



SMEs EXPORT

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Exporting Potential

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ANICETO GÓMEZ S.A., industry-leading suspension springs



Aniceto Gómez is located in General San Martín, province of Buenos Aires, and has a business record of sixty-six years **specializing in the manufacture of a range of suspension coil springs.**

INTI assisted the company in the training on Industry 4.0 through its Department of Management Technologies. Within this framework, the firm was engaged in the search for solutions by creating a continuous improvement office. Based on the concepts covered in the training, the company is now seeking to expand its different production areas, starting with a focus on ergonomics. It also implemented a machinery monitoring system to check production, stop, scrap, and failure data in real time, which can now be extended to all its departments. This system can be accessed from any device, inside and outside the plant.

The company exports to Canada, Colombia, Chile, Ecuador, Egypt, Mexico, Uruguay, Panama, Paraguay, Peru, and Turkey. **It is currently looking to enter the European and US markets.**

Under the ISO 9001:2015 certification, the firm has a production capacity of 720,000 units per year in the automotive spring product line.

Commercial Coordinator Maximiliano Misuraca comments, **“We are the only replacement coil spring manufacturer that employs a cold drawing and coiling process for steel.** One of its main features is the shaping of springs without the need for dies, allowing all springs to be standardized through a program. Another advantage is the possibility of designing and manufacturing models that are different from the rest, for example, products that are similar to an original spring. In addition, it benefits from high-speed coiling and scrap reduction, which means savings in the production process and an increase in resource productivity”.

After production and inspection, springs are electrostatically coated with Epoxy powder paint, providing protection against rust; this represents an important product differentiation both nationally and internationally.

The company has eight product lines:

AG Kit Performance: It lowers ride height of the car by 4-5 cm (1.5-1.9 in). It provides sports performance without altering the general characteristics of the vehicle.

AG XTREME: It lowers ride height of the car by 7-8 cm (2.7-3.1 in). It has a higher stiffness and lower height than the original spring, resulting in a sportier ride and improving the overall vehicle performance.

AG OFFROAD: It raises ride height of the car by 3-4 cm (1.1-1.5 in). It is suitable for rough terrain applications while maintaining vehicle’s ride comfort.

AG RALLY: It lowers ride height of the car by 3-4 cm (1.1-1.5 in). It can be used with original shock absorbers or with short rod sports shock absorbers.

AG RACING: It was built for extreme conditions in high competition. It has the widest range of models, including springs for height-adjustable shock absorbers, with inner diameters of 58 mm (2.28 in), 64 mm (2.51 in), or 70 mm (2.75 in), as well as original base.

AG COMFORT: It provides maximum smoothness and comfort. It meets the vehicle manufacturer’s original specifications.

AG HEAVY: It has been designed for vehicles with extra-load requirements and it is especially recommended for solving problems related to load capacity and height loss.

AG SPORT: It lowers ride height of the car by 3-12 cm (1.1-4.7 in). It needs to be combined with adjustable shock absorbers.

“We are a well-positioned company as we cover more than 60% of the domestic market. We are constantly exploring new business opportunities. For example, we are suppliers for the agricultural industry and we are increasing our presence in the motorcycle market”.

“We are chosen because we are one step ahead in terms of excellence and reliability, as we are the only company in the sector at national level with internationally certified quality”, concludes Mr. Misuraca.

• HS CODE (NCM):

- 73202010 / Cylindrical coil springs and coil springs



AUTOMOVIL S.R.L., professional ignition equipment



Based in Villa Lugano, in Buenos Aires City, AutoMovil S.R.L. has been in business for fifty years. Through its commercial brand Ferrazzi, it specializes **in the manufacture of replacement spark plug wires with a line of high-performance products for competition vehicles and for the oil & gas industry.**

Its most renowned product is the ignition kit for motorcycles, which allows them to be boosted without any modifications. This is a unique product nationwide, and the company is one of the few manufacturers in the world.

The Ferrazzi High-Performance Kit for Motorcycles combines three exclusive products from the Competición product line. These have been built for maximum performance without the need of modifying the engine. The Kit features an enhanced

ignition coil, a Ferrazzi Extreme capacitor discharge spark plug wire and optionally an iridium and plat-inum electrode spark plug. The coil has been designed to increase ignition power and engine performance. The Ferrazzi Extreme wire that is included in the Kit has a triple resistance conductor that eliminates interferences and a capacitor discharge mesh for optimal operation. It is important that the capacitor discharge be connected to ground (coil negative). The minimum cable length is 45 cm (17 in) to maximize performance.

There are four lines of wires: **Ferrazzi Basic**, made of 7 mm (0.27 in) PVC insulated wire with original silicone caps; **Ferrazzi Superior**, made entirely of silicone rubber, ideal for high-temperatures applications; **Ferrazzi Extreme**, which provides more energy than the normally obtained with a regular spark plug wire; and **Ferrazzi Competición**, which is extremely resistant to intensive use and works at temperatures up to 230 °C (446 °F).

