

Export Markets

DME Extra Virgin Coconut Oil is a very pure product. It has wide ranging market potential, ranging from local use, to discerning domestic markets, on to sophisticated international export markets.

In order to be able to enter this wide range of markets, the DME process, for all its simplicity, uses advanced technology to produce its equipment. Thus although the Press is manually operated, we use advanced laser cutting technology to make nearly all the components. This ensures accuracy and reliability. So too, we use stainless steel for all production surfaces.

Superior equipment has to be matched by Good Management Practices (GMP) at each production site and in the transport and packaging of the oil for the final customer.

Such attention to detail has allowed us to gain internationally recognized **Organic Certification** for many of our production sites. This certification gives DME EVCO a significant marketing edge.

 kokonut pacific Supplies DME equipment,

and can also provide services for

- Project planning
- On-site installation and training
- Assistance in accessing markets
- Back-up support

For more details, visit our website: www.kokonutpacific.com.au

And then send us an email (or fax to **+61 2 6255 2651**).

Inventors of

Direct Micro Expelling (DME™)

“Empowering and Bringing Hope”



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The DME™ Solution

Direct Micro Expelling uses a totally different approach to coconut processing compared to that of the copra industry. With DME™ we take (small-scale) processing to the nuts rather than taking the nuts (in debased form) to a (large-scale) processing plant. It is:

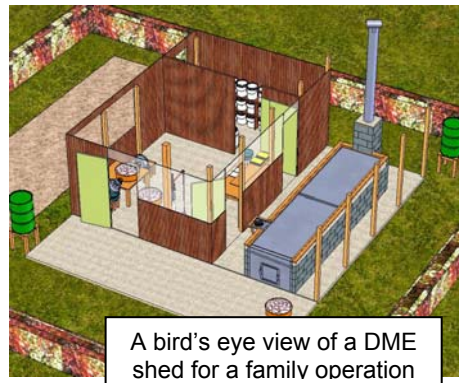
- **Direct** — quick – pure oil within one hour of opening a coconut.
- **Micro** — small scale (family farm size) possible.
- **Expelling** — extraction of extra virgin coconut oil (EVCO).

The result is the production of a vastly superior

Extra Virgin Coconut Oil

The DME process

depends upon simple, easily learned skills, rather than sophisticated equipment. Families really enjoy working together on DME Oil production, whereas they typically describe the making of copra as a form of slavery.



A bird's eye view of a DME shed for a family operation

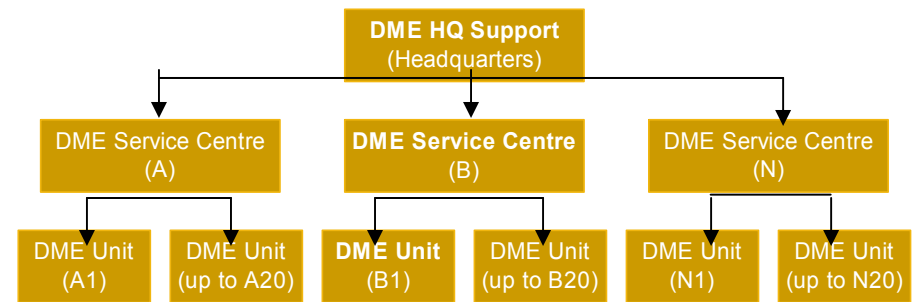
DME gives regular meaningful employment to teams of 3 to 5 women and/or men of all ages. Daily production is typically 20 to 50 litres (depending on hours worked). Production can take place all year round and in virtually any weather.

However, it is difficult for individual farmers to enter the very valuable EVCO export market by themselves.

Economies of scale

Ideally, each DME unit should be a module within a **DME System**, rather than working as an isolated unit. The System provides the economies of scale: training, extension, credit, quality control and marketing services. Such an institutional structure is essential for the DME technology to realize its full potential and get this superior coconut oil to the best markets.

Different models are possible: a number of DME units can be grouped into one larger 'factory'. Alternatively, the following 3-level structure can work to support individual units:



All levels operate on “triple bottom line” principles: -

- ✓ Pleasing to participants
- ✓ Profitable
- ✓ Place friendly - environmentally sustainable

Each level has **Functions, Responsibilities and Contractual Obligations**. These are described in detail on our website.

The economics of a System will vary depending on the density of coconut plantings, yields, farm size, ease of road and/or marine access, size of local markets and distance from export markets. In many circumstances, a DME Service Centre will be commercially viable with a clientele of about 10 DME unit operators.