

SMEs EXPORT

Argentine Technology and Innovation



**OLIVE PRODUCTION
AND PRESERVES**

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Exporting Potential

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FRUTOS DEL NORTE S.A., Organic Seal for the Production of Premium Olive Oil



Argentina ranks among the world's leading producers of table olives and olive oil. The country's olive tree planting area stands at 90,000 hectares, most of which is located in the northwestern region.

Based in the province of Catamarca, the company Frutos del Norte S.A. is part of this internationally renowned productive cluster.

Given the region's climate and production characteristics, INTI has been working on energy efficiency, rational use of energy, and the digital transformation of manufacturing processes, with antecedents in the olive industry.

From the department of Pomán, Catamarca, Frutos del Norte S.A. produces first-pressed, premium extra virgin olive oil, **which is 100% organic, from cultivation through processing and conservation.** Its production line presents two types of blends. The first has the brand name Frutos del Norte and is obtained from the arbequina, coratina, and picual olive varieties. Their organoleptic attributes are clean aroma and medium fruitiness with citrus and dried fruit notes. The second is manufactured at the request of the customers, who are responsible for packaging the product with the brand name of the distributor, a practice known as “white labelling”.

Ricardo Gildeza, a member of INTI's Industrial Process Monitoring and Control department for the Argentine Northwest (NOA region), explains that Frutos del Norte S.A. is a farm under organic certification monitoring. Initially, the company approached INTI to solve its high electricity consumption because of its submersible pumps. In this regard, an assessment of the plant's energy-supply performance and a self-diagnosis report were made. The technical assistance and remedial actions proposed by INTI have helped improve the existing irrigation system, **reducing electricity use by 14% and enhancing competitiveness.**

The company is certified under the Organic Argentina-UE and the National Organic Program (NOP) standards and complies with Ecoser-Argentina, a collaborative protocol for the assessment and mapping of ecosystem services and socio-ecological vulnerability for land-use planning. It has a productive capacity of 60 tons per year, of which 30% is for export while the remaining is for the domestic market through large distributors in Buenos Aires, including restaurants, organic and nutritional product retailers, and biocosmetics laboratories, among others.

The company's export experience comprises Chile, the United States, and Spain. It is currently planning to enter the Brazilian market. Its medium-term goal is to export its packaged products and to participate in extra virgin olive oil (EVOO) contests both in national and international scenarios.



According to official data, the sector reports a trade surplus of USD 160 million (average 2015-2020) from canned olives and olive oil exports.

Adrián Barbier, the Frutos del Norte S.A. manager, defines the company as an **organic production innovator and pioneer in the department of Pomán.** He also mentions the development of a **riding-type, super-intensive olive harvester, developed in conjunction with an agricultural machinery manufacturer. This equipment facilitates circulation without damaging the trees or the fruits, which results in better yields.** “The implementation of this equipment allows for continuous harvesting, a method that very few companies in the sector have adopted”, Mr. Barbier underlines.

Mr. Barbier also claims that this olive farm is the first in the country to **apply Ecoser-approved organic bacteria** to cut by half the time needed for the compost obtained from the olive waste to evolve, which enables the use of **purely organic fertilization.**

The fruit harvesting is early and mechanized, and oil cold extraction takes less than 12 hours. This method ensures the right balance of the olive varieties, which renders a blend of varieties with the fruitiness, bitterness, and spiciness characteristics that are suitable for the palate.

FRUTOS DEL NORTE S.A.

Department of Pomán, province of Catamarca.

Organic extra virgin olive oil producer.

A 250-hectare farm with 5 varieties of olive trees for oil.

Production is outsourced to a certified plant.

Product lines: In bulk and fractionated in 0.25 and 0.5-liter glass bottles and in 2 and 3-liter PET bottles.

• **HS CODE (NCM):**

-1509.10.00 / Virgin olive oil

LOCATION



**OLIVARES Y VIÑEDOS SAN NICOLÁS S.A.,
Expertise in Organic Olive Production**



In the mountain region of Córdoba, climatic conditions favor olive growing: the soils are permeable and deep with satisfactory rainfall. Currently, there are young plantations with versatile varieties, such as arbequina and manzanilla. As reported by the Córdoba General Directorate of Statistics, the province has over one million healthy tree plantations.

In this regional scenario, as a laboratory certified by the Argentine Accreditation Agency (OAA, Organismo Argentino de Acreditación) and annually recognized by the International Olive Council (IOC), INTI offers training to the sector in analytical techniques for olive oil control. We also run aptitude tests for interlaboratory comparisons of vegetable oils with the aim of ensuring result reliability in international markets.

INTI's Instrumental Analysis Laboratory specialist Lorena Soria remarks that **the reports issued by the Institute provide the reliability that the sector's SMEs need to carry out commercial transactions both nationally and internationally.** Natalia Paola Masferrer, head of INTI's Food department for the Center Region of Argentina, explains that the institute has an impressive track record in the olive sector and is constantly seeking to add value, improve processes and products, and comply with quality standards, among other goals.

