



## SMEs export

### Argentine technology and innovation

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#### Exporting Potential

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## TECNOFILES S.A., most efficient and high-performance PVC openings



Construction market aims at choosing sustainable and more efficient materials. On this path, Tecnofiles S.A. ranks as the first Argentine company to develop and produce PVC profiles for high performance openings.

Its plant is located in the town of Pablo Podestá, province of Buenos Aires, where it manufactures a wide range of PVC profile systems –among which the Lines Advance, Prime, Newen, EcoLife, Jumbo, CoverSystem, and other profiles stand out– complementary and auxiliary, and works with a network of more than 200 certified manufacturers of PVC openings in Argentina and more than 100 in Latin America.

***Through its Construction sector, INTI summoned the company to work in the modernization and energy optimization project of the Marambio Base in Argentine Antarctica, for the replacement of the pre-existing carpentry with PVC openings with DVH, a combination that offers maximum thermal insulation, reducing energy consumption.***

Within the framework of this project, the company worked on the replacement of fixed panel carpentry to achieve greater tightness, sealing, thermal insulation and, thus, an improvement of energy efficiency in the Marambio Base. To do this, tests were carried out in the Constructions plant of the INTI, in order to guarantee resistance to extreme weather conditions, facing a temperature of up to -70 °C with winds of up to 120 km/h. Previously, they carried out other tests in the INTI of infiltration, resistance, sealing and fire impact.

***The company is certified under ISO 9001:2015 standards for the design, manufacture, marketing and technical service of PVC opening system.*** Fernando Martínez, president of Tecnoperfiles, points out the following as to the quality of its products: “Basically, the price-quality ratio of our products is quite competitive compared to the European giants. In addition, our personalized sales and after-sales services offer customers the necessary confidence that comes with a bond of long years of working together. More and more PVC carpentry workshops are choosing our products, in the search of quality.”

The company has been exporting to Latin America for several years and it has international subsidiaries in Brazil and Chile, and with representatives in Aruba, Bolivia, Colombia, Costa Rica, Cuba, Ecuador, Mexico, Nicaragua, Panama, Paraguay, Peru and Uruguay. More than 100 manufacturing workshops throughout the region are part of the network of Tecnoperfiles S.A. and comply with European manufacturing standards.

***The company is currently certifying its products in the United States and they aspire to open new markets in Eastern Europe and Asia. “We are an expanding SME that aims at reaching new horizons. That is why we have not stopped investing in technology and betting on the specialization of our work team. We are at the forefront of the PVC carpentry industry in the world, and we know that we offer a quality product, which is increasingly chosen for the qualities of the raw material with which we produce,”*** added Martínez.

Every day, more and more customers are choosing PVC windows that provide style and comfort, coupled with efficiency, safety, resistance and durability. These features are gaining ground in the construction market worldwide and Tecnoperfiles is an industry of acknowledged prestige that can offer them.

• **HS Code (NCM)**

- 3916.20.00.210J - 3925.90.90.990M / PVC profiles and accessories for assembling different openings
- 7308.90.10.900P / Steel reinforcements for assembling different openings
- 7610.90.00.190H - 7907.00.90.000M / Aluminum guides for assembling different openings

## INDELAMA SRL, integral carpentry for major works



***With almost 50 years of experience, Indelama SRL is one of the most important construction carpentries in the country. It is located in the city of Monte Grande, province of Buenos Aires, and offers integral wood solutions for large, high-end constructions, ranging from the manufacture of the carpentry of a house to large projects of premium hotels.***

The company INDELAMA approached the INTI to solve organizational problems and loss of man hours affecting its productivity. Specialists in management technologies of the Wood and Furniture sector of the INTI carried out a diagnosis to reveal the main causes of production loss and, later, developed a work system that combines scheduling by project and conventional scheduling to plan the entire production. This led to a new organization of working sectors, which implied readjusting and modifying the organizational structure of the plant. At the same time, together with specialists in the wood sector, they developed new products, such as fireproof coatings and doors, and, together with the INTI, they certified acoustic doors and wood coatings for protected hallways, among other products.

