

**ELABORACION DE TRUFAS DE CHOCOLATE APARTIR DE CACAO
ORGANICO UTILIZANDO SABORES NATURALES, EN EL MUNICIPIO DE
SAN VICENTE DE CHUCURI, SANTANDER.**

**YEXIKA YURLEY BURGOS HERNANDEZ
MARIA ANGELICA HERNANDEZ CARREÑO
LUCERO GERTRUDIS RODRIGUEZ SILVA**

**UNIVERSIDAD INDUSTRIAL DE SANTANDER
INSTITUTO DE PROYECCION REGIONAL Y EDUCACION A DISTANCIA UIS
PROFESIONAL EN PRODUCCION AGROINDUSTRIAL.
BUCARAMANGA
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**Trabajo de grado para obtener el título de Profesional en Producción
Agroindustrial**

**DIRECTOR DE PROYECTO:
ING DORIS EUGENIA SUAREZ MONSALVE
INGENIERA DE ALIMENTOS.
MAGISTER EN INGENIERÍA CON ESPECIALIDAD EN SISTEMAS DE CALIDAD
Y PRODUCTIVIDAD**

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DEDICATORIA

A nuestras familias, quienes confiaron en nosotros y nos colaboraron día tras día para lograr con éxito las metas trazadas. A la universidad y docentes que hicieron parte de nuestra formación académica, dándonos los conocimientos necesarios y que hoy día nos permitieron realizar este proyecto. Y a aquellos amigos, que en este tiempo nos brindaron su incondicional apoyo. Simplemente, a todas las personas que de verdad creyeron en nosotros e hicieron posible el desarrollo de este proyecto.

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RESUMEN

TITULO: ELABORACION DE TRUFAS DE CHOCOLATE APARTIR DE CACAO ORGANICO UTILIZANDO SABORES NATURALES, EN EL MUNICIPIO DE SAN VICENTE DE CHUCURI, SANTANDER*

AUTORES: YEXIKA YURLEY BURGOS HERNANDEZ
MARIA ANGELICA HERNANDEZ CARREÑO
LUCERO GERTRUDIS RODRIGUEZ SILVA**

PALABRAS CLAVES: TRUFA , CACAO ORGANICO, SABORES NATURALES

El presente proyecto consiste en la elaboración y estandarización de productos del chocolate, entre ellos, trufas de chocolate orgánico, naciendo de la necesidad de elaborar un chocolate natural de forma artesanal con todas las características de un chocolate gourmet. Por ende, para la formulación y evaluación de la calidad de las trufas se realizó una investigación experimental y exploratoria mediante la aplicación y desarrollo de estrategias de producción y formulación con el fin de ampliar la variedad y sabores de chocolates. Complementario se realizan análisis sensoriales, microbiológicos y fisicoquímicos; a partir de dichos análisis se define la estrategia de producción y formulación para la obtención de una trufa de calidad con rellenos naturales y materia prima orgánica.

Como resultado de esta investigación se estandariza la fabricación de trufas de chocolate orgánico con sabores naturales caracterizando sabores cítricos, notas agridulces, a nuez, fresco, amargo y sabores a cacao propios de las materias primas. Cabe destacar que dentro de la formulación de la trufa se diferenciaron algunas etapas como los son porcentaje de cobertura, el atemperado, el orden de los ingredientes y la refrigeración.

Como resultado de los análisis fisicoquímicos la trufa se comporta como una emulsión y de ahí su estabilidad; además la trufa aporta valores calóricos, proteína y fibra que representan beneficios para la salud; en los resultados microbiológicos se destaca que la cobertura actúa como un inhibidor de hongos y levaduras. En contexto se logra con dicho proyecto dar a conocer un nuevo producto al mercado con forma y sabores innovadores buscando de esta manera una opción nueva para el cliente.

* Trabajo de grado

** Facultad Producción Agroindustrial. Escuela instituto de proyección regional y educación a distancia. Director Doris Eugenia Monsalve Suarez

ABSTRACT

TITLE: MAKING CHOCOLATE TRUFFLES FROM COCOA ORGANIC AND WITH NATURAL FLAVORS IN THE MUNICIPALITY OF SAN VICENTE DE CHUCURÍ SANTANDER*

AUTHORS YEXIKA YURLEY BURGOS HERNANDEZ
MARIA ANGELICA HERNANDEZ CARREÑO
LUCERO GERTRUDIS SILVA RODRIGUEZ**

KEYWORDS TRUFFLE, ORGANIC COCOA, NATURAL FLAVORS.

This project involved the development and standardization of chocolate products, including organic chocolate truffles. The project was inspired from the need to develop a natural handmade chocolate with all the characteristics of a gourmet chocolate. Experimental as well as exploratory research was conducted in order to generate production strategies to expand the variety and flavors of chocolates. Complementary to this, sensory, microbiological and physicochemical analyzes were performed. Taking into account the results from the analysis previously mentioned a strategic to produce good quality organic chocolate truffles filled with natural fruits and using organic components was defined.

The main result of this research was the standardization of the production of organic truffles with special flavors, such as: citrus, sweet, sour, nutty, fresh, bitter and the characteristic flavor of the cocoa raw material. Note that in the production of truffles some stages as percentage of cover, tempering, the order of ingredients and the cooling were differentiated. As a result of physicochemical analysis the truffle behaved as an emulsion giving this this stability.

The truffle also provides calories, protein and fiber that represent health benefits. The microbiological results showed that the coverage acts as an inhibitor of fungi and yeasts. The project provides a new product to market with innovative flavors and a new option for the customer.

* Final project

** Faculty Agroindustrial Production. School institute regional outreach and distance education. Director Doris Eugenia Monsalve Suarez

INTRODUCCION

En el mundo globalizado de hoy, los consumidores le dan gran relevancia a las características organolépticas de los productos alimenticios y adicionalmente se está sumando la conciencia de consumo de productos orgánicos, por lo tanto se formula el proyecto de investigación experimental y exploratoria en la elaboración y estandarización de productos del chocolate, entre ellos, “trufas”, en el cual su objetivo es desarrollar un chocolate natural de forma artesanal con todas las características de un chocolate gourmet acorde con las últimas tendencias en chocolatería tanto en sabor como en diseño. Las técnicas de fabricación son artesanales y parten de una minuciosa selección de las materias primas con el objetivo de lograr un producto final de excelente calidad, a partir de chocolate orgánico.

La investigación inicia con base en la elaboración de trufas de chocolate tipo gourmet que sean deliciosas y que a su vez ofrezcan un beneficio a la salud del consumidor; en los cuales se tienen en cuenta su gusto, lo exótico y saludable del relleno de la trufa. Por tal razón este tipo de chocolatería inicia desde la obtención de la materia prima la cual es la base para llegar al éxito del producto final. De esta forma se busca la obtención de trufas de chocolate orgánico con sabores naturales por medio de la transformación de materia prima propia de la región y que además ofrece beneficios para la salud.

El objetivo principal de esta investigación es poder llegar a elaborar trufas de cacao orgánico con rellenos de frutas exóticas ofreciendo a los consumidores amantes de los chocolates una nueva opción de chocolate artesanal el cual equipara calidad y beneficio a la salud. El proyecto abarca la estrategia de formulación y producción de trufas de chocolate orgánico con sabores naturales para el consumo de productos de alta calidad sin degradación alguna de las materias primas utilizadas; para la elaboración de dicho producto se necesita de una cantidad de controles que permitan una estabilidad a la mezcla hasta el desarrollo correcto o comportamiento óptimo del producto final.

El proyecto se desarrolla inicialmente en una vivienda sin condiciones óptimas de una planta procesadora de alimento, se realiza por motivo de no poseer estos ambientes adecuados lo cual fue una de las limitantes ya que los procesos de estandarización y toma de datos se realizaron más lento y permitieron la generación de errores en el momento de realizar los ensayos; además se suma que no se poseía en algunos momentos con los equipos apropiados para el desarrollo de las actividades, sin embargo para la finalización de esta

investigación se realizó ensayos y la estandarización final en ambientes apropiados (planta de procesamiento de chocolate, planta de fruver) suministrados por SENA C.A.S.A, en el cual se recibió asesoría por instructores; conjuntamente se realizan ensayos, investigaciones, y análisis sensorial, fisicoquímicos y microbiológicos que establecen el procedimiento y las formulaciones que se deben tener en cuenta en la fabricación de trufas de chocolate orgánico con sabores naturales; permitiendo el alcance de este proyecto el cual fue generar un producto de chocolatería artesanal con características organolépticas especiales basados en materias primas orgánicas, de alta calidad y sean óptimas para el consumo humano.

1. DEFINICION DEL PROBLEMA

La falta de conciencia en la utilización de fertilizantes e insumos agrícolas sumados al escaso portafolio de productos agroindustriales de las frutas tales como la piña, maracuyá, mora, agraz y fresa, constituyen un problema para el bienestar de la comunidad y los consumidores quienes hoy por hoy demandan productos naturales y orgánicos. Complementario las puertas del mercado mundial para el cacao colombiano se están abriendo gracias a que la ICCO (International Cocoa Organization) que catalogó al país como productor de cacao fino y de aroma en 95% de su producción. A esto se suma que en los últimos 10 años, el consumo mundial de cacao ha venido creciendo a un promedio anual de 10%, mientras su producción apenas en un 2,2%, según PTP, y así, Colombia ha logrado pasar de 4.321 toneladas en 2012 a 8 mil en tan sólo dos años (cifra del Consejo Nacional Cacaotero)¹.

Posterior la producción de cacao orgánico se considera relevante por encima del cacao común o corriente por su calidad en los procesos de pos-cosecha, sensorial y el tipo de explotación, pero está la problemática que no hay suficiente volumen para la exportación haciendo esto que esta materia prima se pague al mismo precio del cacao corriente y se quede un nicho de mercado con precios muy bajos en los que no exalta la calidad de esta producto agrícola.

Por lo anterior se plantea las siguiente pregunta: Como dar valor agregado al chocolate orgánico y fusionar frutas tropicales con esta materia prima?

¹ FEDECACAO [en línea] disponible en: <http://www.fedecacao.com.co/site/index.php>

2. JUSTIFICACION

El cacao colombiano es conocido por ser de gran calidad, exclusivo para el uso de chocolates finos por su punto de acidez y equilibrio. Colombia compete en esta variedad principalmente con Venezuela, Ecuador, Perú y República Dominicana. La variedad de los granos de cacao colombianos son muy reconocidos y altamente demandados en Europa. En los últimos años las principales procesadoras de cacao procesan cacao fino, de aroma y certificado y las principales empresas productoras de confitería de cacao han incluido líneas de producción con esta materia prima. De esta forma se evita el mercado de commodities y el productor tiene más poder en la negociación.

La preferencia por el consumo de productos orgánicos ha entrado al mundo del chocolate. Tanto las grandes marcas como los chocolateros especializados están incluyendo líneas orgánicas dentro de sus productos. En esta medida, tener una producción orgánica de cacao fino y de aroma es una oportunidad para un nicho en aumento en el mercado alemán.²

El mercado del chocolate es bastante amplio, y la competencia también, tanto a nivel industrial como artesanal, en especial la chocolatería artesanal, se está dando a conocer en el país y su demanda es extensa, lo que sin lugar a dudas representa un sector atractivo para la inversión. Santander es productor de uno de los mejores cacaos a nivel mundial y atendiendo la demanda del mercado se está produciendo chocolate orgánico, el cual es más saludable, y se está categorizando dentro de los productos benéficos y funcionales, pero se requiere transformarlo para llevarlo al mercado y generar mayores ingresos.

Actualmente Colombia se encuentra dentro de los 10 países con mayor producción de cacao y la industria cacaotera del país se está consolidando, por lo que ofrece ser un sector de amplio desarrollo. El cacao producido en el país goza de gran prestigio, fue reconocido internacionalmente como fino de sabor y aroma por la ICCO (Organización Internacional del Cacao), sólo cinco países en el mundo tienen este reconocimiento, lo que lo hace ser muy apetecido y resulta ideal como producto de exportación. En este amplio contexto, de esta forma se

² SWISSCONTACT Oportunidades mercado exportar cacao colombiano [en línea] disponible en: http://www.swisscontact.org/fileadmin/images/Country_Subpages/Colombia/7_Oportunidades_mercado_exportar_cacao_colombiano-A_Ramos__Proexport_.pdf

garantiza que la materia prima a emplear en nuestros productos es de excelente calidad y cien por ciento nacional.³

Basándose en estos conceptos, en el municipio de san Vicente de chucuri se evaluara un producto del chocolate como lo es la trufa con características finas de sabor y aroma, utilizando materia prima orgánica y sabores naturales. Logrando así desarrollar un producto con una buena aceptación por parte de la población adulta y joven; en la actualidad solo las ideas innovadoras se mantienen en pie por ello se debe buscar mezclar lo que ya se conoce con lo novedoso, el hecho de mezclar el chocolate con los frutos tropicales es muy llamativo para la población por ello sería muy productivo desarrollar este producto.

Por lo tanto, se pretende elaborar un producto de chocolate como lo es la trufa enfocada a la utilización de ingredientes de sabores naturales, saludables, únicos y al gusto del consumidor, dado que en la elaboración de trufas de chocolate que se encuentra en el mercado los sabores que predominan son los licores.

³ Análisis sectorial cacao fino y de aroma en Colombia 2012-2013

3. OBJETIVOS DE LA INVESTIGACIÓN

3.1 OBJETIVO GENERAL

Elaborar trufas de chocolate a partir de cacao orgánico utilizando sabores naturales, en el municipio de San Vicente de Chucuri, Santander

3.2 OBJETIVOS ESPECIFICOS

- Determinar las características que debe tener la pasta de cacao para la elaboración de trufas
- Determinar las características que debe tener las frutas para los rellenos
- Revisar la legislación que aplica al producto
- Establecer la formulación de los rellenos de frutas
- Establecer la formulación de las trufas
- Determinar las variables que afectan el proceso
- Realizar la estandarización del proceso
- Realizar pruebas de calidad

4. MARCO DE REFERENCIA

4.1 MARCO CONTEXTUAL

Las trufas básicamente se componen de un relleno y una cobertura. Es muy trufas innovadores y de buena calidad, el chocolatero deberá tener una variedad de coberturas a la mano para experimentar y seleccionar la mejor cobertura para el relleno. Las coberturas se diferencian del resto de chocolates por la cantidad de manteca de cacao, leche en polvo y azúcar que favorece en la fluidez del chocolate y como su nombre lo dice sirven para cubrir, es ideal para la confitería. Existen varios tipos de coberturas:

- Extra-amarga: Contiene un 70% de cacao.
- Cobertura con leche: Posee un 36% de cacao.
- Cobertura blanca: No contiene cacao, por esta razón no se puede considerar como chocolate.
- Cobertura amarga: Contiene 60% de cacao. (Schuhmacher, Karl et al, p. 48)

Los chocolates de cobertura poseen un mínimo de 31% de manteca de cacao. Los chocolates de cobertura son usados principalmente para hacer decoraciones o garnish, bañar o cubrir tortas, galletas y pralinés, también pueden ser utilizados en cremas, mousses y ganache. La manteca de cacao adicional en las coberturas le proporcionará más brillo siempre y cuando sea templada correctamente. Mayor cantidad de manteca de cacao adicionada al chocolate también significa que se sentirá mayor suavidad en la boca, éstas propiedades son importantes cuando las coberturas son utilizadas para cubrir, bañar o hacer decoraciones, pero se pierden cuando son usadas en elaboraciones que se hornean o en mousses, etc.⁴

4.2 MARCO TEORICO

4.2.1. Historia del cacao. El cacao da origen a uno de los productos más deliciosos del mundo: el chocolate, fue desarrollado en el siglo XIX. La vaina del cacao, sin embargo, fue primero utilizada para la creación de una bebida, en la

⁴ UCUENCA [en línea] disponible en:
<http://dspace.ucuenca.edu.ec/bitstream/123456789/1594/1/tgas10.pdf>

época de los mayas, en México, alrededor del año 600. Hay documentos más precisos que informan de la predilección de los aztecas por el cacao. Preparaban un brebaje amargo y concentrado llamado “techocolat” reservado al emperador, a los nobles y a los guerreros. La vaina del cacao, de valor máspreciado que el oro para los indígenas sirvió como elemento de trueque.

En el año 1519, Hernán Cortés desembarcó con sus tropas en el país de Moctezuma, emperador de los aztecas. Su llegada coincidió curiosamente con el anuncio del regreso cíclico, cada 52 años, de la sabiduría y el conocimiento. Según la leyenda este mismo dios, había introducido el cacao y enseñado a sus adoradores a cultivarlo. Así, es que Cortés y sus soldados fueron recibidos como dioses y agraciados con “techocolat”. Pero lo que más atrajo y llamo la atención del conquistador fue el valor del cacao como moneda de intercambio. Con buen sentido de negocios, Cortés logró que los aztecas le cambiaran el caco por el oro, metal indiferente para los indígenas. Igualmente, los españoles tomaron la costumbre de consumir la bebida choco latada que se convirtió en un verdadero deleite.

El chocolate parte entonces, a conquistar Europa. En 1528, Cortés vuelve a España con un cargamento de cacao, además de las recetas y los utensilios necesarios para su preparación. Las vainas del cacao eran fermentadas, secadas al sol, tostadas y presadas entre dos piedras calientes hasta obtener una pasta aromática moldeada en forma de barras o panes luego se les agregaba agua, azúcar o miel y especias a elección.

