

## At the Cutting Edge of Juice Extraction

Operating from Barcellona Pozzo di Gotto on the southern Italian island of Sicily, in the heart of the Mediterranean citrus growing belt, **Canditfrucht S.p.A.** is considered a foremost processor of citrus fruit and manufacturer of fruit juices, candied fruit and essential oils. Moreover, the company is well positioned in the private label business, offering bottling services and utilising the innovative Gualapack packaging system.

If the name Canditfrucht may sound German to you, you are absolutely correct. The business was established by the Italian entrepreneur Salvatore Dell'Oca in Garmisch-Partenkirchen, southern Germany, in 1959. At the time, the enterprise concentrated on the production and export of candied fruit made from brine peel supplied by the Calabrò Family. This was mainly destined for the North European markets. In 1969, Salvatore Dell'Oca and Nunzio Calabrò merged the industrial and brine peel production companies into a new Italian company which would maintain the name of Canditfrucht S.p.A. It would focus on citrus by products and gradually embraced the emerging private label business.

Today, Canditfrucht employs approximately fifty-five staff members and generates an annual turnover of over twenty million Euros, 70% of which is with fruit juices and essential oils, 25%

with candied fruit and 5% with Gualapack bottling. Our interview partner for this article, Canditfrucht President Nunzio Calabrò, relates: "We are excellently positioned in the world markets, for example, we are the biggest supplier of natural blood orange juice for Germany." The company has a remarkable export rate of 80%, serving customers in Germany as well as in the rest of Europe, the

United States, Japan and the same for the Middle East.

The Canditfrucht site in Barcelona covers a total area of over twenty tree thousand square metres and is under continuous expansion. During the past two years, the company has completely renewed and expanded the juice and oil extraction units as well as warehousing infrastructure

and machinery. The production and packaging facilities are now equipped with the state-of-the-art citrus fruit processing equipment which is, without doubt, at the cutting edge of what is technologically possible.

The production systems yield an annual processing capacity of presently sixty-five million kilograms of oranges, lemons, mandarins and other citrus fruits. "This equates to an annual juice production capacity of around thirty million litres; we prefer to produce mainly natural juice," reports Nunzio Calabrò. Combined with the highest standards in hygiene and work safety, Canditfrucht plant is clearly one of Europe's leading facilities.

The juice portfolio comprises natural juices, i.e. mandarin juice (clear and cloudy), Indian fig juice, single-strength blond



Private label bottling services, based on Gualapack packaging



orange juice NFC, single-strength blood orange juice NFC and single-strength lemon juice NFC, as well as concentrates, namely blond orange, blood orange, clear lemon and cloudy lemon.

The list of candied fruit includes candied cherries,

candied citron, candied kumquat, candied lemon, candied mixed citrus peel (orange, lemon and citron), candied orange, lemon paste and orange paste. Furthermore, Canditfrucht supplies cold pressed es-

environment. This year we installed a 186 kW/h solar panel system on our roofs, meeting and exceeding environmental requirements, and we plan to install another 200 kW/h by the end of the upcoming year.



Brand new on the Canditfrucht portfolio: "Orange Moon" candied orange with chocolate

sential oils made of bitter orange, lemon, mandarin and orange. Blond and blood orange and lemon cells, as well as orange and lemon segments, dehydrated and dried peels, and lemon paste for candy fillings complete the picture.

Our interview partner adds: "We have always been very focussed on innovation and technical leadership as well as the

These innovations, which are not directly related to our core business, help us, more than the other innovations that we have made in the plant, to give an 'Earth conscious feel' to our company. Moreover, we have successfully applied for all manner of certifications." These certifications include ISO 9001, ISO 14001, BRC Food, IFS, SINCERT, Ecocert Italia, USDA Organic,

BIO Suisse, EMAS, SGF IRMA Approved Supplier and others.

As part of its private label business, Canditfrucht offers juice bottling to Gualapack packaging systems. Gualapack is the market leader in the field of pre-made flexible packaging with spouts and produces various types of containers; Canditfrucht uses the company's innovative stand-up pouches with top spouts.

When asked for his company's philosophy, Nunzio Calabrò offers: "We are always focussing on ways to improve the processes. For example, we are keen to accept new technology. Striving to utilise the skills of our staff to the fullest, our success is firmly based on teamwork, and quality is at the centre of all our work."

At the time of writing, Canditfrucht serves around eighty active customers, including perfume manufacturers who depend on the company's top-quality essential oils. The company cooperates with a number of international agents and distributors, including Otto Frank Import KG in Germany for the country's can-

died fruit market, SD Parr for the candied fruit market in Great Britain and CIPREX, distributing Canditfrucht's juices throughout Sweden, along with OY Only Juices SLU for all the Private Label Gualapack filling activities.

In the future, Canditfrucht management intends to further streamline its organisational structure, as Nunzio Calabrò reports: "We want to provide an even better service to our customers." He adds: "We will continue to reinvest our profits into the company and keep developing new products, such as our latest offering, 'Orange Moon', candied orange slices covered with excellent chocolate, aimed at winery shops, delicatessen and gourmet stores, and the 'Limoni di Don Nunzio', fresh, slightly pasteurized Sicilian lemon juice without OGM and Allergens, which is made out of four fresh lemons and is, truly, the closest thing to a real lemon."



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