In the case of Olivares y Viñedos San Nicolas S.A., **INTI helped the company ensure product innocuousness, strengthening its internal capabilities and improving its technology in the processes of organic production, which is increasingly sought after in international markets.**



Through the enactment of Law No. 26839, Argentina declares olive oil a “national food” and promotes cultural and social events to foster its consumption.

Based in the Córdoba department of Cruz del Eje, the company has 70 years of experience in organic food production. It has 3 product lines: **extra virgin olive oil**, with 0.4% acidity and an annual production capacity of 300 tons, mainly made of the arbequina variety, which features a mild flavor; organic black olives, which go through a natural oxidization process of sun drying with brine, developing a unique texture and featuring an annual production capacity of 300 tons; and **organic crushed tomato**, with a production of 500 tons per year.

The company is certified as Organic by the International Agricultural Organization (OIA, Organización Internacional Agropecuaria), the National Organic Program (NOP), and the Food and Drug Administration (FDA). It is also Kosher-certified by the Libersohn Rabbinate. **It has exported to Brazil, Canada, and the United States over many years. Currently, it is planning to expand and enter the Japan, Colombia, and Mexico markets because of their growing demand for organic production.**

María Pierrestegui, the company's Industry and Marketing manager, explains that Olivares y Viñedos San Nicolás S.A. is **one of the three most important companies in the organic segment nationally** and one of the first producers to certify as organic in the country. It is strongly positioned in the local market and its products are available in supermarkets, gourmet stores, and organic and nutritional products stores in a growing scenario of consumers' preference for this type of products.

“Olivícola y Viñedos San Nicolás has a long track record, expertise, and capacity to innovate in new products and flavors within the expanding organic sector”, Ms. Pierrestegui concludes.

OLIVARES Y VIÑEDOS SAN NICOLÁS S.A.
Department of Cruz del Eje, province of Córdoba.

Organic extra virgin olive oil producer.
Farm: 1,200 ha
Olive oil factory: 580 m²
Olive and vegetable preserves factory: 786 m²
Crushed tomato factory: 280 m²
Product lines: Bottled olive oil in 0.25, 0.5, and 1-liter glass and plastic containers. Olives and canned vegetables in 0.25 and 0.5-kilogram glass jars. Crushed tomato in 1-kilogram bottles.

LOCATION



• **HS CODE (NCM):**

- 1509.20.00 / Extra virgin olive oil
- 0711.20.10 / Olives in brine
- 20.01 / Vegetables (including wild type), fruits, nuts, and other edible parts of plants. Prepared or preserved by vinegar or acetic acid
- 2002.90 / Vegetables in vinegar
- 2002.10.00 / Tomatoes, whole or in pieces



CARLOS ANTONIO CÁMPORA, High-quality Extra Virgin Olive Oil from San Juan



INTI is committed to the ongoing improvement of the olive sector through technical assistance on analytical parameters for olive oil quality control and authenticity. Such parameters identify inorganic contaminants and pesticides, acidity, peroxide, refractive index, and UV specific absorbance values, as well as humidity, insoluble impurities, sterols, and fatty acid composition, among others.

At the same time, with a view to attaining sustainability in the sector, INTI promotes awareness raising activities on the reuse of olive residues to produce balanced feed and their final transformation into proteins for animal nutrition.



Carlos Antonio Cámpora, an Argentine company based in the province of San Juan, produces extra virgin olive oil with a fully mechanized production line, from harvesting to storage: 95% in bulk in 24,000-liter tanks and the rest fractionated. Its manufacturing plant is equipped with a washing machine, a crusher, a double-tank malaxing unit with a capacity of 4 tons each, a decanter, a centrifuge, decantation equipment, and 15 storage tanks with a capacity of 22 tons each.

With an annual production capacity of 100 tons of oil, olives are supplied by means of harvesting equipment, which allows for immediate processing. **Storage times are cut down compared to average, resulting in a higher quality final product. With a fatty acidity of less than 0.8%, the oil is certified as “extra virgin”.**



The Argentine olive sector adheres to global standards, including those of the International Olive Council (IOC), which guarantee the product's quality and innocuousness and facilitate the entry of national products into the most demanding markets.

Yanina Ocampo, an expert from the Agroindustry and Quality department of INTI office in San Juan, says that the institute supported the company in **the implementation of the HACCP (Hazard Analysis Critical Control Point) principles** in accordance with the IRAM NM 323:2010 standard, which ensured the product's entry into the Spanish and the United States markets. Through this assistance, the company was able to lay the technical foundations to face new business globally. **Today it wishes to expand its international markets, particularly in Europe, the United States, and Mercosur.**

Bruno Ferreri, the company's product manager, argues that the technology in place allows for effective, high-quality production. This is extremely valued by large importers who purchase this oil for fractioning it and producing their own premium brands.

“Our business is the best combination between youth and experience, between the industrial and the artisan. The oil we produce has the outstanding quality required to satisfy domestic and international markets,” Mr. Ferreri says.