El nuevo brebaje resultaba fascinante. Se lo considero como un medicamento, un reconstituyente y hasta un brebaje de amor, atribuyéndole virtudes afrodisíacas, Mientras tanto, las recetas fueron mejorando. El chocolate podría ser un alimento o una bebida. Como bebida se lo podía consumir hasta los días de ayuno.

Por mucho tiempo, el chocolate fue exclusividad española y estaba reservado a las clases sociales privilegiadas. El contrabando, los visitantes de la corte de España, los intercambios con los conventos, las capturas de naves que volvían de México, fueron los hechos que permitieron que el cacao llegara a otros países.

En 1615 fue introducido oficialmente en Francia. El chocolate luego hizo su aparición, casi simultáneamente en todos los países. En Italia los “cioccolatieri” lo introdujeron en 1606. En Alemania apareció en 1646, allí estaba grabado con muchos impuestos y se hacía difícil su consumo. Los ingleses lo descubrieron 1657, abriéndose salones de degustación, entre ellos el “Cacao Tree “y el “White

s". En 1697 un ciudadano suizo degustó el chocolate en Bélgica y lo llevó a su país en 1711. El dulce brebaje también llegó a Austria por medio del emperador Carlos VI. El cacao arribó a Suecia en 1737. El naturalista Charles Linné le da nombre en latín de "Theobroma" que significa alimento de los dioses, en homenaje, tal vez a Quetzalcoatl.

Recién en 1755 los norteamericanos, en esa entonces colonia inglesa, la bebida que enloquecía a toda Europa. Cada país intenta, desde entonces su propia fuente de aprovisionamiento plantado cacao en sus colonias.

El paso del chocolate líquido al sólido comenzó con la idea de crear una bebida más liviana. En 1819, en París, Pelletier instala primera fábrica que se sirve del vapor. En ese año Fransi Louis Cailler funda en Vevey, Suiza, la primera chocolatería de ese país y en 1831 es imitado por Ammédée Kohler, quien se establece en Lausanne. En 1875, también en Vevey, el laboratorio del Henri Nestlé se encontraba contiguo a una pequeña chocolatería, creada poco tiempo antes por Daniel Peter. Un día este

Último tuvo la idea de incorporar leche al chocolate. Así nació el primer chocolate con leche del mundo. Posteriormente, Peter se asoció con Cailler y con Kohlr. En 1929 las tres marcas se fusionaron con Nestlé consiguiendo así la unión definitiva del chocolate con leche.

En 1828, el holandés Conrad Van Houten inventó una prensa que le permitió extraer la materia grasa (la manteca de cacao) quedando el polvo de cacao que conocemos hoy como cacao amargo.

Desde sus comienzos, la industria del chocolate Suizo mantuvo su calidad. Esto, sumado a la industrialización, hizo posible que llegara a todos los estratos, de la población en el mundo entero, por lo que no es de extrañar que la industria suiza pasara a producir 600.000 kg al año en 1890 a 17.000.000 en vísperas de la primera guerra mundial.

Ante la posibilidad de perder el liderazgo en la producción, los suizos decidieron elaborarlo a gran escala y acercar los centros de producción a los puntos de consumo; del mundo y durante la década del setenta introdujo sistemas automatizados que requirieron grandes inversiones. Ahora, nuevas formas y

nuevos productos se adaptan al mercado manteniendo la calidad a la que nos tienen acostumbrados.⁵

4.2.2. Historia de la trufa. La creación de esta golosina se otorga a Louis Dufour pastelero de Chambéry. El 28 de diciembre de 1895 el señor Dufour se dio cuenta que su almacén se había quedado vacío de provisiones y que no iba a poder surtir sus clientes.

Se rehusó a pedir ayuda a otros pasteleros de la región, por lo que tuvo que imaginar una solución. Decidió entonces fabricar él mismo un producto digno de la calidad de su boutique pero que fuera de fabricación rápida. Primero removió la crema, luego añadió cacao, vainilla y en un instante la mezcla estaba hecha... Con mucho cuidado formó pequeñas bolitas que mojó en una cobertura para después hacerlas rodar en el polvo de cacao.

Así nació la primera trufa, una pequeña creación saboyana (Francia) que fue la última inspiración de este genial pastelero.⁶

4.2.3 Descripción botánica del cacao, descripción nutricional y funcional del chocolate Botánicamente el cacao, se le ha asignado la siguiente clasificación:

Tabla 1. Clasificación botánica del cacao.

DIVISIÓN	ESPERMATOFITA
CLASE	ANGIOSPERMA
SUB-CLASE	DICOTILEDÓNEA
ORDEN	MALVALES
SUB ORDEN	MALVINAS
FAMILIA	ESTERCULIÁCEAS
TRIBU	BITNERIA
GENERO	THEOBROMA
ESPECIE	CACAO

Fuente. REDIAF Cacao [en línea] disponible en: <http://www.rediaf.net.do/publicaciones/guias/download/cacao.pdf>

⁵ CHOCOLATE MAYORDOMO El cacao [en línea] disponible en: <http://www.chocolatemayordomo.com.mx/acerca-de/el-cacao/>

⁶ AMERICA FRANCE Historia de las trufas de chocolate [en línea] disponible en: <http://america.france.fr/es/informaci%C3%B3n/historia-las-trufas-chocolate>

Tabla 2. Contenido nutritivo del chocolate

CONTENIDO NUTRITIVO DE 100 G DE CHOCOLATE								
PROTEINAS	GRASAS	HIDRATOS DE CARBONO	MINERALES		VITAMINAS			ENERGIA TOTAL
			CALCIO	HIERRO	A	B	C	
5g	32g	51g	50 mg	4 mg	-	0,20g	-	2142kj

Fuente: PROYECTO DESCARTES Chocolates [en línea] disponible en: http://proyectodescartes.org/ASIPISA/materiales_didacticos/chocolate-JS/chocolate.pdf

4.2.4 Características funcionales del chocolate

- Ayuda al buen funcionamiento neuromuscular por el magnesio.
- Facilita la digestión por las fibras
- Mejora el humor, da placer y aumenta los niveles de serotonina y de endorfina en el cerebro
- Se asocia con un mejor desempeño cognitivo de los ancianos
- Ayuda a bajar una presión sanguínea alta
- Reduce los riesgos de coágulos sanguíneos
- Reduce los riesgos de ciertos tipos de cáncer (próstata y seno).

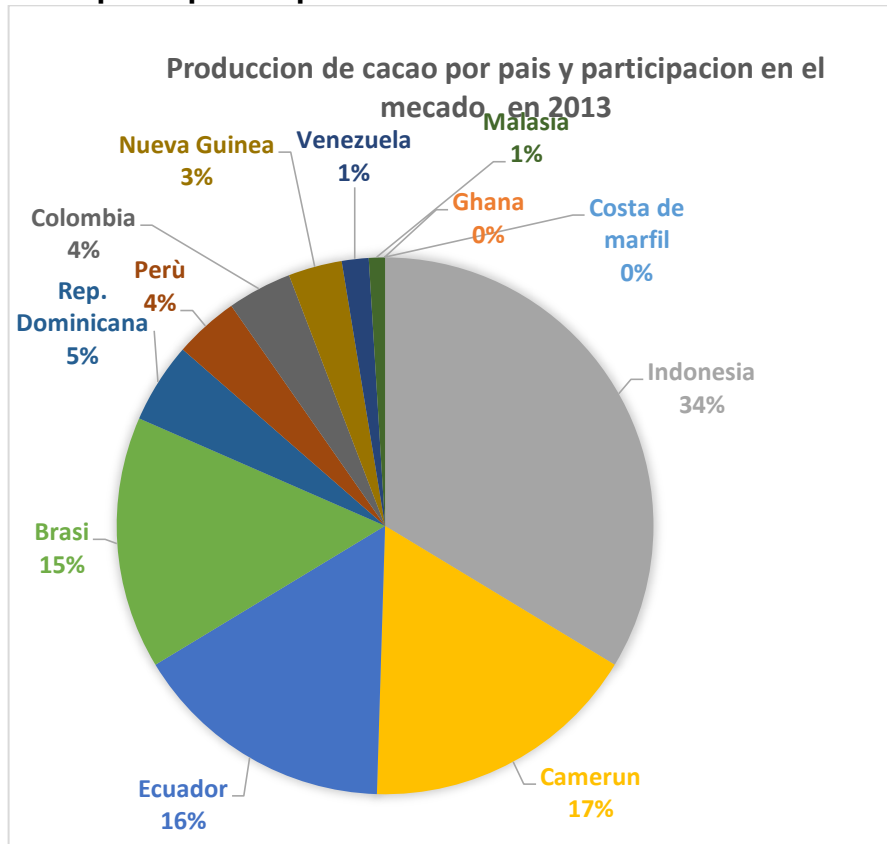
Además de sus propiedades naturales en la actualidad se esta llevando a cabo el Desarrollo de chocolates con las siguientes características:

- Chocolate adicionado con fibras
- Chocolate sin azúcar adicionado con jarabe de agave
- Chocolate adicionado con colágeno hidrolizado
- Chocolate adicionado con omega 3

- Línea de chocolate con infusiones de: Té verde (antioxidante), Té de flores (relajante)⁷

4.2.5 Producción mundial y departamental del cacao

Figura 1. Principales países productores de cacao



Fuente. ICCO, Sep 2014. * Estimado

A partir de 2001 se empezó a hablar de un déficit del cacao que se consolidaría hacia 2020, debido al decrecimiento de la producción, generado por las malas condiciones de los cultivadores en los principales países de origen, sumado al aumento del consumo industrial, que ha sido estable en los últimos años.

⁷ INNOVACION Chocolate y confitería funcional [en línea] disponible en: <http://www.innovacion.gob.sv/inventa/attachments/article/2458/Chocolate%20y%20Confiteria%20Funcional.pdf>

Tabla 3. Principales departamentos productores de cacao

DEPARTAMENTO	MUNICIPIO	PRODUCCION	TOTAL
NARIÑO	TUMACO	92.88%	99.10%
	PASTO	4.19%	
	POLICARPA	2.02%	
NORTE DE SANTANDER	OCAÑA	49.72%	100.00%
	TIBU	35.32%	
	CUCUTA	14.96%	
SANTANDER	BUCARAMANGA	57.39%	98.59%
	SAN VICENTE DE CHUCURI	17.42%	
	EL CARMEN	7.73%	
	LANDAZURI	5.04%	
	EL PLAYON	3.16%	
	SANTA HELENA DEL OPON	2.70%	
	OPON	2.00%	
	GIRON	1.63%	
	CIMITARRA	1.53%	
	RIONEGRO		

Fuente BIOCOMERCIOANDINO [en línea] disponible en: biocomercioandino.org/wp-content/uploads/2014/10/3

4.2.6 Beneficio del cacao El beneficio o cura del cacao es simplemente el proceso que se realiza al grano para que reúna las condiciones físicas, químicas y sensoriales que exige la industria y el consumidor final. Es un proceso definitivo para obtener una materia prima de la mejor calidad en armonía con la salud y la seguridad de los productores y operarios. Corresponde exactamente a las operaciones de cosecha de los frutos o mazorcas, fermentación, secado, limpieza y selección, clasificación, empaque y almacenamiento de los granos.

El cacao orgánico aparte de aportar las anteriores características mencionadas, también se caracteriza por no contener trazas de químicos o agroquímicos los cuales son perjudiciales para la salud, por lo tanto por pertenecer a una producción orgánica, limpia y sostenible con el medio ambiente se garantiza una materia prima de excelente calidad y además funcional.

Tabla 4. Requisitos del grano de cacao según NTC 1252

NORMA TECNICA PARA COMPRA DE CACAO EN GRANO ICONTEC 1252, MODIFICADA AÑO 2003			
REQUISITOS	PREMIO	CORRIENTE	PASILLA
CONTENIDO DE HUMEDAD EN %	7	7	7
CONTENIDO DE IMPUREZAS O MATERIAS EXTRAÑAS EN %	0	0.3	0.5
GRANO MOHOSO INTERNO N0. GRANOS/100 GRANOS. MAX	2	2	2
CONTENIDO DE PASILLA N0. GRANOS/100 GRANOS. MAX	1	2	-
CONTENIDO DE ALMENDRA EN %	-	-	40-60
GRANOS BIEN FERMENTADOS N0. GRANOS/100 GRANOS. MAX	65	65	60
GRANOS INSUFICIENTEMENTE FERMENTADOS N0. GRANOS/100 GRANOS. MAX	25	35	40
GRANOS PIZARROSOS N0. GRANOS/100 GRANOS. MAX	1	3	3

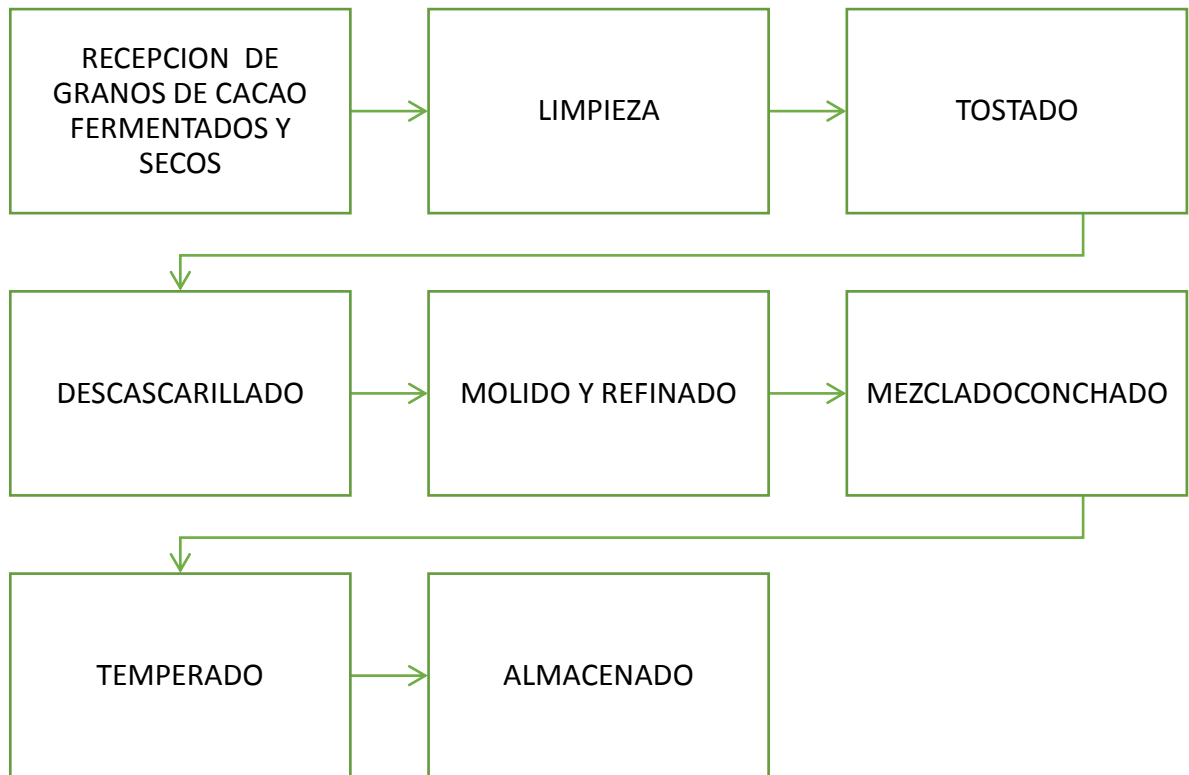
Fuente: Norma técnica colombiana 12512

4.2.6. Pasta de chocolate El cacao en pasta o licor de cacao/chocolate es el producto obtenido del cacao sin cáscara ni germen que se obtiene de vainas de cacao de calidad comerciable, que ha sido limpiado y liberado de la cáscara del modo técnicamente más completo posible, sin quitar ni añadir ninguno de sus elementos constituyentes⁸

⁸ NORMA PARA EL CACAO EN PASTA (LICOR DE CACAO/CHOCOLATE) Y TORTA DE CACAO CODEX STAN 141-1983

4.2.7 Proceso

Figura 2. Diagrama de proceso de chocolate



4.2.7.1 Combinar los granos de cacao La pasta de cacao está constituida dependiendo de la fábrica por semillas de diferentes lugares y variedades para obtener un balance de fuerza y conseguir el mejor sabor. Este proceso se asemeja un poco a los vinos pues porque se busca una mejor calidad mezclando diferentes cepas.