In the year 2000, it had its first export experience of special floors to Spain and the United States. They also exported comprehensive construction projects such as hotels and temples, among others, to Uruguay, Paraguay and Chile. Hugo Ricciuti, owner of Indelama, expresses his satisfaction after having completed the export of a construction project to Chile, in 2017: “Whoever we told about the project to build a Mormon temple in Concepción, Chile, believed it was unfeasible, since we had to travel, measure, cut, make the carpentry and polish. They thought it was too difficult; however, the result was extremely gratifying not only for the customer, but also for us.”

***Currently, Indelama intends to expand its exports to the entire region of Central and South America, to cope with a market with increasing demand for high-quality integral carpentry and as a result of the excellent results achieved so far.***

“The level of quality of our product is exceptional and we work in an integral way. We have a very large production volume, and we serve the full range of carpentry.

For example, constructions need several suppliers of kitchens, cabinets, doors and floors, and Indelama can provide the best quality in each of these areas. Our great differentiating elements are the production capacity and our high degree of quality,” added Hugo Ricciuti.

Among its emblematic works, those made to Alvear and Hilton hotels stand out, also German and Italian hospitals, and Aeropuertos Argentina 2000, Repsol, and YPF, among others.

“We are like the bride's dressmaker in the carpentry sector: we offer customers several different proposals to choose from until they find the model they like the most. We want to be known as a customer-centric company, that continually strives to know and satisfy its customers' needs, and that surpasses its competitors thanks to the quality in the provision of our services,” concluded Ricciuti.

Selected raw material, qualified personnel, state-of-the-art technology and good treatment are the cornerstone that sustain the quality this company has provided to its customers for almost 50 years.

• **HS Code (NCM)**

- 4411.14.90.900Z / Wood fiber boards
- 4418.10.00.000U / Windows doors and their frames and counter frames
- 4418.20.00.000H / Doors and their frames, counter frames and thresholds
- 4418.90.00.000G / Assembled boards
- 4421.90.00.900X / Other wood manufactures
- 9403.30.00.200N / Wooden desks and furniture
- 9403.40.00.200C / Cupboards, wooden furniture
- 9403.50.00.490G / Other wooden furniture

## ADALTIUM, added value for bactericidal and functional coatings



**The Company Adaltium specializes in functional supplies for coatings with a high degree of nanotechnology, basically in the form of nano-structured fillers or additives, which provide bactericidal, anticorrosive, superhydrophobic, electroconductive and antireflective capacity, among others.** Its production plant and research and development laboratory are located in the city of Bernal, in the south of Buenos Aires.

The beginning of Adaltium -Cooperation Consortium- goes back to the market for cement-based paints and coatings and biocidal coatings to respond to the construction need to have this type of coating for different surfaces. The plant has a production capacity that goes from 20 to 40 tons per month.

**Currently, it manufactures a product with a new concept in bactericidal fillers for latex paints (NanoCoating BK-killer bacteria), with silver nanoparticles on the different mineral vehicles used by the coating industry in its formulations.** The manufacturing process applies a thin protective layer against bacteria and its effect remains on the surface during its useful life. This way, the transfer of diseases and their infection through repeated contact with the painted surface is avoided; it is also not toxic to people.

**This product is especially interesting in the Covid-19 pandemic current context, particularly for painting hospitals and other health centers.** In addition to walls and floors, its functionality can comprehend the protection of medical instruments, beds and hospital furniture, by applying a special paint for metals.

The INTI, through its sector specialized in Surface Processes, transferred to the company the commercial use of the patent obtained by the INTI for the development of a bactericidal nano-coating.

Adaltium is planning to export to Latin American countries, as well as to those regions interested in the protection of their health facilities with this new coating.