Under ISO 3808:2002 and ISO 9001:2015 quality standards, the company has a **production capacity of 80,000 sets of spark plug wires per month.**

Pablo Ferrazzi, Industrial Manager at the firm, reflects, “Our brand is in most of the competition cars in our country, which means we cover 60% of that market”.

“We manufacture excellent quality spark plug wires, supplying the national and Latin American markets through an efficient and responsible management for all parties in-volved”.

In 2019, the company was awarded the Good Design Seal prize (Sello Buen Diseño Argentino) for its brand image by Das Branding.

It is an exporting company that supplies the Uruguay, Chile, and Bolivia markets, and currently wishes to export to Mexico, Brazil, and the US.

INTI has approved special inks for printing silicone, thanks to which the company has obtained a restrictive product and can now produce well-identified wires.

“We are the only suppliers of tailor-made solutions for the different customer requirements, such as applications in competition vehicles that need special reforms in the ignition system, or in the oil & gas industry, where we offer customized developments for the different types of engines, regardless of whether it is a single unit or a series production”, adds Mr. Ferrazzi.

• **HS CODE (NCM):**

-8544.90.00.300A / Wires

-8511.30.20.900C - 8511.30.20.300C / Coils

-8511.10.00.000F / Spark plugs

FAPERSA I.C.S.A., leading producer of piston pins



Fapensa I.C.S.A. is a family business with sixty years of experience, located in western Santa Fé City, province of Santa Fé. **It specializes in the manufacture of cold-forged parts for the automotive sector, mainly piston pins.** It also distributes other auto parts nationwide, **though the main destination of its production is the international market.**

The piston pins are manufactured through a cold extrusion method with robotized hydraulic presses, bringing out wide flexibility and quick response for new developments. The manufacturing range goes from 14 mm to 60 mm (0.55-2.36 in) diameters. Parts outside this standard range can also be processed under exclusive manufacturing conditions.

Its production consists of Original Equipment Manufacturer (OEM) and After-market parts for the following applications: automotive, heavy duty, agricultural machinery, competition, nautical, compressors, and motorcycles.

The company undertakes all the production processes in an integrated approach, highlighting machining operations, cold extrusion processes, surface treatments, heat treatments, and finishing in the grinding line, with its own laboratories for product testing and control.

The company's facilities consist of an industrial plant and commercial warehouses, totaling a surface area of around 7,000 m² (75,000 ft²). **From this vantage point, the needs of its local and international customers are met, with the appropriate logistics to meet each requirement.**

Fapensa has been assisted by INTI since 2012. The services provided have been in the fields of materials analysis and testing, which in turn have resulted in greater quality equipment, parts, materials, and products.

The company's Plant Manager, Fernando Yori, comments, **“We are leaders in Argentina and second leaders in South America as manufacturers of piston pins.**

We stand out for our competitive production process, which ensures the quality re-quired by our customers, as well as for our flexibility and quick response capacity, and because we honor our commitments. **We are specialized in the manufacture of precision cold forged parts**, seeking customer satisfaction with regard to quality, delivery, and prices according to their needs”.

Certified by INMETRO-Brazil and under the IATF 16949:2016 standard, it current-ly produces 7,000,000 parts per year, ranking among the largest capacity in South America.

Fapersa exports more than 80% of its production to several countries: Germany, Brazil, United States, Mexico, Turkey, and Venezuela, among others. **Currently, the compa-ny wants to have a greater share in the US and Mexican markets.**

“We expect to grow through the onboarding of new customers and the development of other automotive products, **aiming for a greater presence in the international market.**

We would like to build customer loyalty through products with high-quality standards and fast adaptation to their new requirements. Our company remains active, with new cus-tomer projects, and adapting to changing market conditions”, concludes Mr. Yori.

• **HS CODE (NCM):**

- 8409.91 / Parts suitable for use solely or mainly with engines with heading No. 84.07 or 84.08.
Other - Suitable for use solely or mainly with spark-ignition piston engines.

- 8409.99 / Parts suitable for use solely or mainly with engines with heading No. 84.07 or 84.08
Other - Pistons.

L.V. SPADA Y CÍA., a synonym for original ignition



Founded in 1938 in the city of San Martín, province of Buenos Aires, L. V. Spada y Cía. S.A. is a company exclusively dedicated to **the manufacture of glow plugs for diesel engines** that guarantee an adequate thermal condition for optimum combustion.

With more than 77 years in the market, L. V. Spada supplies glow plugs and markets ignition products through its brand **Kessel**, including Original Equipment Manufacturer (OEM) and Aftermarket parts for the main automotive plants in the world.

Proper performance and adequate ignition in diesel engines depend mainly on its glow plug, that is why all Kessel products are manufactured under the standards required by the automotive industry (ISO9001 TS 1964), with “original equipment” quality.