4.2.7.2 Refinado En el refinado los granos pasan por un rodillo que gira a gran velocidad calentando la mezcla y entonces la convierte en lo que se llama licor de cacao, logra triturarlos de tal manera que al paladar le es imposible sentirlos. En éste punto se agregan la leche en polvo, el azúcar, más manteca de cacao de acuerdo al tipo de cobertura que se quiera obtener. Cabe mencionar que la pasta,

el licor y la manteca de cacao son completamente diferentes, el licor de cacao es el resultado del tostado, pelado y molido de las semillas de cacao. Luego se prensa en una máquina para extraer la manteca de cacao y lo que queda es una pasta que sirve para elaborar coberturas, confitería, etc. (Chloé Doutre- Roussel, p. 75)

4.2.7.3 Conchado El conchado es un proceso en el cual los ingredientes se mezclan, se amasan y se calientan suavemente a una temperatura entre 60C y 75C por varias horas o días, depende del tipo de equipo y los resultados deseados. Durante el conchado el azúcar y las partículas de la pasta de cacao son completamente molidas y se bañan con manteca de cacao. En éste proceso el agua presente en la pasta de cacao se evapora reduciendo la humedad a menos del 1%, convirtiéndose en un chocolate más suave y brillante. El calor de igual manera hace que se evapore la acidez y otros ingredientes volátiles. Finalmente el calor continúa desarrollando los patrones de sabor ya empezados en el tostado. El conchado reduce el amargor y lo áspero en el sabor y la textura del chocolate. El chocolate cambia de ser una pasta grumosa y apagada a ser una pasta suave, líquida y sabrosa lista para ser moldeada y enfriada. Rodolphe Lindt, un chocolatero suizo , diseñó la primera máquina conchadora en 1879, creando un chocolate tan suave que lo llamo fondant. El conchado recibe el nombre por su forma que es parecida a la forma de una concha. La conchadora original tenía unos rodillos pesados que se mueven de adelante hacia atrás a través de olas de chocolate; máquinas similares a ésta con conchas horizontales todavía se usan en las fábricas artesanales tradicionales. Estas son las conchadoras que requieren 72 horas o más para completar el proceso y producir un chocolate más fino. (Chloé Doutre- Roussel, p. 77) Hoy en día, hay nuevos diseños de conchadoras que completa el proceso de manera más eficiente, son conchadoras verticales en las que las áspas giran vigorosamente y raspan al chocolate contra unas paredes acanaladas por las que soplan fuertes corrientes de aire. Este es el proceso que requiere menos tiempo. Sin embargo no hay mejor proceso que el artesanal.

4.2.7.4 Templado El chocolate está formado por manteca de cacao que como todas las grasas es polimórfico, que quiere decir que al cristalizarse la manteca forma diferentes figuras. En el caso de la manteca de cacao ésta compuesta por seis tipos diferentes de cristales y los tres más conocidos son alfa , beta y beta prima o principal, que se funden a diferentes temperaturas. El cristal alfa se funde a una temperatura de 23C, beta a 34C y beta prima a 26C. Entonces una vez fundido el chocolate todos los componentes se disocian entre sí, dejando al chocolate con manchas y poroso. Cada uno de éstos cristales aporta al chocolate brillo y suavidad. Para garantizar el brillo y la suavidad el chocolate debe ser templado llevándolo a baño María a una temperatura de 46-49C para derretir los cristales más duros, luego se enfría agitándolo hasta alcanzar los 26-27C para que se formen los cristales beta que son los que le darán brillo al chocolate y una

textura suave; después hay que llevarlo al calor nuevamente hasta alcanzar una temperatura de 30-32C y está listo para ser usado. Al momento de templarlo pasa por un número de variaciones de temperatura que permite que la cristalización de la manteca de cacao sea estable convirtiéndole en un chocolate más brillante, suave y que al momento de partirlo sea crujiente.

4.2.7.5 Moldeado Finalmente viene el moldeado, el chocolate ya templado se moldea rellena, es bañado con cobertura, se empaqueta, y está listo para degustarlo.

4.2.8 Técnicas para elaborar trufas El chocolate es muy caprichoso y complejo para trabajar, pero también es muy generoso porque se lo puede utilizar una y otra vez. Las técnicas para trabajar chocolate son pocas, pero con la práctica se va adquiriendo habilidad y la experiencia dará como resultado Trufas muy bien hechas. A partir del moldeado ya se ha conseguido un chocolate de cobertura, listo para ser trabajado, sin embargo para la elaboración de confitería existen técnicas para conseguir un producto de calidad. El fundido del chocolate cobertura y templado influenciarán enormemente en el resto de la elaboración de la trufa. La temperatura desarrolla también un papel muy importante, por eso es necesario que todo chocolatero lleve consigo un termómetro.

4.2.8.1 Preparación: Calentar la crema hasta que esté a punto de hervir, añadir el chocolate troceado y retirar el recipiente del fuego. Remover o batir hasta que el chocolate esté totalmente fundido. Sólo para las trufas con leche o negras: Añadir la mantequilla

Removiendo hasta que la ganache quede suave. Ponerlo en un bol y cubrirla con un plástico asegurando que toque toda la superficie de la ganache. Refrigerar toda la noche o hasta que la ganache esté cuajada.

4.2.8.2 Formar las trufas: Usar una cucharilla semiesférica, un cucharón pequeño para helados o una cuchara de desayuno. Formar la ganache en una bola y colocarla sobre papel sulfurizado. Hacer rodar las trufas acabadas en polvo de cacao no endulzado (ver “Acabado de las trufas” para consejos sobre decoración).⁹

⁹ LINDT Lis Spain trufas [en línea] disponible en: http://www.lindt.es/fileadmin/lindt_int/SOC_HTML/Recipes_ES/LIS_Spain_Trufas.pdf

4.2.8.3 Fundido de chocolate Para fundir el chocolate siempre debe ser troceado, rallado, o picado de manera uniforme para que se derrita al mismo tiempo, se lo puede fundir en una olla a baño María o en microondas, en cualquier caso no se debe dejar el chocolate sin supervisión. En el caso de fundir el chocolate a baño María no se debe dejar que la base de olla toque el agua, una vez que hierve el agua se apaga la llama y se pone el chocolate, se tapa y se deja reposar moviendo constantemente. El chocolate no debe tener contacto con el agua porque se endurece y forma grumos, una vez endurecido el chocolate ya no es útil para cubrir y bañar, no debe sobrepasar los 40C o 45C de temperatura.

4.2.8.4 Templado Sirve para estabilizar los cristales presentes en la manteca de cacao, esto le dará un brillo especial, dureza y encogimiento al chocolate. Hay 3 factores importantes en ésta etapa y son duración, temperatura y movimiento, para lograr mejores resultados es importante seguir estas recomendaciones:

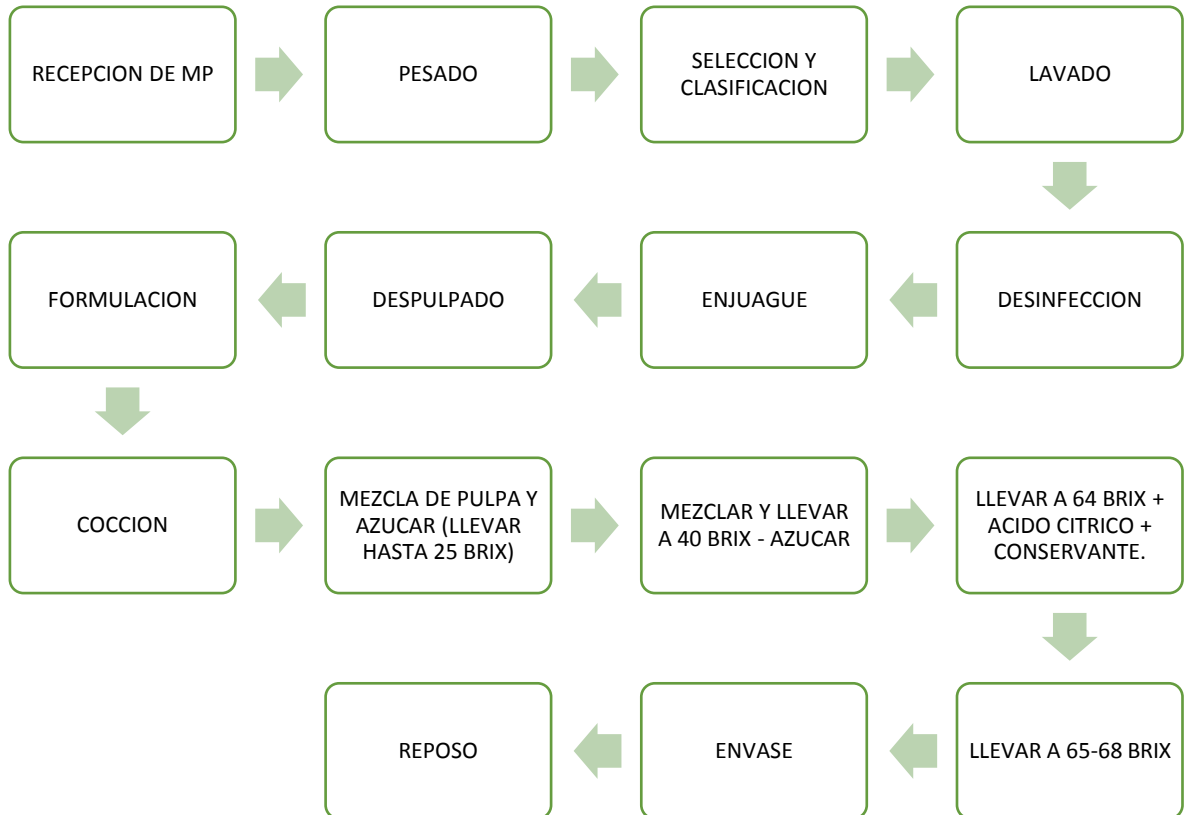
- A. Para templar el chocolate es necesario que esté fundido, cuando haya alcanzado los 40C a45C, verter 2/3 de la mezcla sobre el mármol frío.
- B. Mantener el chocolate en movimiento constante con una paleta.
- C. Proceder de éste modo hasta que el chocolate se espese. Deberá llegar a una temperatura ambiente de 20C.
- D. Verter el chocolate precristalizado nuevamente en el resto del chocolate fundido y remover hasta que se obtenga una mezcla homogénea.
- E. El chocolate está listo para ser trabajado y si se endurece mucho la mezcla, se puede volver a calentar hasta que se derrita el chocolate.

Otra forma de templar el chocolate es a baño María inverso, que es un método más casero. Consiste en colocar la cobertura diluida en una olla con agua fría y mover el chocolate con una cuchara de madera hasta que forme una crema espesa y volver a calentarlo a baño maría hasta que alcance los 30 o 32C. El chocolate debe ser enfriado lentamente al ambiente, no se debe meter nunca al congelador para enfriarlo rápidamente. Un buen templado hace que el chocolate sea bueno, sin embargo un chocolate que ha sido templado de manera incorrecta se diferencia porque el resultado es un chocolate granulado, sin brillo y probablemente se verá con una capa grisácea encima. Sin embargo la grasa de la leche, emulsificantes y otros ingredientes presentes en el chocolate afectan la cristalización de la manteca de cacao, es por esto que los chocolates con leche

deben ser templados a temperaturas más bajas que los chocolates amargos o semiamargos.¹⁰

4.2.9 Técnica de elaboración de mermeladas para relleno

Figura 3. Diagrama proceso fabricación de mermelada



4.2.9.1 Elaboración La elaboración de esta clase de productos consiste en una rápida concentración de fruta mezclada con azúcar hasta llegar al contenido de azúcar del 65% que corresponde a un contenido de sólidos solubles de 68 °Brix. La cocción de la mermelada se puede efectuar de tres maneras:

- Cocción y eventual concentración en marmitas con calentamiento a vapor
- Concentración de las pulpas en ampollas bajo vacío y cocción en marmita
- Concentración y cocción en ampollas bajo vacío

¹⁰ UCUENCA Op. Cit.

Durante la concentración se evapora el agua contenida en la fruta. Los tejidos se ablandan. Por este ablandamiento la fruta absorbe azúcar y suelta pectina y ácidos. A causa de la presencia de los ácidos y de la elevada temperatura ocurre la parcial inversión del azúcar. En una mermelada de buena calidad del 40 hasta el 60 % de la sacarosa debe ser invertida.¹¹

Tabla 5. Etapas para la elaboración de mermeladas

1. RECEPCIÓN DE MATERIAS PRIMAS
2. SELECCIÓN
3. LAVADO
4. ESCURRIDO
5. EXTRACCIÓN Y REFINACIÓN DE LA PULPA
6. MEZCLA DE LA PULPA CON EL AZÚCAR
7. CONCENTRACIÓN TÉRMICA
8. ADICION DE ADITIVOS
9. ENVASADO
10. CERRADO
11. ENFRIAMIENTO
13. ETIQUETAD Y EMPACADO
14. ALMACENAMIENTO

Fuente: INNOVACION Mermeladas [en línea] disponible en: <http://www.innovacion.gob.sv/inventa/attachments/article/809/mermeladas.pdf>

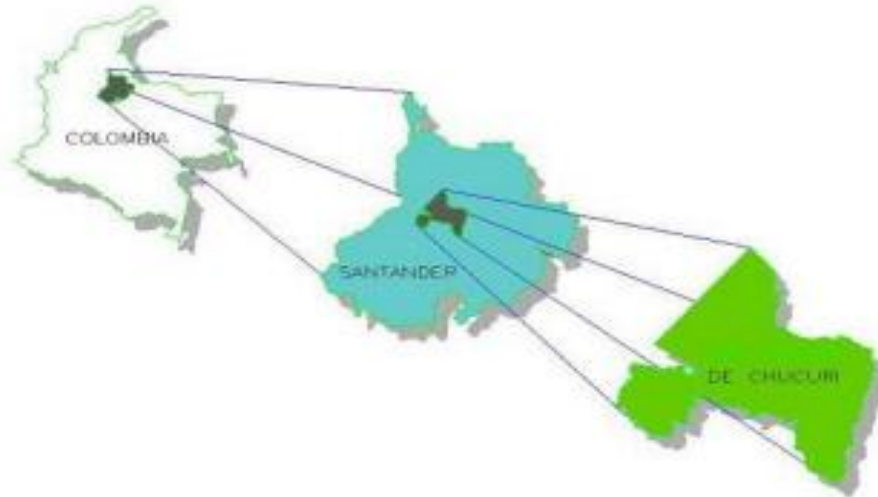
4.3 MARCO GEOGRÁFICO

En el Municipio de San Vicente de Chucurí, que se encuentra localizado, a 6° 52' 57" Latitud Norte, 73° 24' 46" Longitud Occidental, ubicado en la provincia de Mares, al Centro Occidente del Departamento de Santander a una distancia de 98 Kilómetros de la ciudad de Bucaramanga Capital Departamental, Limita al Norte con Barrancabermeja y Betulia, Al Oriente con Zapatoca y Galán, al Sur con El Carmen de Chucurí y Simacota y al Occidente con Simacota y Barrancabermeja; una extensión aproximada de 1.195.41 kilómetros cuadrados a una altura sobre el nivel del mar entre 3.000 msnm y 200 msnm y una temperatura promedio entre 25° C y una precipitación anual de 2.100, con una población total de 38.250 habitantes.¹²

¹¹ ONEPROCESO Mermeladas [en línea] disponible en: <http://oneproceso.webcindario.com/Mermeladas.pdf>
5 PBOT, San Vicente de Chucurí. Pág. 88

4.3.1 Localización geográfica

Figura 4. Ubicación de San Vicente de chucuri en Colombia y Santander



Fuente: SAN VICENTE DE CHUCURI SANTANDER Mapa [en línea] disponible en: http://www.sanvicentede-chucuri-santander.gov.co/mapas_municipio.shtml?apc=bcxx-1-&x=1370638

4.3.2 Planta de chocolatería SENA Guatiguara Como referente y apoyo departamental en la parte de chocolatería fina se encuentra la escuela nacional para la innovación y la transformación del cacao ubicada en el SENA Guatiguara, Piedecuesta Santander: la escuela nace porque en la región no hay infraestructura que permita industrializar el cacao (casi la totalidad del cacao transformado en Santander se industrializa como chocolate de mesa). El 90 por ciento del cacao producido en Santander se va para el resto del país, queda: poca tecnificación de los procesos, pérdida de oportunidades de desarrollo y pocas posibilidades para el sector agrícola. Con la Gobernación de Santander se priorizó, como uno de los productos estrella, al cacao, hubo una articulación de ideas, se habló con el Sena para hacer algo por el desarrollo y a la UIS le correspondió el reto de plasmar la idea en un proyecto que tuviera diseños mecánicos y que permitiera el desarrollo de la escuela nacional para la innovación y transformación del cacao. Después de la investigación que durante seis meses realizaron los estudiantes y docentes de la UIS junto a profesionales del Sena, para lograr una máquina altamente tecnológica que pudiera transformar el tradicional cacao en chocolates exquisitos. Los recursos estatales no se hicieron esperar, pues la Gobernación de Santander se unió a la iniciativa, teniendo claro que dentro del renglón de la agricultura del departamento el cacao genera el 50% de producción Nacional, pero sólo un 10% se queda en la localidad para ser transformado por los industriales del sector. En forma de Bombones rellenos con

arequipe, chocolatinas a base de leche y con alto contenido de cacao, barras de chocolate con sabores adicionales y empaques lujosos, etc.

Al final se logró la puesta en marcha de la planta piloto con un valor \$2.300 millones de pesos. Representados especialmente en la adecuación de infraestructura y compra de equipos.

4.4 MARCO CONCEPTUAL

4.4.1 Cacao El árbol del cacao (*Theobroma cacao*) crecía de forma natural en las selvas tropicales del Amazonas y Orinoco y se empezó a cultivar en Centroamérica. En tiempo de los aztecas los granos de cacao se usaban como moneda de cambio, hasta que alguien lo probó triturado, probablemente mezclado con agua, y descubrió su sabor y sus propiedades alimenticias.¹³

4.4.2 Piña La piña o ananá (*Ananas sativus*) es una planta de la familia de las bromeliáceas. Es una hierba perenne, de escaso porte y hojas duras y lanceoladas de hasta 1 m de largo, que fructifica una vez cada tres años produciendo un único fruto fragante y dulce, muy apreciado en gastronomía. Se trata de un fruto compuesto (formado por la unión de los frutos de varias flores alrededor de un eje carnoso), de gran tamaño, con cáscara gruesa y dura, con escamas de color marrón y que tiene en uno de sus extremos un conjunto muy vistoso de hojas verdes. Su pulpa es amarillenta, aromática y dulce con tintes ácidos. La piña tropical proviene de Sudamérica, concretamente de Brasil. Es el fruto de la planta conocida como Ananá; los portugueses continúan manteniendo este nombre originario que para los indígenas significa «fruta excelente». Según cuentan algunos historiadores, los indios agasajaron a Colón y a su comitiva en su primer desembarque con piñas, como signo de bienvenida y hospitalidad. Se conocen tres variedades botánicas de piña tropical: *Sativus* (sin semillas), *Comosus* (forma semillas capaces de germinar) y *Lucidus* (permite una recolección más fácil porque sus hojas no poseen espinas).¹⁴

4.4.3 Mora La mora silvestre, también denominada zarzamora o frambuesa negra, se trata de un fruto que crece en arbustos de la familia de las Rosáceas, como la ciruela, recientemente publicada en esta sección.

