

SMEs Export

Argentine Technology and Innovation



26th Edition • 2023



Exporting Potential

- **SA BUCCOLINI C.I.F.I.A.**, building solutions for the industry since 1910 _____ Page 1
- **DUROX ENOLOGÍA SRL**, comprehensive solutions for wineries and beverage industries _____ Page 3
- **TECNOVIN SRL**, specialists in wine and food equipment _____ Page 4



International Cooperation

Page 5



SA BUCCOLINI C.I.F.I.A., building solutions for the industry since 1910



From Godoy Cruz, province of Mendoza, the metallurgy company SA Buccolini C.I.F.I.A. specializes in developing equipment for the wine, olive, electric, mining, and oil industries.

With a proven track record of more than one hundred years, it has provided the market with specialized machinery, as well as services and feasibility study development, engineering analysis, consulting, assembly, etc.

Certified under three standards (Occupational Health and Safety, Environmental Management, and Quality Management) by Det Norske Veritas (DNV), the company manufactures winemaking equipment such as a fast distillation dealcoholizer at an average temperature of 35 °C (95 °F), piston pumps (18,000 lt/h output), CT800

press (output ranging between 16,000 and 18,000 kg/h), wine press (10 CV motor at 1450 rpm, coupled to an RT 181 reducer), motor-driven crushers (7.5 Hp at 900 rpm). Additionally, another of its business units for the oil and mining industry offers specialized services in equipment repair and basic elements manufacture.

The company owns two 2,500 m² production facilities. In one of them, located in Godoy Cruz, the equipment is built, while the other, in the city of Luján de Cuyo, produces paintings and coatings.

These vast production capacity facilities have the infrastructure, machinery, spaces, qualifications, and certifications required for work completion. In these plants, the company brings its customers' ideas to life and builds solutions for them. In addition, the company has patented its trademark, ensuring greater visibility and recognition for its services.

A team of professionals from INTI was in charge of supporting the company to boost its competitiveness through several training courses on management technologies, which, among other aspects, allowed the firm to generate and strengthen its links with customers, both in Argentina and abroad.

Lucas Liria, head of Quality & Pricing, reflects, "We are the only company producing winemaking equipment with more than one hundred years in the market, which is proof of the level of trust and commitment we have with our customers, who always come back to us. At the same time, we are a company that serves as a school for all the SMEs in the region".

And he adds, "Buccolini is an established brand in the wine industry. We are a company in constant growth, hiring young professionals, and facing the ongoing challenge of expansion, as is the new base we will soon open in the province of Neuquén".

The company's first export was in 2015 to Chile. Currently, it is planning to expand its presence in that country, as well as in Uruguay, Bolivia, Brazil, and Peru.

In 2019, it was recognized by Mendoza's Metallurgical Industrialists Association (Asociación de Industriales Metalúrgicos, ASINMET) for its contribution to innovation in the food and beverage sector.

"Our products have the highest performance as they produce more tons per hour. Our customers choose us because of our prompt response capacity and immediate after-sales service. We don't just sell the product, we provide maintenance and repair services", concludes Mr. Liria.

• **HS CODE (NCM):**

-8435.10.00.900N / Wine press products, grape stem separator, and piston pump.



DUROX ENOLOGÍA SRL, comprehensive solutions for wineries and beverage industries



For thirty years, Durox Enología SRL, located in the department of Godoy Cruz, province of Mendoza, has been manufacturing stabilizers and nutrients for the winemaking process.

The company operates under the FSSC 22000 certification, ensuring that the production of oenological supplies is carried out according to the highest food safety standards. It has a capacity of 40 tons per year, and its production is seasonal.

Since its raw material is dissolved in an aqueous medium and then filtered, INTI periodically performs water analyses under standards that guarantee its safety. The process the company undertakes allows for in-line dosing before bottling the wines.

Its product lines include carboxymethyl cellulose (CMC) in liquid form, fining agents, stabilizers, acids, yeasts, enzymes, nutrients, mannoproteins, barrels, and tannins.

The company covers 70% of the local market and is interested in entering the Chilean, Uruguayan, and Brazilian markets.

“Durox has a great adaptive capacity and a remarkable employee training policy”, says Carolina Pereira, from the Process Optimization department.

“We are a cutting-edge company, we provide quality inputs, we work on continuous improvement, we meet our customers’ needs by anticipating them, and we take care of the environment.

Our customers choose us because we provide technical assistance and an excellent after-sales service”, Ms. Pereira concludes.

• **HS CODE (NCM):**

-3912.31.19.000A / Carboxymethyl cellulose and its salts. Cellulose ethers: Cellulose and its chemical derivatives, not elsewhere specified or included, in primary forms.



 TECNOVIN SRL, specialists in wine and food equipment



Located in Godoy Cruz, Mendoza, Tecnovin SRL manufactures presses for the wine and corn industries. The company is known for its service quality and competitiveness providing technical assistance in the after and pre-sales service.

The company is currently developing several products of their own design and manufacture, which are mainly made in stainless and carbon steel.

Its 3,000 m² floor area plant has two production lines, one for the wine sector, with wine presses and hoppers, screw conveyors, destemmers, pneumatic stem separators, self-priming centrifugal pumps, piston pumps, continuous screw must separators, continuous screw presses, and rotary sieves in different models and capacities. The other line is for the industrial corn sector and is fitted with continuous screw presses in different models and capacities.

