

SMEs export

Argentine technology and innovation

11th Edition • April 2021



Exporting Potential

- **TACKER SRL**, equipment development for the oil industry _____ pág. 1
- **TASSAROLI SA**, more than half a century forging commitment as oil suppliers _____ pág. 2
- **TECNOTROL SRL**, competitiveness in electric oil tank heaters _____ pág. 4
- **TORNERÍA INDUSTRIAL SRL**, comprehensive service and immediacy in equipment for flowback _____ pág. 5

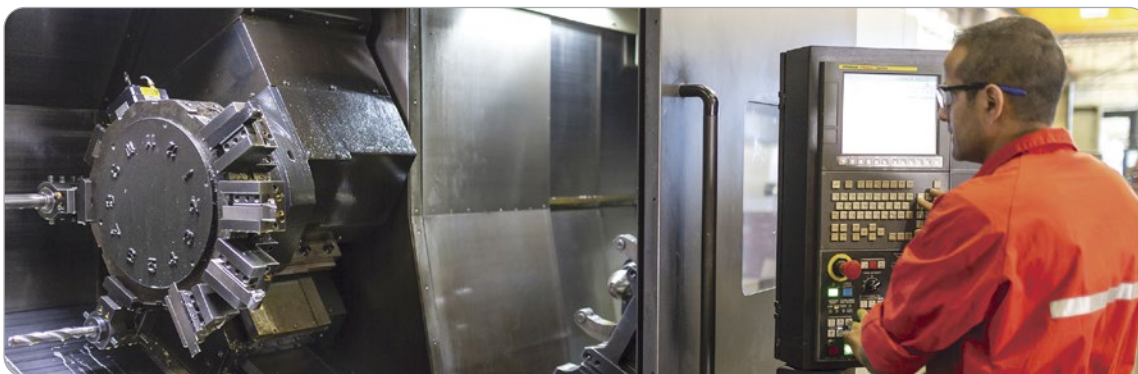


International Cooperation

_____ pág. 6



TACKER SRL, equipment development for the oil industry



Located in the city of Cipolletti, Río Negro province, Tacker SRL develops, manufactures and rents tools and equipment for the oil, gas and water industry.

It has two well-defined business units. One unit is “Downhole Tools”, where they manufacture tools to perform stimulation operations (testing of formations, fractures, cementation) as well as tools for the complementation of wells and oil and gas production. They also have a line of plugs and cement retainers, widely used in the oil and gas industry worldwide. The other unit is “Well Services”, with WorkOver and Pulling devices, to complete, repair and maintain oil wells.

Together with INTI specialists they worked in a project related to YPF (Yacimientos Petrolíferos Fiscales or Fiscal Oilfields) in production process engineering and management technologies, mainly to improve times in their production stages.

Tacker has exported to Colombia, Mexico, Guatemala, Venezuela, Algeria, Tunisia, Oman, Pakistan, Russia and Indonesia and today the company is planning to enter the market of the United States and Canada, where they have many similarities with respect to the unconventional Argentine oilfields.

They provide after-sales service under two modalities:

- Service tools: operated under rental mode and are in the well. Once the work is completed, the company is responsible for the readjustment, inspection and replacement of parts after each well intervention.
- Sales tools: the operator decides who will service the tool in the well.

“Not only does our company count with its own designs, proven, tested and approved in our operational base, but it also has a managerial staff of operators with more than 30 years of experience in the field. Our team knows perfectly the operational and specific needs of customers, offering a solution according to their needs,” emphasizes Lucas Kubaszek, commercial manager of Tacker.

• **HS CODE (NCM)**

- 8479.89.99.900H / Machines and mechanical devices with their own function
- 8431.43.90.000G / Drilling machine parts



TASSAROLI SA, more than half a century forging commitment as oil suppliers



Located in the city of San Rafael, province of Mendoza, the metalworking company Tassaroli SA produces perforating guns, injection mandrels and water flow regulator valves as the main product lines for the oil industry. In turn, in the mining area, they supply all the elements of the drilling column, such as bars, bushings, adapters and roller deck bushings.