Esta fruta es originaria de Asia y Europa y se pueden ver en estado silvestre en los márgenes de nuestros caminos. Es un fruto constituido por pequeñas drupas o

¹³ FEDERACIÓN NACIONAL DE CACAOTEROS Cacaos de Colombia 2010 pág. 6

¹⁴ MAGRAMA información [en línea] disponible en: http://www.magrama.gob.es/es/ministerio/servicios/informacion/pi%C3%B1a_tcm7-315342.pdf

granos que se agrupan entre sí. Primero son de color verde, después rojas y cuando están maduras, adquieren un color negro característicamente brillante.

4.4.4 Maracuyá El maracuyá es una planta de origen tropical, los frutos presentan un sabor particular intenso y una alta acidez, muy apreciado en los países norteamericanos, europeos y asiáticos que lo demandan con gran interés. Esta condición coloca a Colombia en una posición de privilegio como país productor y exportador de uno de los mejores jugos y concentrados del mundo. El maracuyá tiene una gran importancia por las cualidades gustativas de sus frutos y por las cualidades farmacodinamias y alimenticias de su jugo.

4.4.5 Agraz Es una fruta con sabor cítrico dulce, de tamaño pequeño y generalmente conocida como un matorral. En Colombia se registra la presencia de esta planta en alturas comprendidas entre los 2.200 y 3.400 metros sobre el nivel del mar, y es el único país del trópico que presenta dos cosechas al año de este fruto.

4.4.6 Fresa Podemos decir que la fresa fue introducida en Europa por los primeros colonos de Virginia que vinieron desde Estados Unidos. Además con la llegada de la fresa de Virginia en el siglo XIX, se obtuvieron nuevas variedades de fresas por su cultivo y mezcla con otras clases de fresas que ganaron en tamaño y perdieron en sabor. Al mismo tiempo que llegaba la fresa a Europa más tarde se realizaron cruces entre ésta y una variedad Chilena también Americana, ocasionando la producción de una fresa grande y sabrosa que se metía por los ojos para su comercialización.

4.4.7 Agricultura orgánica Esta nueva modalidad de agricultura es un sistema que fomenta, mejora y protege al máximo los recursos naturales y el ecosistema, por medio de métodos que permiten reducir al mínimo la contaminación del aire, el agua, el suelo, la flora y la fauna. En la agricultura orgánica se debe reducir el uso de insumos externos y se debe eliminar el empleo de productos químicos de síntesis. Lo primero que se debe saber es que la agricultura orgánica se puede considerar como una opción de vida, tanto para el planeta como para todas las personas. Tanto así que se define como una forma de producción que va más allá, porque piensa tanto en el producto, como en el consumidor y en la tierra que brinda los alimentos. Fue reconocida, en el Encuentro Bio2001, por más de 100 empresarios como “la oportunidad comercial del futuro”

4.4.8 Trufa Pequeños dulces de lujo creados a partir de una combinación de chocolate y crema, llamada ganache que son moldeados artesanalmente.¹⁵

4.4.9 Antioxidante. Son sustancias de diverso tipo, que previenen o retardan el daño oxidativo producido por los radicales libres. Para que una sustancia actúe como antioxidante debe ser capaz de reaccionar fácil y específicamente con un radical libre, neutralizándolo e impidiendo el daño oxidativo a las células.

4.4.10 Fenólicos El efecto protector de los compuestos fenólicos se manifiesta en un menor estrés oxidativo

4.4.11 Flavonoides Son la respuesta adaptativa de las plantas a la intensa radiación ultravioleta. Este componente protege a las plantas de los rayos solares) En la composición del chocolate negro destaca la presencia de vitamina C, vitamina B1, hierro, potasio, calcio y fósforo, por lo que, aunque se consume en escasas cantidades debido a su intenso sabor, nos brinda un conjunto de vitaminas y minerales esenciales para nuestro cuerpo.¹⁶

4.4.12. Polifenoles Estas sustancias actúan como antioxidantes. Cerca del 8% al 13% del cacao está constituido por polifenoles. Estos se relacionan con un aumento del colesterol HDL “colesterol bueno” y una disminución del colesterol LDL “colesterol malo” favoreciendo la salud del corazón. Se puede concluir que el chocolate amargo al estar elaborado con cocoa contiene polifenoles y por lo tanto tienen un efecto benéfico en la salud cardiovascular; sin embargo no se puede dejar de lado la moderación.¹⁷

4.4.13 Ganache El ganache es una crema de pastelería que se elabora con chocolate y nata principalmente, pero se pueden añadir otros ingredientes que aporten sabor y textura.

4.5 MARCO LEGAL

- NTC 512-1, Industrias alimentarias. Rotulado o etiquetado.

¹⁵ LINDT Op. Cit.

¹⁶ NESTLEPROFESSIONAL Nutri pro [en línea] disponible en: https://www.nestleprofessional.com/mexico/es/Documents/nutri-pro/Nutripro_7.pdf

¹⁷ Boletín nutricional de Nestle, pag 4

- NTC 512-2:2006, Industrias alimentarias. Rotulado o etiquetado. Parte 2: Rotulado nutricional de alimentos envasados.
- NTC 1252, Cacao en grano.
- NTC 4132, Microbiología. Guía general para el recuento de mohos y levaduras. Técnica de recuento de colonias a 25 °C.
- NTC 4519, Microbiología de alimentos. Guía general para el recuento de microorganismos. Técnica de recuento de colonias a 35 °C.
- GTC 99, Guía para la selección de un plan, un esquema o un sistema de muestreo para aceptación en la inspección de ítemes individuales en lotes.
- NTC-ISO 2859-1, Procedimientos de muestreo para inspección por atributos. Parte 1: Planes de muestreo determinados por el Nivel Aceptable de Calidad - NAC. Para inspección lote a lote.
- NTC-ISO 2859-2, Procedimientos de muestreo para inspección por atributos. Parte 2: Planes de muestreo determinados para la Calidad Limite (CL) para la inspección de un lote aislado.
- NTC-ISO 2859-3, Procedimientos de muestreo para inspección por atributos. Parte 3: Procedimientos de muestreo intermitentes.
- NTC-ISO 2859-4, Procedimientos de Muestreo para Inspección por Atributos. Parte 4: Procedimientos para Evaluación de Niveles de Calidad Establecidos.
- NTC-ISO 3951-1, Procedimientos de muestreo para inspección por variables. Parte 1: Especificación para planes de muestreo simple clasificados por Nivel Aceptable de Calidad (NAC) para inspección lote a lote para una característica de calidad única
- DECRETO 60 DE 2002 HACCP. Por el cual se promueve la aplicación del Sistema de Análisis de Peligros y Puntos de Control Crítico - Haccp en las fábricas de alimentos y se reglamenta el proceso de certificación.
- DECRETO 3075 DE 1997 BUENAS PRÁCTICAS DE MANUFACTURA. Resolución 2674 de 2013
- NTC 518, Cacao en polvo y sus mezclas con azúcares y/o edulcorantes.
- NTC 574, Manteca de cacao.
- NTC. 792 CHOCOLATE Y SUS SUCEDÁNEOS PARA CONSUMO DIRECTO.

- NTC- 285 FRUTAS PROCESADAS MERMELADA Y JALEA DE FRUTAS. Esta norma establece los requisitos fisicoquímicos y microbiológicos que deben cumplir las mermeladas y las jaleas de frutas. No aplica para: Los productos preparados con edulcorantes no carbohidratos y denominados “para diabéticos” o “dietéticos” ni a los productos de bajo contenido de azúcar que no se ajustan al requisito mínimo de ésta norma.
- NORMA TÉCNICA COLOMBIANA NTC-ISO 22000 SISTEMAS DE GESTIÓN DE INOCUIDAD DE LOS ALIMENTOS.
- Resolución 2674
- CODEX STAN 141-1983, NORMA PARA EL CACAO EN PASTA (LICOR DE CACAO/CHOCOLATE) Y TORTA DE CACAO
- Resolución 719 DE 2015, por la cual se establece la clasificación de alimentos para consumo humano con riesgo en salud pública.
- ECOCER, controla y certifica sus productos según los reglamentos aplicables en su mercado:
 - ✓ Francia y Europa : Reglamento (CE) N°834/2007 y sus Reglamentos de aplicación (CE) 889/2008 y 1235/2008; Pliegos de condiciones nacionales o privados aprobados por los Estados miembros.
 - ✓ Estados Unidos : Reglamento NOP (National Organic Program).
 - ✓ Japón : Reglamento JAS (Japanese Agricultural Standard).
- CERES
- Resolución 0187 de 2006 del Ministerio de Agricultura y Desarrollo Rural – MADR. (581)
- Reglamento de la producción agropecuaria ecológica - MADR (463)
- Resolución 148 de 2004, creación y reglamentación Sello Alimento Ecológico – MADR. (401)
- Resolución 036 de 2007, modificación Res. 148/04, reglamentación Sello Alimento Ecológico – MADR (363)

5. DISEÑO METODOLÓGICO

TIPO O CLASE DE INVESTIGACIÓN	Investigación experimental y exploratoria
SISTEMA DE HIPÓTESIS Y VARIABLES	<p>Hipótesis: Es posible elaborar trufas de chocolate a partir de cacao orgánico utilizando sabores naturales, en el municipio de San Vicente de Chucuri, Santander</p> <p>Variables: Tiempo Calidad de la cobertura Punto de atemperado de la cobertura Temperatura Peso Acidez del relleno Sabores Grados Brix del relleno</p> <p>Variable independiente: Peso Acidez del relleno Sabores Grados Brix del relleno</p> <p>Variable dependiente: Tiempo Calidad de la cobertura Punto de atemperado de la cobertura Temperatura</p> <ul style="list-style-type: none"> • Recepción de materia prima; esta de proceder de la maquila de un cacao orgánico, con un 70% de cacao y para frutas que sea de excelente calidad. • Fundición de materias primas: se realiza con el fin de garantizar una mezcla homogénea en el momento requerido. El tiempo y la temperatura deben ser controlados en el proceso para garantizar la calidad. • Mezcla: se realiza para identificar el orden y peso adecuado de adición de las materias primas.

	<ul style="list-style-type: none"> • Enfriamiento: se realiza con el fin de dar consistencia para garantizar un moldeado uniforme. El tiempo y la temperatura deben ser controlados en el proceso para garantizar la calidad. • Acidez del relleno • Grados Brix del relleno • Sabores
TÉCNICA DE ANÁLISIS Y PROCESAMIENTO DE LA INFORMACIÓN	Tablas de datos, gráficas, curvas de temperatura y tiempo.
MÉTODO DE INVESTIGACIÓN	Científico: ya que busca alcanzar la verdad fáctica mediante la adaptación de las ideas a los hechos para lo cual utiliza la observación y la experimentación.
FUENTES DE INFORMACIÓN	Primarias: observación directa. Secundarias: uso de internet y otras fuentes.
TÉCNICAS DE INVESTIGACIÓN	Observación directa.
INSTRUMENTO PARA RECOLECTAR INFORMACIÓN	Escalas de medición y registros de observación.
MODO DE APLICACIÓN	Dirigida, directa y por internet.
DEFINICIÓN DE POBLACIÓN	Proceso de elaboración de trufas de chocolate.
PROCESO DE MUESTREO	Por baches de producción.
ALCANCE	Municipio de san Vicente de chucuri, Santander.
TIEMPO DE APLICACIÓN	Segundo semestre del 2015

6. ASPECTOS ADMINISTRATIVOS

6.1. RECURSOS HUMANOS.

Tabla 6. Recursos humanos

No.	INFORMACIÓN GENERAL								
	Nombre completo	Rol	Descripción de la Función o Actividad	E-mail	Tiempo de dedicación H/Semana	Meses de Vinculación	Valor Hora (\$)	Valor Mes(\$)	TOTAL
1	DORIS EUGENIA SUAREZ	Director del AnteProyecto	Responsable ante la UIS por la correcta ejecución del proyecto y la socialización y divulgación del mismo	doris.suarez@gmail.com	10	6	\$30.000	\$1.200.000	\$7.200.000
2	LUCERO RODRIGUEZ SILVA	Estudiante Pregrado	Co-ejecutora de los objetivos específicos	cheryto.0709@hotmail.com	15	6	\$3.000	\$180.000	\$1.080.000
3	MARIA ANGELICA HERNANDEZ CARREÑO	Estudiante Pregrado	Co-ejecutora de los objetivos específicos	angelica.hernandez.ca@gmail.com	10	6	\$3.000	\$120.000	\$720.000
4	YEXICA BUERGOS HERNANDEZ	Estudiante Pregrado	Co-ejecutora de los objetivos específicos	yopatto2009@hotmail.com	15	6	\$3.000	\$180.000	\$1.080.000
TOTAL									\$10.080.000

6.2. MATERIALES E INSUMOS

Tabla 7. Materiales e insumos

Materiales e insumos				
No.	ÍTEM	JUSTIFICACIÓN	RECURSOS	TOTAL
1	Cacao	Elaboración pruebas piloto, de gustacion y otros	\$575.000	\$575.000,00
2	Frutas	Elaboración pruebas piloto, degustacion y otros	\$150.000	\$150.000,00
3	Azúcar	Elaboración pruebas piloto, degustacion y otros	\$50.000	\$50.000,00
4	Empaques	empaque 250 gr.	\$300.000	\$300.000,00
5	Limpieza	toallas desechables, cloro, tapabocas, gorros desechables, jabón, guantes, otros	\$200.000	\$200.000,00
6	Dotación	botas, delantales, blusas.	\$250.000	\$250.000,00
TOTALES			\$1.525.000	\$1.525.000,00

6.3 SERVICIOS

Tabla 8. Servicios técnicos

No.	ÍTEM	JUSTIFICACIÓN	RECURSOS			
			CANT	VALOR UNITARIO	FINANCIACIÓN	TOTAL
1	Pruebas microbiológicas	Presencia microbiológica en la MP y producto terminado	10	\$45.000	\$450.000	\$450.000
2	pruebas fisicoquimicas	determinar las características de ph, humedad, acidez.	5	\$90.000	\$450.000	\$450.000
3	Análisis proximal	Determinar las características fibra, extracto libre de nitrógeno.	5	\$180.000	\$900.000	\$900.000

No.	ÍTEM	JUSTIFICACIÓN	RECURSOS			
			CANT	VALOR UNITARIO	FINANCIACIÓN	TOTAL
4	Maquila por Kg de cacao.	obtencion de la pasta para la elaboracion de las trufa	150	\$7.000	\$1.050.000	\$1.050.000
TOTALES					\$1.800.000	\$2.850.000,00

