



CATANIA OILS

ACF National Convention:
Plant Based Oils and Protecting your
Margin

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American Culinary Federation
The Standard of Excellence for Chefs

Agenda



- **Olive Oil**
 - Versatility and Health Benefits
 - Fact vs. Myth
 - Grades and Applications
- **Blended Oils – Benefits and Application**
- **Choosing an oil for your application**
- **World Markets**
 - CME – Soybean and Canola Oils
 - Sunflower Oil and Non GMO's
 - 2023 outlook and possible alternatives

The Versatility of Olive Oil

What makes Olive Oil the
best oil in the world!





Health Benefits of Olive Oil



- **Rich in Monounsaturated Fats**

- Studies suggest 50mL of EVOO has a similar effect as 10% of a dose of Ibuprofen in reducing inflammation.
- Also, when combined with a fish oil, it's shown to improve morning stiffness and joint pain in people with rheumatoid arthritis.

Health Benefits of Olive Oil



- **High in antioxidants and Polyphenols**
 - Helps with the reduction of heart disease and other chronic disease.
 - Approved by the American Heart Association to carry their heart healthy shield.
 - Linked to helping with gut microbiome and cognitive disorders

Fact vs. Myth: Olive Oil

MYTH

- **“Light” olive oil is lower in calories than other olive oil.**
- **A very green color indicates high-quality olive oil**
- **Extra virgin olive oil is the only “healthy” type of olive oil.**
- **Olive oil isn’t ideal for cooking because of the lower smoke point.**

FACT

- **All oils have the same number of calories which is 120 calories per tablespoon.**
 - “Light” refers to olive oils that have been through a refining process that have removed most of the color, flavors and aromas.
- **Color is not an indicator of the quality.**
 - It can range in color from pale yellow to dark green and really depends on the climate and harvest timing..
- **ALL Olive Oils are high in heart-healthy “good” fats.**
 - While EVOO does retain antioxidants, all olive oils have more of the good monounsaturated fats than other common cooking oils
- **Smoke point is not an issue**
 - When you're cooking food in olive oil, your oil will rarely reach the smoke point. The antioxidants in the oil protect the natural stability when heated making it a very healthy option to sauté and cook with.



Olive Oil Grades & Applications



- **Extra Virgin Olive Oil**
- **Virgin Olive Oil**
- **Lampante (Classic Olive Oil)**
- **Olive Pomace Oil**












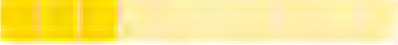


















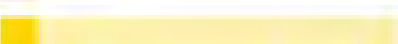



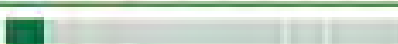




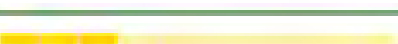






So why Use Blended Olive Oils?



- **Blends are used to help increase heat stability, reducing your overall cost while keeping that Olive Oil flavor**
- **What are blends best used for?**
 - Dressings (will not congeal and overpower)
 - Marinades
 - Pan Frying
 - Sautéing – high heat
 - Frying and Baking

Olive Oil vs. Blended Oil



ITEM#	PRODUCTS	FLAVOR PROFILE	COST	HEAT STABILITY
11333, 11334, 11335	 Marconi Extra Virgin Olive Oil			
11371, 11372, 11373	 Marconi Olive Oil			
11386, 11367	 Marconi Olive Pomace Oil			
11049	 Casa Mia 80/20 Sun/EVOO Blend			
11466	Sicilia 50/50 Canola/EVOO Blend			
11465, 11467	Sicilia 75/25 Canola/EVOO Blend			
11464, 12866	Sicilia 90/10 Canola/EVOO Blend			
11048	Casa Mia 75/25 Veg/Pomace Blend			
11047	Casa Mia 90/10 Veg/Pomace Blend			
11050	Casa Mia Blended Oil			
11238, 11239	La Spagnola Blended Vegetable & Olive Oil			
11474	Spagna 80/20 Veg/Pomace Blend			
13817	 Marconi Naturals 75/25 Non GMO Canola/EVOO			

Olive Oils vs. Blends: How to Choose?



Questions to ask yourself

1. What is your application?
2. What is your budget?
1. How are you marketing your dishes?



VS.



Oil Markets 2020 - 2022



Oil Markets: What is going on??



Oil Markets: What is going on??