The company participated in INTI's support program for SMEs in management technologies within the framework of "Kaizen Tango" project, which allowed them to know its tools in deep and grow in the understanding of the concept of continuous improvement and its application.

Tassaroli SA has a long export history, reaching the markets of Chile, Brazil, Bolivia, Ecuador, Peru, Colombia, Venezuela, Mexico, the United States and the Middle East, among others. They currently have commercial branches in Santiago de Chile, Salvador de Bahía in Brazil and in Bogotá, Colombia.

After a large investment of time and resources, the company managed to gain a position in the Brazilian market as a supplier of a giant in the industry such as Petrobras and competing with large multinational companies. During the years 2011 and 2012, it entered the United States market, which is the largest and most competitive in perforating.

The vision of the company is to be a benchmark and leader in the Latin American market and is planning to enter the Middle East and North Africa market, a very active area in oil matters, and introducing its mandrels into the North American market.

The company won the first place in the Tenaris Prize for Argentine Technological Development with its Water Flow Regulator Valves (WFR) which allow a constant flow delivered to changes of pressure differential. Tassaroli also won the second place in the same Tenaris Prize with the EASY GUN perforating system, a comprehensive, easy-to-assemble system that reduces the risks of accidents that arise during the assembly of the gun on the surface, notably minimizing the exposure time of the personnel involved in the operation.

"We are a thriving company with strong values. Our clients choose us for the permanent commitment to provide the best solutions. Our name in the industry began to be built many years ago, and that path is a strong support for those who decide to choose us as a supplier," concludes Carlos Tassaroli, Chairman of the Board.

• **HS CODE (NCM)**

- 8431.43.90 / Oil - Perforating Guns
- 8431.43.90 / Oil - Perforating Guns
- 8481.90.90 / Oil - Valves
- 8431.43.90 / Oil - Mandrels
- 8431.43.90 / Oil - Nipples
- 8207.19 / Mining - Gd Bars
- 8431.43 / Mining - Adapters
- 8431.43 / Mining - Deck Bushings
- 8483.30 / Mining - Bushing

TECNOTROL SRL, competitiveness in electric oil tank heaters



With almost 30 years of experience, Tecnotrol SRL produces electric oil heaters -unique in the world for their cost ratio, quality, duration and low maintenance requirements- 600 watt and 1 kilowatt wind turbines for domestic use. The company is located in Comodoro Rivadavia, Chubut province, in the Patagonian region of Argentina, where climatic conditions demand unique strength and performance qualities for this type of products.

Among the company's developments, the wind turbine TECNO-80 stands out, which incorporates new technologies found only in large wind turbines and, thanks to its simple design, it does not require maintenance. These wind turbines are certified by the INTI, who also collaborated in its design.

At the same time, they developed a new wind energy generation and storage system that meets the basic needs of a rural home for electricity in 220V or 24V and allows to operate electrical appliances with rational use of energy.

Other devices developed by Tecnotrol are aimed at capturing data, viewable from a web browser through a GSM cell phone (CELUCOM), and an automatic oil sampling system proportional to the flow (MAP).

For the oil sector, electric heating systems through heating elements are key equipment of the company and are intended to heat the hydrocarbon in winter so that it can flow more easily.

This is a differential product in the market: "its construction is much cheaper than world competitors. It is a maintenance-free equipment because it has no moving parts, unlike gas-powered ones, and it has a 25-year useful life," explains Enrique Casares, founding partner of Tecnotrol. ***They are the only manufacturers of this equipment in Argentina and there are very few industries in the world.***

According to Casares, the company "knows the problems of the activity from the inside" and this allows them to develop an electrical product that solves conflicts in the well with electrical energy.

Tecnotrol has exported to Chile and Algeria and is preparing to introduce its wind turbines into countries that need to bring electricity regions that do not yet have this type of energy. ***They are also aiming at exporting their electric oil heater to cold countries like Canada.***

• HS CODE (NCM)

- 8516.10.00.800 R / Electric oil heater
- 85.31.20.200 F / Low power wind generator



TORNERÍA INDUSTRIAL SRL, comprehensive service and immediacy in equipment for flowback



Located in the city of Neuquén, for almost fifty years Tornería Industrial SRL has been dedicated to the development, manufacture and repair of metallurgical and metalworking products, intended for the oil, gas, mining and fruit and vegetable industries.