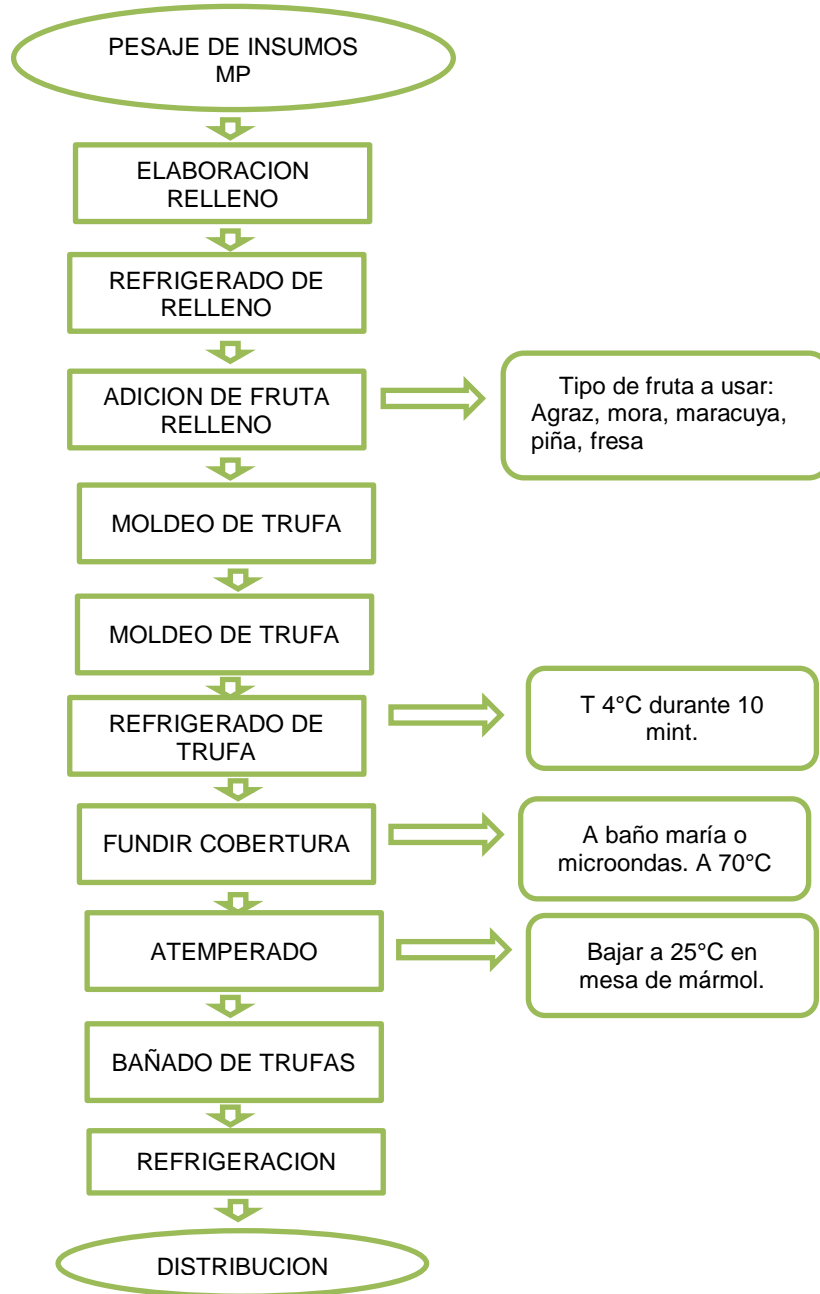
6.4 PRESUPUESTO

Tabla 9. Presupuesto global

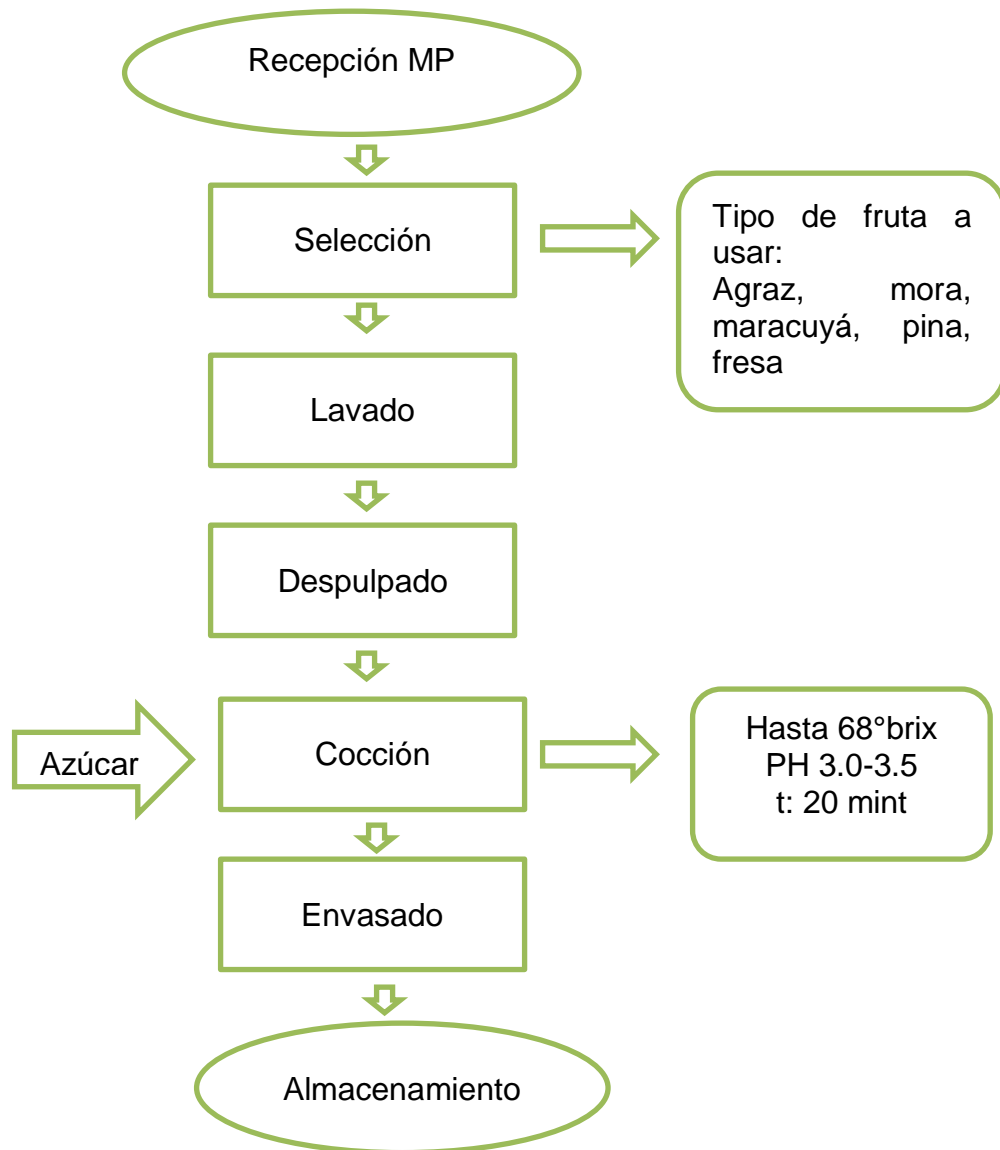
Ítem	RUBRO	FINANCIACIÓN	TOTAL
1	PERSONAL	\$10.080.000	\$10.080.000
2	MATERIALES E INSUMOS	\$1.525.000	\$1.525.000
3	SERVICIOS TÉCNICOS	\$2.850.000	\$2.850.000
4	OTROS	\$520.000	\$520.000
TOTAL DEL PROYECTO			\$14.975.000

7. RESULTADOS

7.1 DIAGRAMA DE FLUJO PRODUCTO TERMINADO TRUFAS



7.2 DIAGRAMA DE FLUJO PRODUCTO TERMINADO MERMELADA



7.3 FORMULACION TRUFA

- ✓ 30% chocolate.
- ✓ 20 % chocolate de leche.
- ✓ 16% crema de leche.
- ✓ 5.4% mantequilla.
- ✓ 3% sorbitol.

- ✓ 14% glucosa.
- ✓ 11.6% mermelada de fruta

7.4 FORMULACION MERMELADAS

7.4.1 Maracuyá

- ✓ 50% maracuyá
- ✓ 1% pectina
- ✓ 50% azúcar

7.4.2 Mora

- ✓ 60 % mora
- ✓ 30%azucar
- ✓ 10% agua
- ✓ 0.2 % ácido cítrico

7.4.3 Agraz

- ✓ Agraz 60 %
- ✓ Azúcar 30 %
- ✓ Agua 10 %
- ✓ Pectina 0.1 %
- ✓ Ácido cítrico 0.2 %

7.4.4 Piña

- ✓ 60 % Piña
- ✓ 40% Azúcar
- ✓ 1% Pectina
- ✓ 0,4 % Ácido Cítrico

7.4.5 Fresa

- ✓ 60 % Fresa
- ✓ 30 % Azúcar
- ✓ 10% agua
- ✓ 0.3 % Ácido Cítrico
- ✓ 1 % Pectina

Tabla 10. Características que debe tener la pasta de cacao para la elaboración de trufas

Materia prima	Cacao orgánico
Zona de procedencia	Municipio san Vicente de chucuri , Santander
Estándares de calidad	
Porcentaje de cacao	60%
Objetivo	Garantizar la utilización de pasta de chocolate amarga
Características organolépticas	
Color	Marrón claro a marrón rojo
Textura	Granulometría en un rango de 15 a 25 micras
Aspecto	Brillante, cremosa y homogénea
Olor	Agradable , dulce, aroma a cacao
Sabor	Amarga, cacao, nuez, frutal



Tabla 11. Características que deben tener las frutas para los rellenos




Materia prima	Frutas tropicales
Tipo de frutas	Mora, Agradable, maracuyá, fresa de primera calidad
Estándares de calidad	
Madurez	optima
Objetivo	Garantizar que las materias primas me representen en su totalidad los sabores específicos de las mismas.
Características organolépticas	
Aspecto	Frutas maduras, sin ningún grado de daño proporcionado por enfermedades , insectos o manipulación,
Tamaño	Frutas de primera calidad, uniforme
Color	Colores uniformes
Olor	Agradable , dulce, y ácidos
Sabor	Sabores dulces, ácidos y que representen el



	buen estado de la fruta
--	-------------------------



8. PRUEBAS Y RESULTADOS

Tabla 12. Establecimiento de formulación de trufas ganache

Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
<p>Muestra 1 Formulación</p> <ul style="list-style-type: none"> ✓ 40% chocolate ✓ 30 % crema de leche ✓ 30% fruta 	<p>16/ junio/20 15</p>	<ol style="list-style-type: none"> 1. Fundir la pasta de chocolate a punto de ebullición (98° c) 2. Se realizó enfriado dela pasta de chocolate previamente fundida (20 °c) 3. Se adiciono crema de leche y fruta escaldada 4. Homogenización de los ingredientes 5. Moldeado y llevado a refrigeración 	<p>Después de refrigerado el producto no tomo forma ideal de una trufa ni consistencia. lo cual no permitió el bañado para la finalización de producto, se deduce que es este resultado se obtiene por que la fruta adicionada no era la presentación correcta.</p>	
<p>Muestra 2 Formulación</p> <ul style="list-style-type: none"> ✓ 40% chocolate ✓ 40 % crema de leche 20% fruta 	<p>23/junio/ 2015</p>	<ol style="list-style-type: none"> 1.Fundir la pasta de chocolate a punto de ebullición (98° c) 2. Se realizó enfriado dela pasta de chocolate previamente fundida (20°) 3. Se adiciono más crema de leche con la intención de que la pasta tomo más consistencia y se pueda moldear 5. Homogenización de los ingredientes 6. Adicionar fruta 7. No se moldeo 	<p>No se pudo moldear ya que el producto final tomo consistencia cortada y grumosa, esto se obtuvo por el exceso de crema de leche y además por la temperatura elevada en el proceso de fundición.</p>	

Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
Muestra 3 Formulación ✓ 50% chocolate ✓ 20 % crema de leche ✓ 30% fruta	26/junio/2015	Se inició el proceso de fundición en el cual se encontraron problemas ya que el agua que se estaba utilizando para este proceso ingreso al recipiente en el que se estaba realizando el proceso	Presento que la pasta de chocolate tomo consistencia grumosa debido al ingreso del agua y esto no permito la manipulación dela misma. El proceso solo se realzo hasta este punto por este motivo.	
Muestra 4 ✓ 50% chocolate ✓ 20 % crema de leche ✓ 30% fruta escaldada	30 / junio/ 2015	1.Fundir la pasta de chocolate a punto de ebullición (98° c) 2. Se realizó enfriado dela pasta de chocolate previamente fundida (20°) 3. Se adiciono crema de leche y fruta escaldada 4. Homogenización de los ingredientes 5.Moldeado y adición de fruta como relleno 6. llevado a refrigeración	El chocolate se adiciono y al no tener sorbitol la mezcla de crema se formó grumo y endureció, y no se pudo dar la textura adecuada.	
Muestra 5 ✓ 30% chocolate. ✓ 20 % chocolate de leche. ✓ 16% crema de leche. ✓ 5.4% mantequilla.	9 /agosto / 2015	1.Fundir la pasta de chocolate a (40° c) 2. Se realizó enfriado de la pasta de chocolate previamente fundida mediante el atemperado en mesa de mármol hasta tener una temperatura de 20 °c. 3. Se adiciono la mermelada de fruta a la cobertura	Al adicionar el sorbitol a la crema de leche antes que el chocolate tratando de solucionar el problema anterior se cortó. Tomando consistencia grumosa. Lo cual indica que el proceso se debe	

Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
<ul style="list-style-type: none"> ✓ 3% sorbitol. ✓ 25.6% mermelada de fruta. 		5. Homogenización no se pudo realizar.	realizar en otro orden.	
<p>Muestra 6</p> <ul style="list-style-type: none"> ✓ 30% chocolate. ✓ 20 % chocolate de leche. ✓ 16% crema de leche. ✓ 5.4% mantequilla. ✓ 3% sorbitol. ✓ 25.6% mermelada de fruta. 	12 / agosto/ 2015	<ol style="list-style-type: none"> 1.Fundir la pasta de chocolate a (40° c) 2. Se realizó enfriado de la pasta de chocolate previamente fundida mediante el atemperado en mesa de en mármol hasta obtener la temperatura optima (20°c). 3. Se adiciono más fruta transformada en mermelada 5. Homogenización 6. llevado a refrigeración. 	Se refrigero pero no dio la consistencia necesaria para armar la trufa. Esto se obtuvo por la consistencia de la mermelada ya que su presentación era liquida.	
<p>Muestra 7</p> <ul style="list-style-type: none"> ✓ 30% chocolate. ✓ 20 % chocolate de leche. ✓ 16% crema de leche. ✓ 5.4% mantequilla. ✓ 3% sorbitol. ✓ 14% glucosa. ✓ 11.6% mermelada de fruta. 	16 / agosto/ 2015	<ol style="list-style-type: none"> 1.Fundir la pasta de chocolate a (40° c) 2. Se realizó enfriado de la pasta de chocolate previamente fundida mediante el atemperado en mesa de en mármol hasta obtener la temperatura optima (20°c). 3. Se realizó la mezcla en orden de adición primero la crema de leche, seguido los azucares, la mermelada, los chocolates fundidos y atemperados. 5. Homogenización 6. llevado a refrigeración. 	Después de refrigerado el producto se pudo moldear pero los ingredientes se notaban totalmente homogenizados debido a que no se usó una batidora.	

Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
<p>Muestra 8</p> <ul style="list-style-type: none"> ✓ 30% chocolate. ✓ 20 % chocolate de leche. ✓ 16% crema de leche. ✓ 5.4% mantequilla. ✓ 3% sorbitol. ✓ 14% glucosa. ✓ 11.6% mermelada de fruta 	<p>25/ agosto/ 2015</p>	<ol style="list-style-type: none"> 1.Fundir la pasta de chocolate a (40° c) 2. Se realizó enfriado de la pasta de chocolate previamente fundida mediante el atemperado en mesa de mármol hasta obtener la temperatura adecuada (20°c) 3. Se realizó la mezcla en orden de adición primero la crema de leche, seguido los azucares, la mermelada, los chocolates fundidos y atemperados. 5. Homogenización con batidora. 6. llevado a refrigeración. 7. moldeado. 8. Bañar con chocolate de leche. 	<p>Se moldaron las trufas, pero al bañarlas el chocolate no las recubría, debido a que la cobertura no se atemperaba para este proceso.</p>	
<p>Muestra 9</p> <ul style="list-style-type: none"> ✓ 30% chocolate. ✓ 20 % chocolate de leche. ✓ 16% crema de leche. ✓ 5.4% mantequilla. ✓ 3% sorbitol. ✓ 14% glucosa. ✓ 11.6% mermelada de fruta 	<p>4 / septiem bre / 2015</p>	<ol style="list-style-type: none"> 1.Fundir la pasta de chocolate a (40° c) 2. Se realizó enfriado de la pasta de chocolate previamente fundida mediante el atemperado en mesa de mármol hasta obtener la temperatura adecuada (20°c) (20°) en mármol. 3. Se realizó la mezcla en orden de adición primero la crema de leche, seguido los azucares, la mermelada, los chocolates fundidos y atemperados. 5. Homogenización con batidora. 6. llevado a refrigeración. 	<p>Se logró realizar el proceso satisfactoriamente, teniendo en cuenta las variables de temperatura adecuada tanto para fundición como para el atemperado, igualmente el orden de los ingredientes y la presentación de los mismos.</p>	





Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
		7. moldeado. 8. Bañar con chocolate de leche. 9. Empacar.		
Muestra 10 ✓ 30% chocolate. ✓ 20 % chocolate de leche. ✓ 16% crema de leche. ✓ 5.4% mantequilla. ✓ 3% sorbitol. ✓ 14% glucosa. 11.6% mermelada de fruta	13 / septiem bre/ 2015	1. Fundir la pasta de chocolate a (40° c) 2. Se realizó enfriado de la pasta de chocolate previamente fundida mediante el atemperado en mesa de mármol hasta obtener la temperatura adecuada (20°c). 3. Se realizó la mezcla en orden de adición primero la crema de leche, seguido los azúcares, la mermelada, los chocolates fundidos y atemperados. 5. Homogenización con batidora. 6. llevado a refrigeración. 7. moldeado. 8. Bañar con chocolate de leche. 9. Empacar.	Se realizó una última prueba para hacer el proceso repetitivo y garantizar el adecuado desarrollo del flujo grama de proceso, obteniendo un producto a término.	