According to a 2021 report from the Argentine Olive Federation (FOA), 80% of the oil produced in the country is exported.

CARLOS ANTONIO CAMPORA

Department of San Martín, province of San Juan.

Extra virgin olive oil producer.

An 800-m² plant automated from harvest and designed according to the olive oil extraction, storage, preservation, and fractioning process linearity.

Product lines: In bulk and fractioned in 0.25, 0.5, and 1 liter glass bottles and in 5 liter plastic containers.

- HS CODE (NCM):
-1509.20.00 / Extra virgin olive oil

LOCATION



INTEGRACIÓN REGIONAL S.R.L., Quality and Tradition in Olive Oil



INTI provides cross-cutting assistance to all production chains in the food industry. Cecilia Espejo, head of the Institute’s Food department for the Cuyo Region, details the support given in product design, certifications and quality management, management systems and technologies, as well as in the generation and use of renewable energies, energy efficiency, and awareness-raising regarding production processes whose main goal is to protect our environment.



One of INTI’s most recent contributions to the sector is the development of new reference material for the olive oil production chain, a key pattern in terms of quality control and assessment. It is one of the first in the world, unique in the region, and crucial for international trade.

Among the companies assisted by INTI in the Cuyo Region is Integración Regional S.R.L., which produces extra virgin olive oil marketed under the brand name Seis Marías. Its most outstanding blends are the medium flavor, composed of 80% arbequina and 20% picual, and the intense flavor, with 70% arbequina and 30% coratina.

Through the technical assistance provided by INTI, **the company has implemented a quality and innocuousness system for the production and bottle dispatch of virgin and extra virgin olive oil.** In this way, the company has been certified under the Argentine IRAM 324 standard, known as “GMP” (Good Manufacturing Practices), thus ensuring its products’ reliability, a key factor for positioning a food brand in new markets.

Additionally, **an olive waste valorization was carried out** for the energetic use of biomass with the aim of being able to dry and use the olive waste as fuel, which meant knowing exactly how the reuse model works at the scale of olive oil by-products.

Pablo Rodríguez, the company’s quality manager, comments that Seis Marías oil is valued for its exclusive traditional production method, which is originally from San Juan, a province known for its climate and soil being fit for this crop.

Due to proximity, logistics, and profitability concerns, the company is interested in entering the markets of Brazil, Paraguay, Chile, Bolivia, and Uruguay.

Its plant has a milling capacity of 1,500,000 kilos of olives per year, yielding about 220 tons of oil. Integración Regional has been awarded the Gold and Grand Gold medals at the Olivinus and Cuyoliva national fairs in 2022.



According to the EVOO World Ranking for the year 2021, Argentina still holds the first place among the American countries and has ranked seventh in terms of extra virgin olive oil quality.

INTEGRACION REGIONAL S.R.L.
Department of Pocito, province of San Juan.
Extra virgin olive oil producer.

A 2,000-m² warehouse designed according to the olive oil extraction, storage, preservation, and fractioning process linearity.

Product lines: Gastronómica (gastronomic), with 0.25 and 1-liter glass containers. Hogar (household), with 1 and 2-liter PET containers.

• **HS CODE (NCM):**
 -1509.20.00 / Extra virgin olive oil

LOCATION





• International technical cooperation



Recently, INTI hosted a research consortium meeting for the European Union-funded #ENCAP4HEALTH Project, which was attended by 11 other institutions with technological, academic, and business profiles from Germany, Argentina, Chile, France, Ireland, the Netherlands, and the United Kingdom.

The aim is to develop more efficient and sustainable processing technologies for the encapsulation of active ingredients. In other words, the goal is to develop new methods ensuring the integration of nutrients and active principles in the intake of both food and medication. At the same time, these new encapsulation systems are expected to be environmentally friendly.

During the meeting, held onsite for the first time after the pandemic, the parties reviewed the progress made by this network, which encourages innovation in controlled-release micro and nanosystems for different industrial applications, and the scaling of such processes.

The funding is provided by the EU Horizon 2020 program, specifically through the Research and Innovation Staff Exchange (RISE) scheme.

• INTI's capabilities for international markets



The International Olive Council (IOC) controls the olive international trade. Having become the first national state-run institution acknowledged by this council to conduct physical-chemical testing of quality and authenticity, INTI promotes the olive sector's export growth.

This means that INTI's laboratories have the technical capacity for total quality—including sensory analysis—and authenticity control of Argentine oils for export. It also does the quality review of all imports quickly and effectively; this is the basis for the progress and development of the national olive sector.

The laboratory tests are recognized by the Argentine Accreditation Authority (OAA, Organismo Argentino de Acreditación) to perform these measurements. The institute also works with the Argentine Interlaboratory Service (SAI, Servicio Argentino de Interlaboratorios) to orchestrate vegetable oil comparisons, ensuring reliable results as demanded by the international markets. This enables deepening institutional engagement with the olive industry across the country.

INSTITUTIONAL RELATIONS AND COMMUNICATION

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