Its equipment consists of five large parallel lathes, a CNC lathe, a boring machine, a milling machine, three rolling machines with different power ratings, a radial drilling machine, three plasma cutting machines, ten welding machines of different types and power ratings, and a painting room.

INTI assisted the company in the certification of the wringer sleeve manufacturing process for continuous screw presses for the corn industry, enabling the temporary import of materials required to complete the processes and export finished products.

Tecnovin SRL covers approximately 20% of the domestic market and exports 50% of its production. The winemaking equipment reaches the following destinations: Chile,

Brazil, Uruguay, Peru, Mexico, and the United States. As for the corn industry, the company has exported to China, Indonesia, Saudi Arabia, Turkey, Malaysia, France, Canada, Brazil, Colombia, the United States, Australia, Hungary, and Chile.

Pedro Bizzotto, a sales executive, reflects, “Our machines’ durability is unrivaled both in the local and global markets. I was able to verify that, quality-wise, our equipment outperforms similar machines manufactured elsewhere.

In order to make a considerable investment, customers need to make sure we can offer a good repair service should the equipment have a problem. Not only do we supply the machines, but we are the only company to offer an immediate supply of spare parts”.

• HS CODE (NCM):

- 84.35.10.00 / Continuous screw presses and must separators, destemmers, wine presses and hoppers.
- 84.13.50.00 / Piston pumps, centrifugal pumps.
- 84.79.89.11.000 / SGM presses for the corn industry (parts and pieces).



CONTACT: institucionales@inti.gob.ar

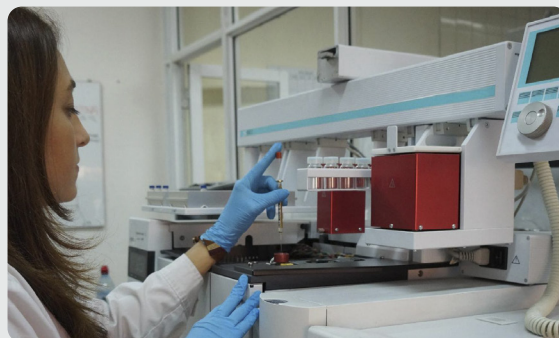


• International Technical Cooperation



As part of the #TRACEWINDU project, which aims at improving vineyard productivity and creating an innovative system to certify the origin of the wine and the quality of the bottles delivered to the consumer, researchers from the University of Donja Gorica (UDG), Montenegro, visited Argentina to learn about the national institutions working to ensure the entire Argentine wine system’s optimal performance: the National Institute of Industrial

• INTI’s Capacities for International Markets



Through the Ministry of Science, Technology and Innovation’s Equipar Ciencia Program, the national Government will continue strengthening the scientific research, development, and technological innovation capabilities of the institutions that are part of the National Science, Technology and Innovation System (Sistema Nacional de Ciencia, Tecnología e Innovación, SNCTI).

Technology (Instituto Nacional de Tecnología Industrial, INTI), a local partner of the project, the National Institute of Agricultural Technology (Instituto Nacional de Tecnología Agropecuaria, INTA), and the National Institute of Viticulture (Instituto Nacional de Vitivinicultura, INV).

The wine industry today is threatened by counterfeiting and illicit trade. This project involves partner institutions from 6 countries implementing lines of action to improve the wine industry traceability through integrated labeling for wine classification, its protective effects on health, and its organoleptic attributes throughout the product's life cycle.

The UDG professionals also visited some of the most renowned Argentine wineries: Benegas, Ojo de Agua, Norton, Costa Flores (OpenVino), and Cooperativa La Riojana, Vitivinícola - Chilecito, located both in Mendoza and La Rioja, the sector's area of influence par excellence. They also held meetings with other stakeholders, such as Polo TIC Mendocino, Vivero Mercier (grapevine plant experts), and the biorefinery Dervinsa. This project is funded by the European Union and led by the Autonomous University of Barcelona (Universitat Autònoma de Barcelona, UAB).

From a federal perspective and for different productive sectors throughout the country, this program seeks to allocate funds for the purchase of medium and large pieces of equipment. In the case of INTI, the purpose is to incorporate ten units for the six Argentine regions to strengthen installed capacities, expand the supply of services, and meet the demands of local economies.

Regarding the Cuyo region in particular, INTI has worked alongside several industries: canning, dehydrated and dried fruit and vegetables, winemaking, wines and musts, meat-packing, agroindustrial metal mechanics, fresh fruit and vegetable concentration markets, and olive and oil. For the latter, the acquisition of a gas chromatography (GC) machine with FID detectors will make it possible to characterize olive oils and their varieties, ensuring product quality and authenticity and compliance with international market standards, as is the case of pesticides, among others.

It will also be vital to support compliance with the Argentine front-of-package law (No. 27,642), recently enacted nationwide, and assist this industrial sector in evaluating the content of trans fats in various food matrices.

CONTACT: cooperacion@inti.gob.ar

INSTITUTIONAL RELATIONS AND COMMUNICATION
comunicacion@inti.gob.ar

■ ● www.inti.gob.ar |     