Tabla 13. Establecimiento formulación mermeladas de Maracuyá

Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
<p>Muestra 1</p> <ul style="list-style-type: none"> ✓ 40% maracuyá ✓ 0.5% pectina ✓ 60% azúcar ✓ Ácido cítrico 0.1 %. 	<p>2/ julio/ 2015</p>	<ol style="list-style-type: none"> 1. RECEPCION DE MP 2. PESADO 3. SELECCION Y CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 	<p>El despulpado de la maracuyá se hizo dejándole la semilla y no fue de apariencia favorable.</p>	
<p>Muestra 2</p> <ul style="list-style-type: none"> ✓ 40% maracuyá ✓ 0.5% pectina ✓ 60% azúcar ✓ Ácido cítrico 0.1 %. ✓ 	<p>5/ julio/ 2015</p>	<ol style="list-style-type: none"> 1. RECEPCION DE MP 2. PESADO 3. SELECCION Y CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX) 11. MEZCLAR Y LLEVAR A 40 BRIX – AZUCAR+ pectina 12. LLEVAR A 64 BRIX + ACIDO CITRICO. 13. LLEVAR A 65-68 BRIX 	<p>Hubo Inexactitud en la lectura de °Brix del punto final de la concentración por motivo a des calibración de equipo.</p>	

Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
<p>Muestra 3</p> <ul style="list-style-type: none"> ✓ 40% maracuyá ✓ 0.5% pectina ✓ 60% azúcar ✓ Ácido cítrico 0.1 %. 	<p>10 / julio / 2015</p>	<ol style="list-style-type: none"> 1. RECEPCION DE MP 2. PESADO 3. SELECCION Y CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX 11. MEZCLAR Y LLEVAR A 40 BRIX – AZUCAR 12. LLEVAR A 64 BRIX + ACIDO CITRICO + CONSERVANTE. 13. LLEVAR A 65-68 BRIX 14. Adición de pectina. 14. REPOSO 	<p>El resultado inicial no fue obtimo por la textura de la mermelada ya que no daba el espesor esperado se corrige formula adicionando más pectina pero el producto toma más consistencia de la deseada.</p>	
<p>Muestra 4</p> <ul style="list-style-type: none"> ✓ 50% maracuyá ✓ 1% pectina ✓ 50% azúcar ✓ Ácido cítrico 0.1 %. 	<p>12 / julio / 2015</p>	<ol style="list-style-type: none"> 1. RECEPCION DE MP 2. PESADO 3. SELECCION Y CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 	<p>Se logró obtener la mermelada con la textura necesaria Y grados Brix de 68 , lo cual garantiza que el producto quedo bien elaborado y nos permite la elaboración de la trufa</p>	





Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
		10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX) 11. MEZCLAR Y LLEVAR A 40 BRIX – AZUCAR +Pectina 12. LLEVAR A 64 BRIX + ACIDO. 13. LLEVAR A 65-68 BRIX 14. ENVASE 15. REPOSO		
Muestra 5 ✓ 50% maracuyá ✓ 1% pectina ✓ 50% azúcar	19 / julio / 2015	1. RECEPCION DE MP 2. PESADO 3. SELECCION Y CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX) 11. MEZCLAR Y LLEVAR A 40 BRIX – AZUCAR +Pectina 12. LLEVAR A 64 BRIX + ACIDO. 13. LLEVAR A 65-68 BRIX 14. ENVASE 15. REPOSO	Se realiza un último ensayo para hacer el proceso repetitivo garantizando una mermelada con la textura y sabor necesarios un °Brix de 68 .	

Tabla 14. Establecimiento formulación mermeladas de Mora


Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
<p>Muestra 1</p> <ul style="list-style-type: none"> ✓ 60 % mora ✓ 30%azucar ✓ 10% agua ✓ 0.2 % ácido cítrico 	<p>5/ julio/ 2015</p>	<ol style="list-style-type: none"> 1. RECEPCION DE MP 2. PESADO 3. SELECCION Y CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX 11. MEZCLAR Y LLEVAR A 40 BRIX – AZUCAR + pectina 12. LLEVAR A 64 BRIX + ACIDO CITRICO 13. LLEVAR A 65-68 BRIX 14. REPOSO 	<p>Pesada inexacta de uno o más productos, no dio la textura necesaria. Para el próximo ensayo tener en cuenta la exactitud del peso de los ingredientes.</p>	
<p>Muestra 2</p> <ul style="list-style-type: none"> ✓ 60 % mora ✓ 30%azucar ✓ 10% agua ✓ 0.2 % ácido cítrico 	<p>10 / julio / 2015</p>	<ol style="list-style-type: none"> 1. RECEPCION DE MP 2. PESADO 3. SELECCION Y CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 	<p>Adición de pectina sin ser mezclada con azúcar, lo cual permitió la formación de grumos cambiando la textura líquida que se deseaba</p>	



Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
		10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX) 11. MEZCLAR Y LLEVAR A 40 BRIX + pectina		
Muestra 3 ✓ 60 % mora ✓ 30%azucar ✓ 10% agua ✓ 0.2 % ácido cítrico	12/julio/2015	1. RECEPCION DE MP 2. PESADO 3. SELECCION Y CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX) 11. MEZCLAR Y LLEVAR A 40 BRIX – AZUCAR + pectina 12. LLEVAR A 64 BRIX + ACIDO CITRICO 13. LLEVAR A 65-68 BRIX 14. REPOSO	Al momento de subir los grados Brix se dejó más del tiempo requerido lo que permitió que el producto tomara consistencia pastosa.	



Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
<p>Muestra 4</p> <ul style="list-style-type: none"> ✓ 60 % mora ✓ 30%azucar ✓ 10% agua ✓ 0.2 % ácido cítrico 	<p>19 / julio / 2015</p>	<ol style="list-style-type: none"> 1. RECEPCION DE MP 2. PESADO 3. SELECCION Y CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX 11. MEZCLAR Y LLEVAR A 40 BRIX – AZUCAR 12. LLEVAR A 64 BRIX + ACIDO CITRICO 13. LLEVAR A 65-68 BRIX 14. ENVASE 15. REPOSO 	<p>En este cuarto ensayo se tuvo en cuenta cada uno de los errores anterior cometidos y se corrigieron , permitiendo obtener una mermelada con la textura y sabor necesarios 68 Brix.</p>	
<p>Muestra 5</p> <ul style="list-style-type: none"> ✓ 60 % mora ✓ 30%azucar ✓ 10% agua ✓ 0.2 % ácido cítrico 	<p>19 / julio 2015</p>	<ol style="list-style-type: none"> 1. RECEPCION DE MP 2. PESADO 3. SELECCION Y CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 	<p>El proceso se hace realiza nuevamente con la intención de verificar si el proceso es repetitivo lo cual se obtiene un producto adecuado con textura y grados Brix iguales al ensayo anterior .</p>	

Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
		10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX) 11. MEZCLAR Y LLEVAR A 40 BRIX – AZUCAR 12. LLEVAR A 64 BRIX + ACIDO CITRICO 13. LLEVAR A 65-68 BRIX 14. ENVASE 15. REPOSO		

Tabla 15. Establecimiento formulación mermeladas de agras


Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
Muestra 1 ✓ Agraz 50 % ✓ Azúcar 30 % ✓ Agua 20 % ✓ Pectina 0.1 % ✓ Ácido cítrico 0.2	7 /Julio/ 2015	1. RECEPCION DE MP 2. PESADO 3. SELECCION CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX)	Se utilizó excesivamente el agua en el despulpado y en 20 min aún no se lograron lo 25 brix.	



Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
<p>Muestra 2</p> <ul style="list-style-type: none"> ✓ Agraz 55 % ✓ Azúcar 30 % ✓ Agua 15 % ✓ Pectina 0.1 % ✓ Ácido cítrico 0.2 	<p>10 / julio/ 2015</p>	<ol style="list-style-type: none"> 1. RECEPCION DE MP 2. PESADO 3. SELECCION CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX) 11. MEZCLAR Y LLEVAR A 40 BRIX 	<p>Y</p> <p>Se disminuyó el agua pero se siguió presentando el mismo problema.</p>	
<p>Muestra 3</p> <ul style="list-style-type: none"> ✓ Agraz 60 % ✓ Azúcar 30 % ✓ Agua 10 % ✓ Pectina 0.1 % ✓ Ácido cítrico 0.2 	<p>15 / julio/ 2015</p>	<ol style="list-style-type: none"> 1. RECEPCION DE MP 2. PESADO 3. SELECCION CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX) 11. MEZCLAR Y LLEVAR A 40 BRIX – AZUCAR + pectina 	<p>Y</p> <p>Se adiciono mayor cantidad de pectina indicada en la formulación con la intención de mejorar la textura pero el resultado no fue exitoso.</p>	


Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
<p>Muestra 4</p> <ul style="list-style-type: none"> ✓ Agraz 60 % ✓ Azúcar 30 % ✓ Agua 10 % ✓ Pectina 0.1 % ✓ Ácido cítrico 0.2 	<p>19/ julio/ 2015</p>	<ol style="list-style-type: none"> 1. RECEPCION DE MP 2. PESADO 3. SELECCION CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX) 11. MEZCLAR Y LLEVAR A 40 BRIX – AZUCAR + pectina 12. LLEVAR A 64 BRIX + ACIDO CITRICO 13. LLEVAR A 65-68 BRIX 14. ENVASE 15. REPOSO 	<p>Y</p> <p>Se corrigen los errores anteriormente presentados en los cuales se adiciona la pectina recomendada y menos cantidad de agua lo cual permite obtener una mermelada con la textura adecuada a 68 Brix</p>	
<p>Muestra 5</p> <ul style="list-style-type: none"> ✓ Agraz 60 % ✓ Azúcar 30 % ✓ Agua 10 % ✓ Pectina 0.1 % ✓ Ácido cítrico 0.2 	<p>20 /julio /2015</p>	<ol style="list-style-type: none"> 1. RECEPCION DE MP 2. PESADO 3. SELECCION CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 	<p>Y</p> <p>Este procese se realiza nuevamente con la intención que este diagrama de proceso pueda ser repetitivo, y nos permite verificar que se obtuvo una mermelada de textura y grados Brix óptimos.</p>	

Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
		10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX) 11. MEZCLAR Y LLEVAR A 40 BRIX – AZUCAR + pectina 12. LLEVAR A 64 BRIX + ACIDO CITRICO 13. LLEVAR A 65-68 BRIX 14. ENVASE 15. REPOSO		

Tabla 16. Establecimiento formulación mermeladas de Piña

Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
Muestra 1 ✓ 50 % Piña ✓ 50% Azúcar ✓ 1% Pectina ✓ 0,4 % Ácido Cítrico	7/ julio/2015	1. RECEPCION DE MP 2. PESADO 3. SELECCION Y CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX) 11. MEZCLAR Y LLEVAR A 40	Falto exactitud en la lectura de los ⁰ brix del punto final de la concentración permitiendo que se caramelizarían los azucares. Esta dificultad se presenta por des calibración de equipo (refractómetro).	

Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
		BRIX – AZUCAR + pectina 12. LLEVAR A 64 BRIX + ACIDO CITRICO 13. LLEVAR A 65-68 BRIX		
Muestra 2 ✓ 35 % Piña ✓ 60% Azúcar ✓ 1% Pectina ✓ Agua 5% ✓ 0,4 % Ácido Cítrico	10/Julio/2015	1. RECEPCION DE MP 2. PESADO 3. SELECCION CLASIFICACION Y 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX) 11. MEZCLAR Y LLEVAR A 40 BRIX – AZUCAR + pectina 12. LLEVAR A 64 BRIX + ACIDO CITRICO 13. LLEVAR A 65-68 BRIX 14. REPOSO	Presenta una textura muy ligera , lo cual nos representa deficiencia en la formulación. Posiblemente por el contenido de agua	
Muestra 3 ✓ 50 % Piña ✓ 50% Azúcar ✓ 1% Pectina ✓ 0,4 % Acido Cítrico	12/ julio/2015	1. RECEPCION DE MP 2. PESADO 3. SELECCION CLASIFICACION Y 4. LAVADO 5. DESINFECCION 6. ENJUAGUE	Para corregir el error anterior no se adiciono agua y se subió contenido de pulpa, pero se presentó que las características sensoriales de sabor	

Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
		7. DESPULPADO 8. FORMULACION 9. COCCION 10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX) 11. MEZCLAR Y LLEVAR A 40 BRIX – AZUCAR + pectina 12. LLEVAR A 64 BRIX + ACIDO CITRICO 13. LLEVAR A 65-68 BRIX 14. ENVASE 15. REPOSO	no eran adecuadas ya que despliego exceso de dulce.	
Muestra 4 ✓ 60 % Piña ✓ 40% Azúcar ✓ 1% Pectina ✓ 0,4 % Acido Cítrico	19 / julio/ 2015	1. RECEPCION DE MP 2. PESADO 3. SELECCION Y CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX) 11. MEZCLAR Y LLEVAR A 40 BRIX – AZUCAR + pectina 12. LLEVAR A 64 BRIX + ACIDO CITRICO	Se aumenta el contenido de pulpa y se disminuye el % de azúcar lo permite la obtención de una mermelada con la textura y sabor necesarios 68 Brix	



Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
		13. LLEVAR A 65-68 BRIX 14. ENVASE 15. REPOSO		
<ul style="list-style-type: none"> ✓ 60 % Piña ✓ 40% Azúcar ✓ 1% Pectina ✓ 0,4 % Ácido Cítrico 	20/ julio/2015	1. RECEPCION DE MP 2. PESADO 3. SELECCION Y CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX) 11. MEZCLAR Y LLEVAR A 40 BRIX – AZUCAR + pectina 12. LLEVAR A 64 BRIX + ACIDO CITRICO 13. LLEVAR A 65-68 BRIX 14. ENVASE 15. REPOSO	Se hace el proceso nuevamente para corroborar que puede ser repetitivo y logró obtener nuevamente la mermelada con la textura y sabor necesarios 68 Brix	

Tabla 17. Establecimiento formulación mermeladas de Fresa.

Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
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Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
<p>Muestra 1</p> <ul style="list-style-type: none"> ✓ 60 % Fresa ✓ 30 % Azúcar ✓ 10% agua ✓ 0.3 % Ácido Cítrico ✓ 1 % Pectina 	<p>13/ julio 2015</p>	<ol style="list-style-type: none"> 1. RECEPCION DE MP 2. PESADO 3. SELECCION Y CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX 	<p>Hubo falla en el tiempo de adición de la azúcar, lo cual origina un producto grumoso y con espuma blanca por encima lo cual no es adecuado.</p>	
<p>Muestra 2</p> <ul style="list-style-type: none"> ✓ 60 % Fresa ✓ 30 % Azúcar ✓ 10% agua ✓ 0.3 % Ácido Cítrico ✓ 1 % Pectina 	<p>15/ julio/ 2015</p>	<ol style="list-style-type: none"> 1. RECEPCION DE MP 2. PESADO 3. SELECCION Y CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX 11. MEZCLAR Y LLEVAR A 40 BRIX – AZUCAR + pectina 12. LLEVAR A 64 BRIX + ACIDO CITRICO 	<p>Al momento de hacer la toma de grados Brix se percibe que no estaba en el punto de brix necesario para adicionar pectina, pero este error se origina por la falta e calibración del refractómetro antes de usarse.</p>	

Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
		13. LLEVAR A 65-68 BRUX 14. ENVASE 15. REPOSO		
Muestra 3 ✓ 60 % Fresa ✓ 30 % Azúcar ✓ 10% agua ✓ 0.3 % Ácido Cítrico ✓ 0,1 % Pectina	19/ julio/2015	1. RECEPCION DE MP 2. PESADO 3. SELECCION Y CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRUX) 11. MEZCLAR Y LLEVAR A 40 BRUX – AZUCAR + pectina 12. LLEVAR A 64 BRUX + ACIDO CITRICO 13. LLEVAR A 65-68 BRUX 14. ENVASE 15. REPOSO	La mermelada no toma textura debido a que el porcentaje de pectina es bajo lo cual se debe aumentar para corregir este error.	
Muestra 4 ✓ 60 % Fresa ✓ 30 % Azúcar ✓ 10% agua	20/ julio/2015	1. RECEPCION DE MP 2. PESADO 3. SELECCION Y CLASIFICACION 4. LAVADO 5. DESINFECCION	En este ensayo se corrige los errores anteriormente hechos en los cuales se aumenta el % de pectina y se calibra	

Nº MUESTRA	FECHA	ETAPAS DE PROCESO	RESULTADOS	EVIDENCIA
<ul style="list-style-type: none"> ✓ 0.3 % Ácido Cítrico 1 % Pectina 		<ol style="list-style-type: none"> 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX) 11. MEZCLAR Y LLEVAR A 40 BRIX – AZUCAR + pectina 	<p>muy bien el refractómetro antes de usarse lo cual registra los grados Brix necesarios y obtimos 68°C Brix y una textura adecuada</p>	
<p>Muestra 5</p> <ul style="list-style-type: none"> ✓ 60 % Fresa ✓ 30 % Azúcar ✓ 10% agua ✓ 0.3 % Ácido Cítrico ✓ 1 % Pectina 	<p>20 /julio/ 2015</p>	<ol style="list-style-type: none"> 1. RECEPCION DE MP 2. PESADO 3. SELECCION Y CLASIFICACION 4. LAVADO 5. DESINFECCION 6. ENJUAGUE 7. DESPULPADO 8. FORMULACION 9. COCCION 10. MEZCLA DE PULPA Y AZUCAR (LLEVAR HASTA 25 BRIX) 11. MEZCLAR Y LLEVAR A 40 BRIX – AZUCAR + pectina 12. LLEVAR A 64 BRIX + ACIDO CITRICO 13. LLEVAR A 65-68 BRIX 14. ENVASE 15. REPOSO 	<p>E proceso se realiza nuevamente con la intención de corroborar que sea repetitivo y permite concluir que con esta formulación se obtiene una mermelada con la textura y el sabor necesario 68 Brix.</p>	

8.2 ANÁLISIS MICROBIOLÓGICO

Terminado el producto “las trufas de chocolate orgánico con sabores naturales” se procede a la realización de los análisis microbiológicos los cuales se realizan en el laboratorio microbiológico del SENA C.A.S.A. Como resultado de estos análisis se concluye que las trufas cumplen con los parámetros establecidos por la norma los cuales son:

Tabla 18. Resultados microbiológicos /promedio

PARAMETRO	Valor normativo Ufc/ml	RESULTADO
Mesofilos aerobios	20.000-50.0000	20.400
Coliformes totales	<10-20	10
Salmonella	0 en 25 gr	0
Mohos y levaduras	100-300	135

Ver anexo anexos número A, B, C, D, E

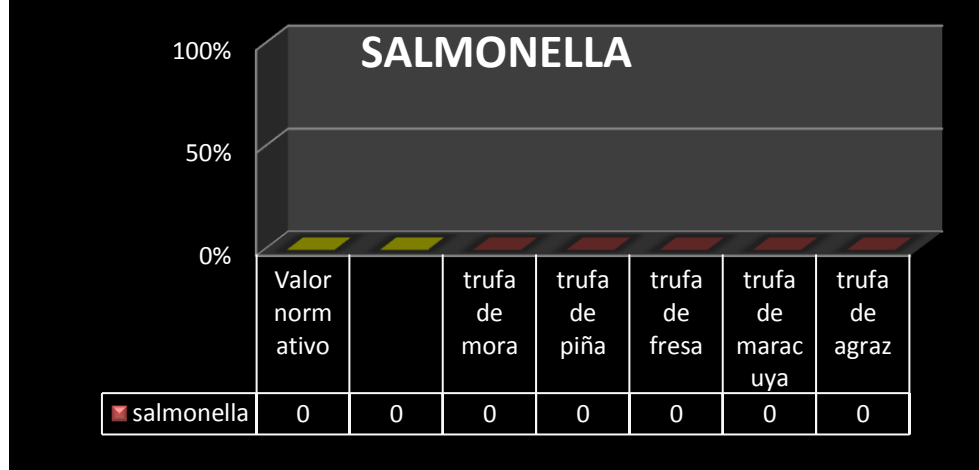
Gráfica 1. Mesofilos aerobios



Las trufas cumplen con los parámetros establecidos por la norma para el contenido de mesofilos aerobios en los que se establece un valor normativo en un rango de 20000 a 50000, en los resultados de los análisis el producto representa valores en un rango de 16000 a 22000.

