



SMEs export

Argentine Technology and Innovation

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Exporting Potential

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CAMPAMENTO S.A., benchmark in clothing for extreme weather



Founded in 1984, in the province of San Juan, Campamento S.A. specializes in the production of warm uniforms under Ansulta brand, intended for Antarctic programs of different countries, and in the manufacture of technical mountain clothing.

Their brand and products are recognized in different fields, both nationally and internationally and are regarded as high-end for their design, quality and technology. They have obtained the "Nation Brand" certification as well as the official distinction to the quality of Argentine design with the Good Design Hallmark awarded by the Ministry of Productive Development of Argentina.

With the assistance of INTI's specialists in management technologies, the company has participated in the Kaizen Tango project, which has allowed them to incorporate the philosophy of continuous improvement. Thanks to the application of Japanese technologies, they have managed to progressively increase their level of productivity, eliminating line losses, reprocessing, unnecessary transport, search times, among other aspects.



The company has a production capacity of 200 thousand garments per year, among which the following stand out: technical jacket (it is windproof, waterproof and thermal) Goretex, Polartec, Prissa H, Goretex Fusion, Raptor, Aconcagua, and Antarctica models; Goretex Pro and Aconcagua H pants; Windbreaker gloves, Mitts, Orion; Pampa balaclava helmet, Aires underwear pants, Aires underwear shirt, Tibet socks and Puna collar, among others. All its products are certified under Standards ISO 9001:2015, ISO 14001:2015.

It exports to Chile, Austria, Spain, Uruguay and the Netherlands, and it is currently seeking to expand to Latin America and Europe.

Matías de la Fuente, Head of Management Systems of the company, highlights some of the main strengths of the firm "We are the first Argentine company to heat seal the seams in waterproof clothing. We are licensed to produce with all Polartec® fabrics; besides, we are the only company in South America licensed by W.L.Gore Associates to manufacture clothes with the prestigious Gore-Tex® fabric; companies recognized around the world that have not only provided us with the raw material, but also with the necessary knowledge to develop highly technical products with strict quality and safety special standards."

The company studies each model in detail to accomplish simple but technically superior designs to meet the requirements of different fields. To do this, the best Argentine athletes contribute with their advice, suggestions and by testing each garment under extreme conditions before being launched on the market in order to ensure all the aspects that define and characterize these clothes: functionality, durability, comfort and aesthetics.

• HS CODE (NCM)

- 6201.93.00.110F / Goretex Technical Jacket
- 6101.30.00.214T / Polartec Prissa H Technical Jacket
- 6116.93.00.200P / Windbreak Gloves
- 6210.40.00.911X / Goretex Pro. Aconcagua H Pants
- 6203.43.00.110X / Goretex Pro Pants
- 6210.40.00.111D / Goretex / Fusion / Raptor / Aconcagua / Antártida Technical Jacket
- 6216.00.00.929X / Gloves Mitts
- 6505.00.22.100T / Hat
- 6505.00.90.921Y / Balaclava Hat
- 6210.50.00.111T / Goretex Fusion Technical Jacket
- 6103.43.00.110Q / Aires Underwear Pants
- 6109.90.00.111N / Aires Underwear Shirt
- 6115.94.00.200H / Tibet Socks
- 6117.10.00.300P / Puna Collar
- 6505.00.22.290C / Pampa Hat
- 6102.30.00.214L / Polartec Prissa D Technical Jacket
- 6210.50.00.911L / Goretex Pro Pants



MUNDO BOMBERO S.A., recognized quality in thermal protective clothing



Located in the city of Wilde, in the province of Buenos Aires, Mundo Bombero S.A. is a family SME, with experience in the design and manufacture of solutions in thermal and fire protection clothing for firefighters.

The company received technical assistance from INTI in all the certification processes of **thermal and fire protection clothing**, becoming the first Argentine company certified in this field.

In order to comply with quality standards and the necessary safety standards to minimize risks and increase user protection, specialists from the textile laboratory carried out tests of the thermal transfer and fire behavior of the different fabrics of the clothes.

With a production capacity of 10,000 units per year, the company has achieved the certification of Standard ISO 9001:2015 and product certifications in its lines: Scorpionland, S.O.S. and Hellion.

"We are a company that advises, designs and manufactures solutions in protective clothing for fire stations or companies that need personalized attention and quality regarding both products and services," says Daniel Sosa, founder of the company. Furthermore, he emphasizes that they understand the concept of safety and care for people and have a solid commitment to their clients, adapting each service to their needs.

Mundo Bombero exports to Peru and Bolivia and they are interested in expanding their scope to other Latin American countries with the following products:

- **S.O.S. Line**

Multipurpose protective clothing, developed and designed to facilitate and protect the firefighter in vertical rescue tasks, extrication, small fires and confined spaces. Overalls, jackets and pants. Product certification in compliance with Standards UNE-EN ISO 15384:2018; UNE-EN ISO 13688:2013; UNE-EN 15614:2007.