It specializes in flowback equipment (system for washing gas wells once the tracking has been performed), such as vertical desander, catcher plug and high-pressure lines. These devices require no maintenance and have a useful life of 5 years.

The company has a modern infrastructure of more than 5,000 square meters covered, with state-of-the-art computerized numerical control machines.

Hernán Bender, managing partner of Tornería Industrial, highlights that it is a "company with young and innovative management", with a wide experience in the oil and gas industry.

Tornería Industrial SRL has an important industrial capacity supported by highly trained equipment and human resources, which transform their knowledge into value through the development and manufacture of high quality metallurgical and metalworking products.

The INTI provided technical assistance in the welding of equipment under pressure, to optimize resources and, today, they continue working on the process of certifications under API (American Petroleum Institute) standards.

In recent years it has exported flowback equipment to Chile and Bolivia and is currently planning to enter the Middle East market.

"We stand out for our integral service, we design, manufacture and repair equipment for the industry. We know that times in oil industry worth a lot of money, that is why our main characteristic is the immediacy of our services, both repairing and manufacturing," highlights Bender.

• **HS CODE (NCM)**

- 84.79.89.99 / Vertical Desander - Plug Catcher - High Pressure Lines



CONTACT: institucionales@inti.gob.ar



• **International Technical Cooperation**



One of the lines of action defined as priority in our 2025 Strategic Plan is the strengthening and development of renewable energies throughout the entire Argentine territory.

The Argentine energy matrix is mostly composed by fossil fuels, such as gas and oil. Biogas production as a technological option for several

• **INTI's Capabilities for International Markets**



With the purpose of offering technology transfer and responding to the demands for technical assistance from governments of different countries in the Latin American region, the INTI has worked hard in recent years in collaborations aimed at strengthening the oil and gas industry in the region.

purposes (energy and environmental) is gaining prominence and its weighting grows as the productive structure of Argentina is considered.

The INTI has been working for more than 10 years in the development of biogas as alternative energy. More recently, and thanks to bilateral training programs promoted by the Argentine Ministry of Foreign Affairs, the INTI joined a delegation of Argentine officials from different official organizations -with scholarships from the Biogas Institute of Ministry of Agriculture (BIOMA) of China- to acquire knowledge and experiences in the promotion and use of biogas that can be replicated in the region.

The conferences and theoretical classes given, as well as the visits to different biogas projects of the Asian country, made it possible to determine that Argentina has large regions which, due to their climatic and productive characteristics, greatly favor the use of biodigestion as a treatment and recovery method of agricultural waste to obtain clean energy. The INTI provided technical assistance to both the public and private sectors for the development and evaluation of energy recovery projects. Furthermore, the INTI promoted technological innovation in sustainable productive ecosystems and developed value chains with local natural materials and energy savings.

Specifically, bilateral bonds have been strengthened with countries such as Mexico and Ecuador for the exchange of experiences regarding improved hydrocarbon recovery (microbial enhanced and application of foaming chemicals), technologies for increasing gas production, as well as the development of shale gas fields, corrosion inhibiting chemical products and exploitation of mature fields.

What is more, INTI experts have been part of the Mercosur Advisory Committee for the diagnosis and training of companies in the hydrocarbon sector in Brazil, Uruguay, Paraguay and Argentina.

Nowadays, the INTI is providing technical assistance at the local level in import substitution and in the training of personnel in specific or multidisciplinary subjects related to the hydrocarbon sector. All this knowledge and field work with companies in the industry could be replicated in other countries to help local and sustainable development, specifically aimed at improving the well-being of the Argentinean population.

CONTACT: cooperacion@inti.gob.ar

INSTITUTIONAL RELATIONS AND COMMUNICATION

comunicacion@inti.gob.ar • (54 11) 4724 6358 - ext. 6019

 www.inti.gob.ar |     