Glow plugs for diesel engines are designed for energy supply. Prior to starting, voltage is applied to the glow plug and the glow tube is heated to more than 800 °C (1470 °F). These heating conditions raise the cold-start capability of the engine, optimizing combustion and reducing smoke and emissions.

The afterglow system enables the glow plug to remain lit after cold start. The glow plug remains lit at low engine temperatures and burns fuel that otherwise would not be fully burned. This technology helps to reduce smoke emissions. A glow plug of this type can be applied in old vehicles with a pre-heating system, whereas a pre-heating plug cannot be applied to vehicles with a post-heating system, because it would melt the resistor.

Afterglow technology in glow plugs is based on the application of a double-filament resistor. A smaller resistor is added to the main resistor by laser welding, which ensures continued heating for up to 3 minutes after ignition. This results in a better burning of the mixture in cold start conditions, reducing the time needed for reaching normal operating temperatures and lowering pollutant emissions.

Cesar Caballero, Sales Manager, reflects, “What distinguishes us from our competitors is that we offer a world-class product, with immediate delivery from Argentina.

For more than 20 years, the company has been supplying automotive plants in Argentina

and the world for trucks, cars, vans, pickups, agricultural machinery, road and oil machinery, forklifts, forklift trucks, and other diesel machinery”.

INTI conducted a workshop to detect opportunities in order to diversify and improve the company's production.

“We provide all models and we have a development department that can re-pond immediately to new models that arise in the market.

We define ourselves as a quality-focused company, with a young management team, looking to increase our participation in international markets”.

With a production capacity of 100,000 units per month, **it has managed to enter the markets of Paraguay, Brazil, Uruguay, Chile, the United States, Peru, Colombia, Spain, and Mexico.**

Currently, the company believes to have great potential for exporting to South Africa and the rest of Europe, it is also increasing its presence in Brazil and the United States.

“We are one hundred percent focused on the supply of diesel glow plugs. **We manufacture all models, even those that are no longer produced worldwide.** This gives us an important competitive edge. **We have permanent stock to supply the market immediately”**, concludes Mr. Caballero.

• **HS CODE (NCM):**

-85.11.80.10 / Glow Plugs, Pre-Heating Plugs



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• International Technical Cooperation



As part of our firm institutional decision to support the energy transition and climate goals that the world needs today, we keep working to identify new collaboration opportunities for innovation in the field of sustainable mobility, a key area for the world to come.

In this spirit, together with the State of Bavaria Office for South America (Argentina, Chile, Colombia, and Peru), we held the webinar “Creating Innovation and Technology Opportunities for Electromobility,” aimed at deepening the knowledge on this relevant topic—sustainable mobility—and to contribute our view on the use of electric vehicles as a new transportation paradigm.

The institutional approach was based on the presentation of the mobility ecosystem and the intervention of INTI in each part of the process. At the same time, two cases were presented to add local experience: one for the production and development of an urban electric vehicle; the other involving the electric conversion of vehicles (Retrofitting) as a new development niche. In the latter scenario, although retrofitting—at first glance—would not present major complexities, it does however imply new challenges and safety aspects on which technical work must be done so that this issue represents a transitional accelerator of electromobility.

• INTI’s Capabilities for International Markets



In order to protect Argentine consumer safety, the current legal regulation requires that any components or products intended for replacement parts in motor vehicles, trailers, or semi-trailers, defined as safety auto parts manufactured in the country or imported to be sold exclusively in the replacement market, must have the Safety Auto Parts Homologation Certification (CHAS, Certificado de Homologación de Autopartes de Seguridad).

The Safety Auto Parts Homologation Certification, or **CHAS Certificate**, is a document issued by INTI as a mandatory requirement for all types of vehicles and auto parts that belong to their safety system. It authorizes the purchase, sale, distribution, and transfer of auto parts, whether manufactured in Argentina or not.

With the **CHAS Certificate**, the reliability guarantee is granted for all spare parts and safety systems that are installed in any automotive vehicle, as well as in trailers or semi-trailers.

The products subject to this certification are: tires; rear-view mirrors; batteries; tape and brake pads; horns safety glasses; wheels (rims) for trucks, trailers and semi-trailers; emergency triangle reflectors; protective helmets for motorcyclists; seat belts; tie rod

Among the German partners attended the Fraunhofer R&D Center for Electromobility Bavaria and experts within the area of future mobility from the UnternehmerTUM, a leading European center for innovation and business start-ups. The exchange with these institutions was mainly based on the strategic use of energy resources and energy transition, where different technical options were analyzed.

ends and ball joints; fire extinguishers; lamps; lighting and signaling systems; steering boxes; brake fluid; shock absorbers; windshield wiper; seat heads; and anchorages and hitching systems for trailers and semi-trailers, among others.

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