• **Scorpionland Line**

Clothing for forest fires, composed by jacket, shirt, pants, internal thermal vest (optional), respiratory protection mask and neck cover. Gloves, goggles and special boots are additional to the line. Product certification by Standards UNE-EN ISO 15384:2018; UNE-EN ISO 13688:2013; UNE-EN 15614:2007.

• **Hellion Line**

Structural fire clothing, composed by jacket and pants, hood (patented unique design), boots and gloves, essential elements that protect the firefighter. Product certification in compliance with Standards IRAM 3870:2007; IRAM 3871:2019; UNE-EN 469:2006/1M:2007; UNE-EN-ISO 13688:2013.

"We are proud of being able to offer a reliable and high-quality product that follows all national and international standards," concludes Daniel Sosa.

• **HS CODE (NCM)**

- 6211.32.00 / S.O.S. Line
- 6211.32.00 / Scorpionland Line
- 6204.23.00 / Hellion Line



TALITA KUM, conquering new markets with the traditional Pampa alpargata



Talita Kum is a young textile company located in Las Breñas, province of Chaco, which specializes in the production of urban footwear, in particular the traditional and ancestral Pampa alpargatas or espadrilles, as well as workwear for health, construction and gastronomic industries, among others.

INTI's professionals assisted the company in processes to improve the production and product quality systems, which has allowed it to adapt to new market requirements and significantly improve its productivity and logistics. These improvements led to an important increase in the production of preventive clothing against COVID-19.



Talita Kum received the Young Entrepreneur award of distinction from the Chamber of Commerce of Las Breñas. Its owner, Gonzalo Montenegro Brillada, aims at exporting traditional Argentine footwear: Pampa alpargatas to neighboring countries and Europe.

Alpargatas or espadrilles are a comfortable, cheap, unisex footwear of excellent quality. The traditional ones are recognized by the Pampa guard and the rubber sole. They also produce sports and work clothing for the industry, the countryside, construction, gastronomy, cleaning and health.

• HS CODE (NCM)

- 6205.90.90.290N / Shirts
- 6404.20.00.119J / Alpargatas with heel and laces
- 6404.20.00.129M / Alpargatas without heel



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• International Technical Cooperation



INTI aims at positioning silk production as a sustainable activity capable of generating an economic income for small producers and craftsmen in the Latin American region by promoting the project "Contribution to the reduction of regional poverty in Latin America and the Caribbean, through sericulture with a sustainable approach and added local value".

Sericulture makes sense as a promotional tool for the most vulnerable sectors of rural areas when it includes the addition of value, which implies the transformation of silk cocoons into

• Capabilities of the INTI for International Markets



INTI PHOTO FILE

INTI's capacities to strengthen the textile industry in countries of the region have been made available within the framework of international technical cooperation projects. It is worth mentioning that in the last 10 years INTI has been executing projects to strengthen the capacities of state institutions in Peru and Bolivia, with financing from the FO AR (Argentine Fund for South-South and Triangular Cooperation) of the Argentine Foreign Ministry. All of them have achieved not only the transmission of knowledge for the implementation of ISO standards in laboratory



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different products: textile crafts, yarns, tissue paper, jewelry, including cosmetics and personal hygiene items. In this sense, the SEDA Project encompasses actions that go from training in primary production and development of post-production technologies to the genetic research of the silkworm, as well as the improvement and equipping of production units and laboratories, all of this with a clear strategy of environmental sustainability.

The working groups are technically managed by INTI, together with the National Institute of Agricultural Technology (INTA), the Faculty of Agronomy of the University of Buenos Aires (FAUBA - UBA), the "Indio Hatuey" Experimental Station of Cuba, the Patronage of the Sericulture and Rebounding Tourism and Training Centre (Patronato del Centro Turístico y de Capacitación Sericícola y de Rebocería) of Jiquilpan in Mexico and the State University of Maringá in Brazil. Furthermore, the Pontifical Bolivarian University of Colombia, the ONLUS Sociolario Cooperative of Italy, the Amazonian State University of Ecuador and the University of Minho of Portugal accompany the instances of the project as associated entities. All of them together allow to reach a sectoral approach that involves 7 countries.

The SEDA Project is endowed with a collaborative nature. It is part of the ADELANTE program of the European Union that, through triangular cooperation, seeks to promote horizontal relations between the countries of Latin America and the Caribbean, and between them and Europe, in order to boost the exchange of knowledge and take advantage of the capacity of all its partners to provide solutions aimed at the sustainable development of the region.

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management, but also the determination of fiber quality, as well as clothing design and fashion trends within the camelid fiber sector.

The camelid textile industry (based on obtaining fibers from alpaca, vicuñas and llamas) represents a priority sector within the industrial and economic framework of said Andean countries, thus the technical knowledge provided by INTI has been very well received and it has contributed to the development goals of these countries.

Furthermore, and within the framework of technical seminars and presentations on the map of indigenous design, INTI's actions have contributed to the dissemination and visibility of the apparel textile industry and Argentine design as prosperous sectors that in recent years have increased their exports to the world, supported by excellent local raw materials, the quality of work of Argentine SMEs and the outstanding talent of national designers.