

## SMEs Export

### Argentine technology and innovation

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#### Export Potential

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## BOMBADUR S.R.L., pumps tailored for each market



Founded 46 years ago, Bombadur S.R.L. is a SME located in Buenos Aires, Argentina, with a branch in Brazil, that designs and develops pumps for refrigerating gas recirculation, and also comprises industrial gases transfer and liquefied petroleum gas (LPG), with special models for each market.

Its experience in the refrigeration industry results essential for the company's success. ***The company currently produces twenty-two models of pumps distributed in three segments: refrigerant plants for food, carbon dioxide and LPG.***

Bombadur began working with INTI in 2006, when mechanic specialists of the Institute offered the company their technical assistance and development of new products, while professionals from the meat sector worked on turnkey export projects. ***It is currently receiving technical assistance on subjects related to energy efficiency.***

Luis Adur, owner of the company, said that ***the company developed a pump with a chamber system that had no resemblance to a similar one and all its models overcame cavitation difficulties*** (liquid intake and expulsion).

The company already exports to several markets in Latin America with after-sales services through its distributors trained for such purpose. **Today, they are planning to expand their exports to countries in Central America, Asia, South Africa and North Africa.**

An interesting experience in its export history brings us to Pakistan, when in the mid 90s the company promoted the installation of refrigerators in that country, but were unaware of the characteristics and quality of Argentine technology. Then, the Argentine Association of Food Industry Suppliers (AdePIA) invited the companies interested in making the investments to visit, together with INTI, Argentine refrigerators and machine factories, allowing Bombadur to export engineering and equipment to that country.

Luis Adur says: We stand out by our quality and personalized assistance. Before selling an equipment, we analyze the needs of our customers to offer them a product that suits them and we are committed to achieving permanent improvements generated from the constant bond with our customers.



## FRÍO RAF S.A., more than fifty years refrigerating the food industry



FRIO-RAF S.A is an industrial refrigeration company, located in Rafaela, Santa Fe province, Argentina. **The company manufactures industrial refrigeration equipment with ammonia and natural refrigerants intended for refrigerators, food industries in general and logistics distribution centers, with special care of the environmental impact.**

The production plant has 6 thousand square meters, 4 warehouses and 7 overhead cranes to lift and move the equipment manufactured. Its technicians and engineers project, design and quote works for the meat, dairy, fruit and vegetable, chemical, petrochemical, wine, fishing, beverage and cold storage industries.

**Frío Raf is one of the two main refrigeration suppliers of Argentina and is among the five largest in Latin America.** It is certified by ASME standards (The American Society of Mechanical Engineers) and by The National Board, in charge of registering all ASME certifications.

The company has maintained a close relationship with INTI's Rafaela headquarters for more than twenty years, where it has performed material and resistance trials, among others. **Recently, the company tested in INTI an equipment for the line of evaporative condensers, allowing them to get approval of the raw material for manufacturing carbon steel tubes.**

They began to export to Mercosur fifteen years ago. Germán Parola, project manager of the company, says: We exported for the first time to Paraguay, to a German company that concentrated the market of high quality sausages and cold cuts. That first experience made us participate in a tender along with German companies, and we were chosen. Winning that tender represented entering a market in which we are currently leaders.

It has after sales service in Uruguay, Bolivia and Paraguay. In those countries that do not have it directly, they sell the products through installers in charge of carrying out the refrigeration projects in the markets of their regions, to whom they provide training.

**"We make an effort to refrigerate cleanly, without impacting the environment and consuming as little energy as possible.** We are a leading industrial refrigeration company in Latin America and we are chosen for the quality of our products, their efficiency, our commitment to the customer and our path of more than half a century in the market", concluded Germán Parola.



## F.P. INGENIERÍA S.R.L., turnkey solutions for dairy, meat and honey producers



Founded in 1991 in the province of Buenos Aires, the company is made up of a group of engineers and technicians qualified in the design, manufacture and repair of machines and equipment for the dairy, meat and beekeeping sectors.

**FP Ingeniería was the first company to develop the technology of the slaughter division for medium and small animals in Latin America, authorized by the National Service for Agri-food Health and Quality (SENASA).** This technology allows the slaughter of several species with the same equipment and adds value to small-scale productions.

The company contacted INTI's meat sector for the first time to carry out a study of penetration and temperature continuity of a solid waste digester for slaughter with meat. Then, specialists from the Tandil headquarters of the Institute developed a team to obtain propolis hydroalcoholic solution (beekeeping derivative).

**As to the design and manufacture of machinery and accessories for the beekeeping sector, FP Ingeniería counts with extraction, fractionating, homogenizing equipment for exporters, machines to process pollen, cosmetics and honey-based fermentation.**

It includes from the manufacture and assembly of fixed extraction rooms, to pasteurization and packaging. It also developed a Mobile Extraction Room, certified and approved by SENASA, which meets the requirements for the extraction and storage of honey in the field. The most recent innovation of FP Ingeniería is the manufacture of a 4-in-1 equipment (filters, centrifuges, packs and avoids uncapping rework), winner of the Gold Medal at the beekeeping fair, FILAPI 2014.