Ver anexo anexos número A, B, C, D, E

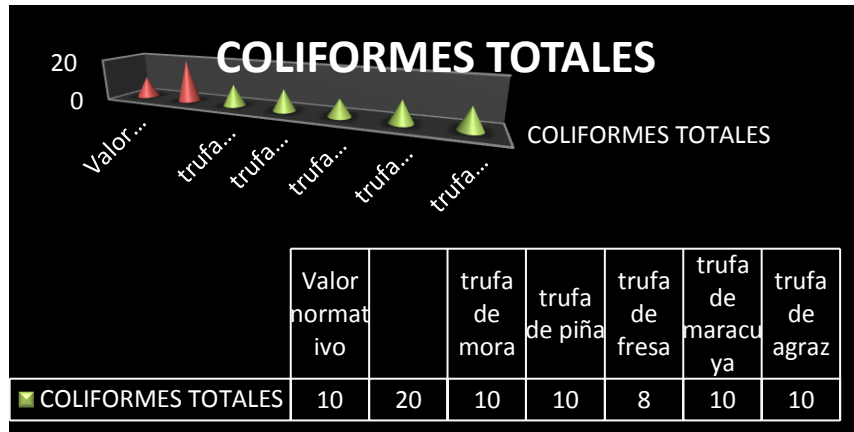
Gráfica 2. Salmonella



Las trufas cumplen con los parámetros establecidos por la noma para el contenido de salmonella el cual debe estar en cero y en los análisis el producto representa este mismo valor.

Ver anexo anexos número A, B, C, D, E

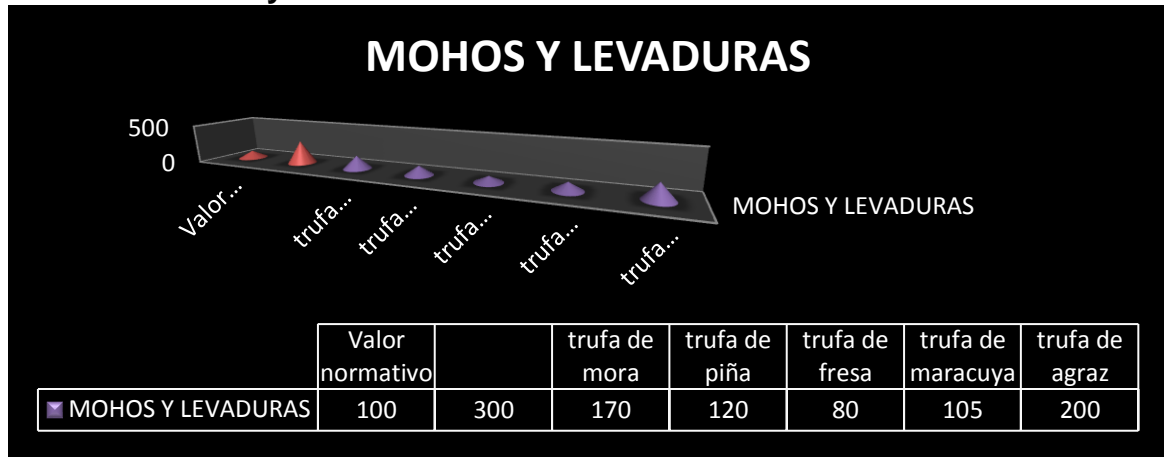
Gráfica 3. Coliformes totales



Las trufas cumplen con los parámetros establecidos por la noma para el contenido de coliforme totales en los que se establece un valor normativo en un rango de < 10- 20, en los resultados de los análisis el producto representa valores en un rango de 8 a 10.

Ver anexo anexos número A, B, C, D, E

Gráfica 4. Mohos y levaduras



Las trufas cumplen con los parámetros establecidos por la norma para el contenido de Mohos y levaduras en los que se establece un valor normativo en un rango de 100 a 300, en los resultados de los análisis el producto representa valores en un rango de 80 -200.

Ver anexo anexos número A, B, C, D, E

8.3 ANALISIS FISICOQUIMICOS

Con el producto terminado se procede al análisis fisicoquímico el cual se realiza en los laboratorios de SIAMA, obteniendo como resultado una muestra con componentes óptimos para el consumo y el cumplimiento de las normas, como resultado se obtiene los siguientes parámetros:

Tabla 19. Resultados fisicoquímicos

ANÁLISIS	MÉTODO	RESULTADO
Humedad	NTC 529	14,99 %
Ceniza	Gravimetria	1,24 %
Proteína	Kjeldahl	5,68 %
Grasa	NTC 668	19,68 %
Fibra	NTC 668	1,70 %
Carbohidratos	Calculo	56,71 %

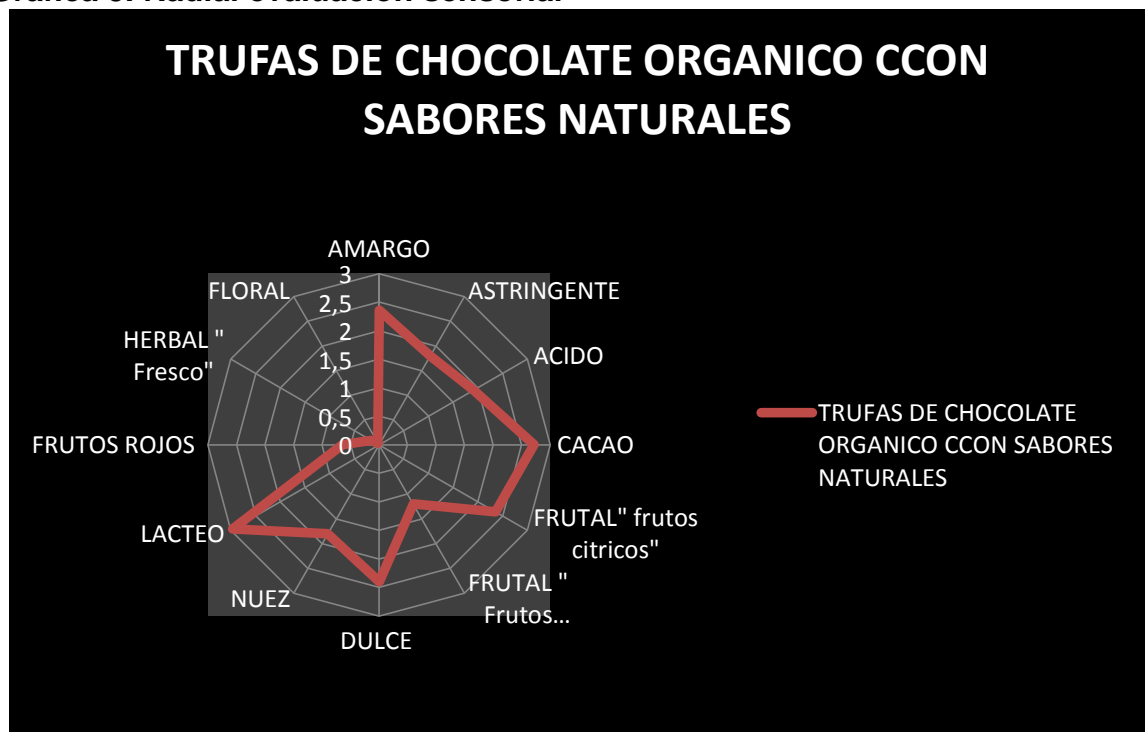
ANÁLISIS	MÉTODO	RESULTADO
Valor calórico	Calculo	427cal/100gr

Ver anexo número K

8.4 ANÁLISIS SENSORIAL

Para la finalización de los análisis de calidad de la trufa se procede a la evaluación sensorial la cual se realiza en las instalaciones de la Corporación de investigación Agropecuaria "CORPOICA" centro de investigación la Suiza ya que en centro se cuenta con un panel de catadores entrenados en evaluación sensorial para licor de cacao y sub-productos, como resultado de esta evaluación se obtiene trufas que representan muy bien el sabor a cacao, logrando un maridaje perfecto con los rellenos de frutas tropicales, siendo el producto final agradable al paladar y a la vista. Los sabores percibidos se representan en el siguiente radial:

Gráfica 5. Radial evaluación sensorial



En el radial se representa los sabores característicos de los productos terminados en un escala de 0 a 3 en los cuales se caracterizan el sabor a cacao acompañado de notas de amargo, frutal, floral, herbal, lácteo y nuez

Ver anexos número F, G, H, I, J

9. CONCLUSIONES

- Mediante la investigación experimental y explorativa se obtiene trufas de chocolate orgánico con sabores naturales.
- La falta de procesamiento de fruta en una mezcla con chocolate, reduce la homogenización, textura, se crean burbujas de aire impidiendo el moldeado de dicha mezcla.
- En las mezclas el sorbitol es un alcohol azúcar que se usa como edulcorante, y humectante, aportando así propiedades necesarias para la obtención de una buena trufa.
- El atemperado de una cobertura de chocolate consiste en lograr que toda la manteca de cacao cristalice y adopte formas cristalinas estables, es el procedimiento de vital importancia para obtener un chocolate brillante, de textura regular y lisa.
- Después de varios ensayos y ajuste de formulación se obtuvo :
 - En la evaluación microbiológica y fisicoquímica el producto se encontró dentro de los parámetros de la norma.
 - En la evaluación sensorial las trufas de chocolate orgánico representan el sabor a cacao en toda la cata y realizan un gran maridaje con las mermeladas logrando que la trufa se exquisita al paladar y resalte sabores agridulces, frutales y nuez.
- La revisión y consulta de estado del arte es importante ya que permite contar con información técnica, soportando una investigación de alcances sólidos.

10. RECOMENDACIONES

- ✓ Evaluar otro método para el análisis de consistencia en mermeladas o semisólidos con trozos suspendidos y su homogenización en el ganache.
- ✓ Realizar un estudio determinando la vida útil de las mermeladas.
- ✓ Realizar un estudio para determinar el comportamiento de cada mermelada a través del tiempo en las características físico-químicas y sensoriales en la matriz del ganache.
- ✓ Elaborar un análisis de factibilidad de la trufa de chocolate orgánico para determinar el precio real de venta.

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ANEXOS

Anexo A: resultados microbiológicos trufa de Mora



REPORTE DE RESULTADOS

LABORATORIO DE ANÁLISIS MICROBIOLÓGICO
CENTRO DE ATENCIÓN AL SECTOR AGROPECUARIO SENA -CASA

NOMBRE DE QUIEN SOLICITA EL ANÁLISIS: **YEXIKA BURGOS HERNANDEZ, MARIA ANGELICA HERNANDEZ, LUCERO GERTRUDIZ RODRIGUEZ**

FECHA DE RECEPCIÓN DE LA MUESTRA: 5 DE OCTUBRE DE 2015

TIPO DE MUESTRA: **TRUFAS DE CHOCOLATE RELLENA DE MORA**

CANTIDAD DE MUESTRA RECIBIDA: **100 gr.**

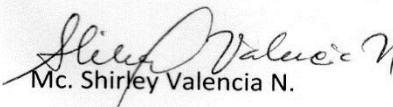
RESPONSABLE DE LA TOMA DE LA MUESTRA: **YEXIKA BURGOS**

RESULTADOS: M2 MORA REFRIGERADA.

ANÁLISIS	TECNICA	RESULTADO UFC/ml	VALOR NORMATIVO Ufc/ml
Mesófilos aerobios	RECuento-PETRIFILM	27000	20 000 – 50 000
Coliformes Totales	RECuento PETRIFILM	<10	<10-20
Salmonella	AUSENCIA PRESENCIA EN 25 g	0	0 en 25gr
Mohos y levaduras	RECuento EN PLACA	170	100-300

Este resultado es solo válido para la muestra analizada.

Muestra Analizada por:


Mc. Shirley Valencia N.

Aprobado por:

Mc. Shirley Valencia N.

Anexo B: Resultados microbiológicos trufa de piña



REPORTE DE RESULTADOS

LABORATORIO DE ANÁLISIS MICROBIOLÓGICO
CENTRO DE ATENCIÓN AL SECTOR AGROPECUARIO SENA -CASA

NOMBRE DE QUIEN SOLICITA EL ANÁLISIS: **YEXIKA BURGOS HERNANDEZ, MARIA ANGELICA HERNANDEZ, LUCERO GERTRUDIZ RODRIGUEZ**

FECHA DE RECEPCIÓN DE LA MUESTRA: 5 DE OCTUBRE DE 2015

TIPO DE MUESTRA: **TRUFAS DE CHOCOLATE RELLENA DE PIÑA**

CANTIDAD DE MUESTRA RECIBIDA: **100 gr.**

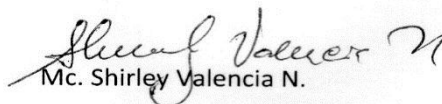
RESPONSABLE DE LA TOMA DE LA MUESTRA: **YEXIKA BURGOS**

RESULTADOS: M4 PIÑA REFRIGERADA.

ANÁLISIS	TECNICA	RESULTADO UFC/ml	VALOR NORMATIVO Ufc/ml
Mesófilos aerobios	RECuento-PETRIFILM	18000	20 000 – 50 000
Coliformes Totales	RECuento PETRIFILM	<10	<10-20
Salmonella	AUSENCIA PRESENCIA EN 25 g	0	0 en 25gr
Mohos y levaduras	RECuento EN PLACA	120	100-300

Este resultado es solo válido para la muestra analizada.

Muestra Analizada por:


Mc. Shirley Valencia N.

Aprobado por:

Mc. Shirley Valencia N.

Anexo C: Resultados microbiológicos trufa de fresa



REPORTE DE RESULTADOS
LABORATORIO DE ANÁLISIS MICROBIOLÓGICO
CENTRO DE ATENCIÓN AL SECTOR AGROPECUARIO SENA -CASA

NOMBRE DE QUIEN SOLICITA EL ANÁLISIS: **YEXIKA BURGOS HERNANDEZ, MARIA ANGELICA HERNANDEZ, LUCERO GERTRUDIZ RODRIGUEZ**

FECHA DE RECEPCIÓN DE LA MUESTRA: 5 DE OCTUBRE DE 2015

TIPO DE MUESTRA: **TRUFAS DE CHOCOLATE RELLENA DE FRESA**

CANTIDAD DE MUESTRA RECIBIDA: **100 gr.**

RESPONSABLE DE LA TOMA DE LA MUESTRA: **YEXIKA BURGOS**

RESULTADOS: M5 FRESA REFRIGERADA.

ANÁLISIS	TECNICA	RESULTADO UFC/ml	VALOR NORMATIVO Ufc/ml
Mesófilos aerobios	RECUENTO-PETRIFILM	16000	20 000 – 50 000
Coliformes Totales	RECUENTO PETRIFILM	8	<10-20
Salmonella	AUSENCIA PRESENCIA EN 25 g	0	0 en 25gr
Mohos y levaduras	RECUENTO EN PLACA	80	100-300

Este resultado es solo válido para la muestra analizada.

Muestra Analizada por:


-Mc. Shirley Valencia N.

Aprobado por:

Mc. Shirley Valencia N.

Anexo D: resultado microbiológico trufa de maracuyá



REPORTE DE RESULTADOS

LABORATORIO DE ANÁLISIS MICROBIOLÓGICO
CENTRO DE ATENCIÓN AL SECTOR AGROPECUARIO SENA -CASA

NOMBRE DE QUIEN SOLICITA EL ANÁLISIS: **YEXIKA BURGOS HERNANDEZ, MARIA ANGELICA HERNANDEZ, LUCERO GERTRUDIZ RODRIGUEZ**

FECHA DE RECEPCIÓN DE LA MUESTRA: 5 DE OCTUBRE DE 2015

TIPO DE MUESTRA: **TRUFAS DE CHOCOLATE RELLENA DE MARACUYA**

CANTIDAD DE MUESTRA RECIBIDA: **100 gr.**

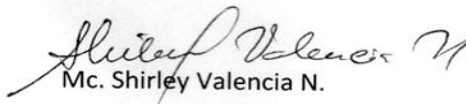
RESPONSABLE DE LA TOMA DE LA MUESTRA: **YEXIKA BURGOS**

RESULTADOS: M3 MARACUYÁ REFRIGERADA.