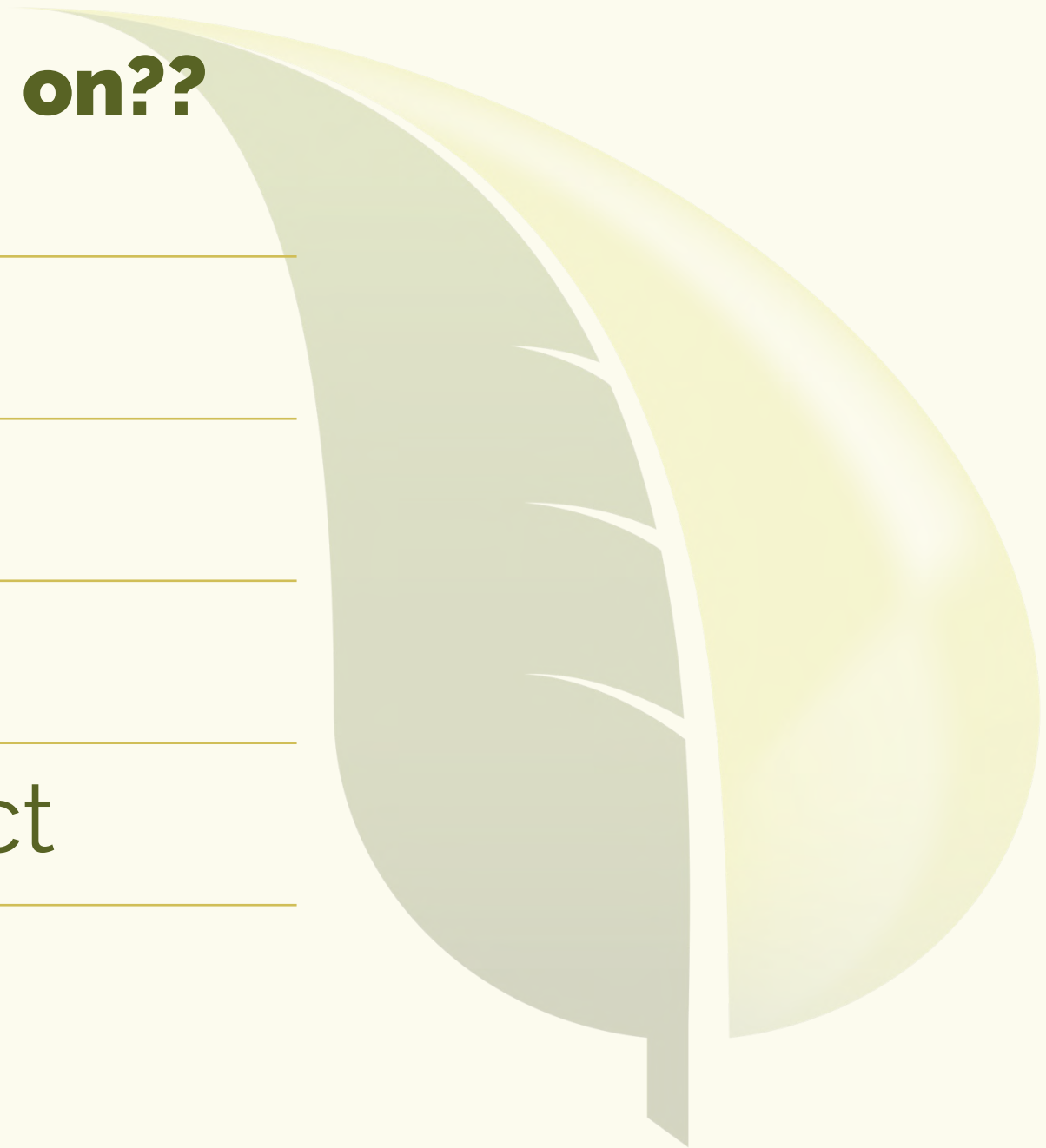
COVID

Supply Chain

Inflation

Russia – Ukraine Conflict

Weather



Future of Sunflower Oil and Non GMOs



- **Russia – Ukraine conflict: 75% of worlds Sunflower**
- **Domino affect in Europe and the USA**
- **What does this look like for the future of Non GMO Oils?**
- **2023 Outlook and possible replacements.**





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Q&A

Thank You!