The company offers warranties and after-sales services abroad through trained technicians. Among the destinations of its products we can mention exports to Chile, Bolivia, Uruguay, Venezuela, Japan, the United States and to Arab countries. **They are currently aiming at entering the markets of Brazil, Colombia and Peru, among others.**

Jorge Pérez, one of the owners of the company, points out: Our direct relationship with the customer allows us to see what they need in the first place, and then design the project with the best price-quality solution. We are an engineering company that develops tailor-made products, with turnkey equipment and comprehensive solutions.



## VMC REFRIGERACIÓN S.A., refrigeration to ensure food quality



Located in the city of Rafaela, in the province of Santa Fe, Argentina, VMC has been in the market for the last 65 years and is specialized in gas compression technology for the development of industrial refrigeration solutions for a large range of food, chemical and petrochemical companies. **The company embraces the design, manufacture, assemble and start-up of refrigeration systems for food processing and preservation purposes, according to the highest safety and quality standards.**

VMC works with INTI's Rafaela branch in the certification and control of measuring elements used to certify production standards. In turn, it performs different types of material trials, development of welding procedures, and certification of qualified welders for its plant. ***Through INTI and the International Institute of Ammonia Refrigeration of Argentina (IIAR) VMC is working on the development and implementation of a National Standard for the design, implementation, commissioning and maintenance of industrial refrigeration systems.***

From the year 2000, the company Howden Compressors LTD from Glasgow (Scotland), appointed VMC as its exclusive representative and distributor in the Mercosur and neighboring countries, for the commercialization of its famous screw compressors. Together with Howden, VMC has reached the entire Latin America and installed equipment in Mexico, Cuba, Puerto Rico, Panama, Costa Rica, Honduras and Guatemala. VMC also founded an independent company called Mercofrío S.A. to meet the demand for after-sales services in order to satisfy the demands of the clients in a timely and correct manner. ***Nowadays, it aims at consolidating its position in Latin America and reach new markets.***

***The company even implemented an ISO certified quality assurance system and an ASME (American Society of Mechanical Engineers) certified manufacturing standard,*** the world's leading code for the manufacture of pressure vessels, also accepted in the European Union.

***We develop efficient, personalized and sustainable refrigeration solutions to contribute to obtaining the highest quality food.*** In line with tendency in the area, we design refrigeration systems for processes and conservation according to the highest safety and quality standards. In the field of energy, we explore innovative technological solutions for maximum savings, while striving to contribute to the development of production and treatment of gas and oil in our country. We are chosen for our experience and the support of the people behind the name of the company, said José Ignacio Berta, sales representative.



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## • International Technical Cooperation



Recently, INTI has been chosen to integrate two international research consortia through the program Research and Innovation Staff Exchange (RISE), which is part of Marie Skłodowska-Curie Actions (MSCA) of the European Union.

Se4All brings the possibility of naturally fortifying dairy products with a micronutrient, selenium, through its inclusion in alfalfa hay pastures. The research group is made up of INTI, National University of Litoral and INTA of Argentina, together with institutions from Italy, Spain, Ireland and the Czech Republic.

Tracewindu, the other project selected, will seek to ensure and improve the traceability of wine along the entire value chain, with intelligent labeling and data recording through blockchain technology. This way, consumers will be able to make purchases based on complete and reliable information about the production process. 11 partners are participating in this consortium, including Argentina, Spain, Italy, France, Serbia and Montenegro.

Both consortia are led by the Autonomous University of Barcelona (UAB) and will start to be executed by mid-2021.

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## • INTI's Actions Aimed at the Latin American Meat Sector



INTI has a vast experience in the design and layout of plants of slaughter, stripping and meat products manufacturing. The technical assistance in the design and readjustment of slaughter plants can be of a single species or multispecies and be focused on the processing of poultry, beef, pork, sheep, goats and other non-traditional meat. Other activities include the design of plants for the production of fresh, dry and cooked meat products, sausages, cold meat and canned meat.

INTI's experience in the production and processing of products of meat origin is extremely wide. The technical assistance offered includes training in operational positions in quality and safety, and the implementation of regulations such as BPM, HACCP, BRC and ISO 22000.

One of the latest topics developed by INTI involves the analysis of the environmental impact of meat production by means of determining environmental footprints, within the framework of the product's life-cycle assessment.

So far, the Latin American countries in which INTI has provided technical assistance were El Salvador, Venezuela, Bolivia and Ecuador, while Argentina, thanks to its industrial meat diversity, allows addressing several aspects of production plants for both domestic and international markets.

## INSTITUTIONAL RELATIONS AND COMMUNICATION MANAGEMENT

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