ANÁLISIS	TECNICA	RESULTADO UFC/ml	VALOR NORMATIVO Ufc/ml
Mesófilos aerobios	RECuento-PETRIFILM	22000	20 000 – 50 000
Coliformes Totales	RECuento PETRIFILM	10	<10-20
Salmonella	AUSENCIA PRESENCIA EN 25 g	0	0 en 25gr
Mohos y levaduras	RECuento EN PLACA	105	100-300

Este resultado es solo válido para la muestra analizada.

Muestra Analizada por:


Mc. Shirley Valencia N.

Aprobado por:

Mc. Shirley Valencia N.

Anexo E: resultado microbiológico trufa de agraz



REPORTE DE RESULTADOS

LABORATORIO DE ANÁLISIS MICROBIOLÓGICO
CENTRO DE ATENCIÓN AL SECTOR AGROPECUARIO SENA -CASA

NOMBRE DE QUIEN SOLICITA EL ANÁLISIS: **YEXIKA BURGOS HERNANDEZ, MARIA ANGELICA HERNANDEZ, LUCERO GERTRUDIZ RODRIGUEZ**

FECHA DE RECEPCIÓN DE LA MUESTRA: 5 DE OCTUBRE DE 2015

TIPO DE MUESTRA: **TRUFAS DE CHOCOLATE RELLENA DE AGRAZ**

CANTIDAD DE MUESTRA RECIBIDA: **100 gr.**

RESPONSABLE DE LA TOMA DE LA MUESTRA: **YEXIKA BURGOS**

RESULTADOS: M1 AGRAZ REFRIGERADA.

ANÁLISIS	TECNICA	RESULTADO UFC/ml	VALOR NORMATIVO Ufc/ml
Mesófilos aerobios	RECuento-PETRIFILM	19000	20 000 – 50 000
Coliformes Totales	RECuento PETRIFILM	10	<10-20
Salmonella	AUSENCIA PRESENCIA EN 25 g	0	0 en 25gr
Mohos y levaduras	RECuento -EN PLACA	200	100-300

Este resultado es solo válido para la muestra analizada.


Muestra Analizada por:

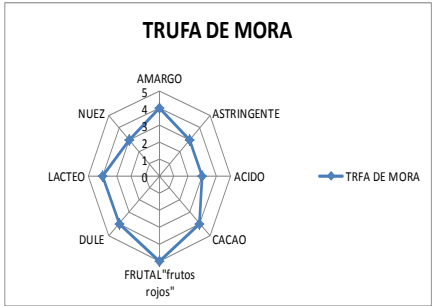

Mc. Shirley Valencia N.

Aprobado por:

Mc. Shirley Valencia N.

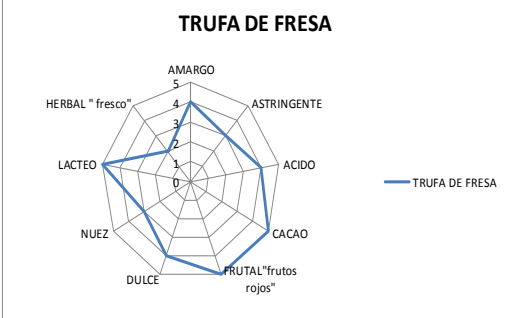
Anexo F: resultados sensorial trufa de mora

	FICHA DE ANALISIS SENSORIAL											
	NOMBRE DEL CLIENTE		Lucero Rodriguez Silva, Maria Angelica Hernandez, Yexica Burgos		FECHA	30-sep-15		CODIGO DE MUESTRA		TRUFA RELLENA DE MORA		
AROMA	PRESENTA OLOR DULCE AROMA A CACAO CON NOTAS CITRICAS Y FRUTOS ROJOS				ALTA	MEDIA		BAJA	AGARADABLE	DESAGRADABLE		
COLOR	VIOLETA	MARRON	CAFÉ	NEGRO	CLARO	MEDIA		OCSURO	BRILLANTE			
FUIDEZ	CON GRUMOS		ESPESA		LIQUIDO							
CONTENIDO DE GRASA	ALTO		MEDIO		BAJO							
VALORES ESCALA	AUSENTE 0		BAJO 1 A 2		MEDIO 3 A 5		ALTO 6 A 8		MUY FUERTE 9 A 10			
PUNTOS	0		1		2		3		4		5	
SABORES BASICOS	AMARGO											
	ASTRINGENTE											
	ACIDO											
SABORES POSITIVOS	CACAO											
	FRUTAL											
	FLORAL											
	DULCE											
	NUEZ											
	LACTEOS											
	MADERA											
	HERBAL											
	ESPECIAS											
	OTROS											
SABORES NEGATIVOS	TIERRA											
	SOBREFERMENTADO											
	MOHO											
	HUMEDAD											
	ANIMAL											
	DESCOMPOICION											
	CUERO											
	COMBUSTIBLE											
	HUMO											
	QUEMADO											
	PIZARROSO											
	VIOLETA											
	VERDE											
OTROS												
PUNTAJE GLOBAL DE LA MUESTRA											6	
CALIDAD GLOBAL	EXCELENTE		BUENA		REGULAR		MALA					
COMENTARIOS	UNA TRUFA QUE PRESENTA SABOR DE CACAO PERMANENTE EN TODA LA CATA EL MARIDAJE CON EL RELLENO ES DE GRADO AL PALADAR, LAS NOTAS FRUTALES SE PRESENTAN DESPUES DE LA MITAD DE LA CATA											



Anexo G: Resultado sensorial trufa de fresa

Corpoica	FICHA DE ANALISIS SENSORIAL																
	NOMBRE DEL CLIENTE	Lucero Rodríguez Silva, María Angelica Hernandez, Yexica Burgos			FECHA	30-sep-15		CODIGO DE MUESTRA	TRUFA RELLENA DE FRESA								
AROMA	PRESENTA OLOR DULCE AROMA A CACAO, FRUTOS ROJOS Y FRUTOS SECOS, ES FRECA AGRADABLE Y DELICADA EN EROMA				ALTA	MEDIA	BAJA	AGARADABLE	DESAGRADABLE								
COLOR	VIOLETA	MARRON	CAFÉ	NEGRO	CLARO	MEDIA	OCSURO	BRILLANTE									
FUIDEZ	CON GRUMOS		ESPESA		LIQUIDO												
CONTENIDO DE GRASA	ALTO	MEDIO		BAJO													
VALORES ESCALA	AUSENTE 0		BAJO 1 A 2		MEDIO 3 A 5		ALTO 6 A 8		MUY FUERTE 9 A 10								
PUNTOS																	
SABORES BASICOS	AMARGO	0	1	2	3	4	5	6	7	8	9	10	ALTA	MEDIA	BAJA	AGARADABLE	DESAGRADABLE
	ASTRINGENTE				3								ALTA	MEDIA	BAJA	AGARADABLE	DESAGRADABLE
	ACIDO				3								ALTA	MEDIA	BAJA	AGARADABLE	DESAGRADABLE
SABORES POSITIVOS											TIPO DE ACIDEZ	ACIDEZ LACTICA	ACIDEZ CITRICA	ACIDO ACETICO	OTRO		
	CACAO					4							FRUTOS CITRICOS	FRUTOS ROJOS	FRUTOS SECOS	FRUTOS SOBREMADUROS	
	FRUTAL												FLOR DE CITRICOS	ROSAS			
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PUNTAJE GLOBAL DE LA MUESTRA																	8
CALIDAD GLOBAL	EXCELENTE	BUENA		REGULAR		MALA											
COMENTARIOS	LA TRUFA PRESENTA BUEN ASPECTO EN CUANTO A SU SABOR SE REPRESENTAN MUY BIEN EL SABOR A CACAO , SUS NOTAS FRUTALES " FRUTOS ROJOS " COMBINANA MUY BIEN CON EL SABOR ALTO DE CACAO HACIENDO QUE LA MUESTRA SEA REDONDA																



Anexo H: resultado sensorial trufa de maracuyá

| | FICHA DE ANALISIS SENSORIAL

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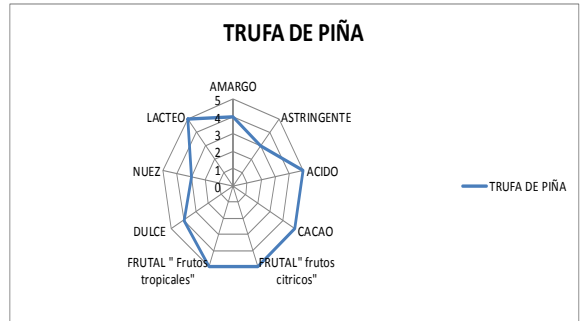
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CONTENIDO DE GRASA	ALTO	MEDIO	BAJO																																							
<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th>VALORES ESCALA</th> <td>AUSENTE 0</td> <td>BAJO 1 A 2</td> <td>MEDIO 3 A 5</td> <td>ALTO 6 A 8</td> <td>MUY FUERTE 9 A 10</td> </tr> </table>											VALORES ESCALA	AUSENTE 0	BAJO 1 A 2	MEDIO 3 A 5	ALTO 6 A 8	MUY FUERTE 9 A 10																										
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<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th rowspan="2">PUNTOS</th> <th rowspan="2"></th> <th colspan="10">0 1 2 3 4 5 6 7 8 9 10</th> <th colspan="3">INTENSIDAD</th> <th colspan="2">CALIDAD</th> </tr> <tr> <th colspan="10"></th> <th>ALTA</th> <th>MEDIA</th> <th>BAJA</th> <th>AGARADABLE</th> <th>DESAGRADABLE</th> </tr> </table>											PUNTOS		0 1 2 3 4 5 6 7 8 9 10										INTENSIDAD			CALIDAD												ALTA	MEDIA	BAJA	AGARADABLE	DESAGRADABLE
PUNTOS		0 1 2 3 4 5 6 7 8 9 10											INTENSIDAD			CALIDAD																										
												ALTA	MEDIA	BAJA	AGARADABLE	DESAGRADABLE																										
SABORES BASICOS	AMARGO													ALTA	MEDIA	BAJA	AGARADABLE	DESAGRADABLE																								
	ASTRINGENTE				3	4								ALTA	MEDIA	BAJA	AGARADABLE	DESAGRADABLE																								
	ACIDO					4								ALTA	MEDIA	BAJA	AGARADABLE	DESAGRADABLE																								
SABORES POSITIVOS	CACAO				4									TIPO DE ACIDEZ	ACIDEZ LACTICA	ACIDEZ CITRICA	ACIDO ACETICO	OTRO																								
	FRUTAL				4									FRUTOS CITRICOS	FRUTOS ROJOS	FRUTOS SECOS	FRUTOS SOBREMADUROS																									
	FLORAL													FLOR DE CITRICOS	ROSAS																											
	DULCE					4								MIEL	PANELA	CAMELO																										
	NUEZ				3									ALMENDRAS	MANI																											
	LACTEOS						4							QUESO	YOGURT	LECHE																										
	MADERA													SECA	VIEJA	HUMEDA																										
	HERBAL													FRESCA	MENTOLADO	SECA																										
	ESPECIAS													CLAVO	CANELA	PIMIENTA																										
	OTROS																																									
SABORES NEGATIVOS	TIERRA													RADIAL O COMPORTAMIENTO DE LA MUESTRA 																												
	SOBREFERMENTADO																																									
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	VIOLETA																																									
	VERDE																																									
	OTROS																																									
	PUNTAJE GLOBAL DE LA MUESTRA																			9																						
CALIDAD GLOBAL	EXCELENTE	BUENA	REGULAR	MALA																																						
COMENTARIOS	LA TRUFA ES AGRADABLE Y DE EXCELENTE CALIDAD SENSORIAL, LA FUNCIONALIDAD DEL CHOCOLATE CON EL RELLENO ES PERFECTO, SOLO QUE HAY QUE AUMENTAR LA CANTIDAD DE RELLENO DE AGRAZ PARA QUE LA TRUFA SEA MAS CARACTERISTICA, EN GENERAL LA TRUFA ES PERFECTA																																									

Anexo J: resultado sensorial trufa de piña

	FICHA DE ANALISIS SENSORIAL																
	NOMBRE DEL CLIENTE		Lucero Rodriuez Silva, Maria Angelica Hernandez, Yexica Burgos		FECHA	30-sep-15		CODIGO DE MUESTRA		TRUFA RELLENA DE PIÑA							
AROMA	PRESENTA AROMA A FRUTAS TROPICALES, ACIDO Y DULCE AGRADABLE.				ALTA		MEDIA		BAJA		AGARADABLE		DESAGRADABLE				
	INTENSIDAD										CALIDAD						
COLOR	VIOLETA	MARRON	CAFÉ	NEGRO	CLARO	MEDIA		OCSURO	BRILLANTE								
FUIDEZ	CON GRUMOS	ESPESA		LIQUIDO													
CONTENIDO DE GRASA	ALTO	MEDIO		BAJO													
VALORES ESCALA	AUSENTE 0		BAJO 1 A 2		MEDIO 3 A 5		ALTO 6 A 8		MUY FUERTE 9 A 10								
PUNTOS											INTENSIDAD		CALIDAD				
SABORES BASICOS	AMARGO											ALTA	MEDIA	BAJA	AGARADABLE	DESAGRADABLE	
	ASTRINGENTE											ALTA	MEDIA	BAJA	AGARADABLE	DESAGRADABLE	
	ACIDO											ALTA	MEDIA	BAJA	AGARADABLE	DESAGRADABLE	
											TIPO DE ACIDEZ		ACIDEZ LACTICA	ACIDEZ CITRICA	ACIDO ACETICO	OTRO	
SABORES POSITIVOS	CACAO																
	FRUTAL											FRUTOS CITRICOS	FRUTOS TROPICALES	FRUTOS SECOS	FRUTOS SOBREMADUROS		
	FLORAL											FLOR DE CITRICOS	ROSAS				
	DULCE											MIEL	PANELA	CARAMELO			
	NUEZ											ALMENDRAS	MANI				
	LACTEOS											QUESO	YOGURT	LECHE			
	MADERA											SECA	VIEJA	HUMEDA			
	HERBAL											FRESCA	MENTOLADO	SECA			
	ESPECIAS											CLAVO	CANELA				
	OTROS																
											RADIAL O COMPORTAMIENTO DE LA MUESTRA						
SABORES NEGATIVOS	TIERRA																
	SOBREFERMENTADO																
	MOHO																
	HUMEDAD																
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	QUEMADO																
	PIZARROSO																
	VIOLETA																
	VERDE																
OTROS																	
PUNTAJE GLOBAL DE LA MUESTRA											9						
CALIDAD GLOBAL	EXCELENTE	BUENA	REGULAR	MALA													
COMENTARIOS	ESTA TRUFA SE CARACTERIZA POR SABORES TROPICALES , FRESCOS Y DULCE SIENDO AGRADABLES CON LA COMBINACION DEL CHOCOLATE.																



Anexo K: resultados fisicoquímicos



SERVICIOS INTEGRADOS
PARA LA INDUSTRIA DEL AGRO,
MINERO-ENERGETICA Y
EL MEDIO AMBIENTE
NIT: 804.016.152-8



REPORTE DE RESULTADOS

Ciudad y Fecha de Emisión: Bucaramanga, 19 de Octubre de 2015	No. 091017
Solicitante: MARIA ANGELICA HERNANDEZ	Tipo de muestra: Alimento
Dirección: RIO NEGRO SANTANDER CALLE 13# 15-101	Identificación: TRUFA CON RELLENOS DE SABORES NATURALES
Teléfono: 3112500781	Descripción: Producto terminado
Lugar de muestreo: PLANTA	Responsable de muestreo: Solicitante
Fecha de muestreo: 14 de Octubre de 2015	Procedimiento de muestreo: Solicitante
Fecha de recepción: 14 de octubre de 2015	Tamaño de la muestra: 8 unidades x 10 g
Fecha de análisis: 14 al 19 de octubre de 2015	Envase o empaque: Plástico
Análisis solicitado: Físicoquímico	Lote: //
Condiciones de la muestra: Adecuada	

ANÁLISIS FÍSICOQUÍMICO

ANÁLISIS	MÉTODO	RESULTADOS	VALORES DE REFERENCIA
HUMEDAD	NTC 529	14,99 %	---
CENIZAS	Gravimetría	1,24 %	---
PROTEÍNA	Kjeldahl	5,68 %	---
GRASA	NTC 668	19,68 %	---
FIBRA	NTC 668	1,70 %	---
CARBOHIDRATOS	Calculo	56,71 %	---
VALOR CALÓRICO	Calculo	427 (Kcal/100g)	---

OBSERVACIONES: //

Los resultados son válidos para la muestra analizada. No se pueden reproducir sin la previa autorización de SIAMA LTDA.

Elaboró: SERGIO ALEXANDER ROJAS
DIRECTOR DE FÍSICOQUÍMICA
ING. BIOTECNOLÓGICO

Revisó: ALBIO ENRIQUE ESPINOSA SAFAR
QUÍMICO
PQ. 0996

Código: R - 051 Versión: 0.1 Fecha: 22/05/09 Página: 1 de 1

Carrera 24 No. 36 - 11 Tels: (7) 6348000 - (7) 6348800 - 3187070821 Bucaramanga - Colombia
web: www.siamaltda.com - e-mail: info@siamaltda.com