Gustavo Gotelli, in charge of the area of Product Development, pointed out that they stand out for offering a unique product at an international level, which has been analyzed offering proven results as to the effectiveness of its biocidal function. In addition, there are studies that confirm the antiviral effectiveness of silver-loaded nanoparticles.

“We are a company focused on taking care of the environment and with a firm and sustained focus on developing innovative solutions for the industry. Customers choose us due to the technological availability we put at their disposal, the quality of our products and the solvency of our service. ***Our main distinguishing feature is that we provide a new functionality to products for the protection of building facilities, furniture and medical tools in health centers to achieve a biocide protection effect,***” concluded Gustavo Gotelli.

It is worth mentioning that it also manufactures other mineral fillers, expanding the range of products covered by the license provided by the INTI. Therefore, it expanded the scope of developments beyond this license, with the application of nanotechnologies for other functionalities, such as magnetic nanoparticles that are used in environmental remediation, water purification by removing arsenic and heavy metals, and in the oil industry for the separation of oil waste in different fluids.

• **HS Code (NCM)**

- 2836.50.00 / Nano Silver Coated Carbonate





## Institutional

### INTI's commitment to the Memory, Truth and Justice process



**Within the framework of the Memory, Truth and Justice process for the crimes against humanity during the last civic-military dictatorship -which governed Argentina between 1976 and 1983- of which not only the 30,000 people disappeared were victims, but society as a whole, the INTI offered its technological abilities to contribute to unconcluded proceedings.**

On this path, specialists of INTI Surface Processes carried out an investigation to analyze the paint schemes applied to the walls of the ESMA -Former Clandestine Detention, Torture and Extermination Center- that had come off, leaving visible inscriptions that could reveal important data for unconcluded proceedings against detainees.

In addition, the construction area collaborated with the investigations of the Argentine Forensic Anthropology Team for the characterization of steel drums found with skeletal remains on a property in the city of San Fernando, Buenos Aires, within the framework of the proceeding for the kidnapping of a Cuban diplomat, occurred in 1976. Thanks to its geological expertise, the INTI performed an identification and correlation of the earthy sediments adhered to the drums.

**Currently, the INTI supports the candidacy of the ESMA Museum and Site of Memory for the UNESCO World Heritage List, which aims at giving international visibility to the crimes against humanity committed by the last military dictatorship in Argentina and to social consensus as a means to achieve Justice.**

One of the most emblematic clandestine centers of detention, torture and extermination operated in the ESMA, in which about 5,000 men and women have been kept in captivity and more than 30 children were born.

**As part of the actions concerning its application to UNESCO, the ESMA Museum and Site of Memory is preparing the itinerant exhibition “Argentina Memory for the World. Heritage of Never Again (Nunca Más).”** The exhibition will circulate through the embassies of Argentina in different countries, among other institutions and organizations, with the aim of expanding the museum's message to new audiences of international scope. Through the curation of graphic and audiovisual material, the exhibition seeks to evoke and approximate the events that occurred in the Former Clandestine Detention Center and describe the historical evolution of the institution, beginning with the world context in which those events took place, the resistance around them, the process of Memory, Truth and Justice, and the resulting transformation from Clandestine Center to Museum and Site of Memory. In addition, it seeks to offer international visibility to the exemplary path of justice achieved by our democracy thanks to the struggle led by Human Rights organizations.

### Antecedentes de la candidatura UNESCO

In October 2015, just a few months after the opening of the ESMA Museum and Site of Memory, a work team organized by museum director Alejandra Naftal performed a critical and comparative analysis of the UNESCO guidelines for the nomination of properties to the World Heritage List. Today, a Work Plan is being executed with the purpose of meeting the technical, social, diplomatic and political requirements needed to obtain the nomination. As part of the promotion of the candidacy, the work team carries out special activities and presentations before different interest groups in Argentina and abroad. The goal is to roll out the work that is being made and get them involved in the process of drafting the nomination file, in order to create a consensus around the values submitted in it.

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