# 9° Simpósio Brasil-Alemanha
# 9. Deutsch-Brasilianisches Symposium

**Integrating Systems for Sustainable Development**
**Linking human and natural components**

**September 15 -17, 2019 - University of Hohenheim, Stuttgart**

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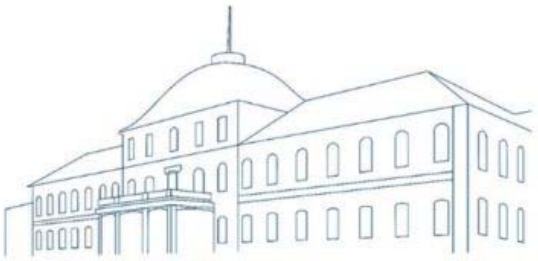

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# Competitiveness of Two Macauba Productive Chains in Brazil

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## ABSTRACT

Macaúba (*Acrocomia Spp*), an oil palm native to tropical America, has potential for cultivation in large-scale crop-livestock-forest systems to provide environmental services, products and coproducts such as food, biofuels, cosmetics and oleochemicals[1]. Nowadays, its exploitation is mainly by extractivism, delivering interesting products only in a small scale. In this study we used strategic analysis[2] to evaluate the competitiveness of two macauba productive chains located in different Brazilian biomes, Semi-arid and Cerrado. It was based on face-to-face interview with key players in each area, i.e. extractivists, associations, cooperatives, academy members and technicians. In the Semi-arid, exploitation is more incipient and with a lower level of organization. It occurs mainly in an individualized way for subsistence, in association with the exploitation of babassu palm (*Attalea speciosa*). Fresh fruits are mainly delivered in bulk to intermediaries. Processing is rudimentary. On the other hand, there is a better-structured productive chain in the Cerrado biome, despite the extractivism as well. Here, collectors organize themselves in association and cooperative, and manage higher incomes due to the absence of intermediaries. Processing facilities are in place, using machinery developed locally. Fruits are processed into oils, cakes, soaps and endocarp, adding value to the productive chain. Government and non-government agencies are more active in this region. In common, both regions share no standard practices for handling, processing and product quality assurance. Although they are at different levels of development, both regions need transference of novel knowledge on macauba production and processing technologies, as well as establishment of public-private projects that may consolidate the productive chain of this promising crop.

1 Plath, Mirco, Christine Moser, Rob Bailis, Patric Brandt, Heidi Hirsch, Alexandra-Maria Klein, David Walmsley, and Henrik von Wehrden. "A novel bioenergy feedstock in Latin America? Cultivation potential of Acrocomia aculeata under current and future climate conditions". Biomass and Bioenergy 91 (2016): 186-195.

2 Hill, T., & Westbrook, R. (1997). SWOT analysis: it's time for a product recall. Long range planning, 30(1), 46-52.

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