

## SMEs EXPORT

# Argentine Technology and Innovation

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### Exporting Potential

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## Vallesol SAPEM, excellence and quality in raisins



From Chilecito, province of La Rioja, Vallesol produces Thompson and Flame raisins. ***It is the only one in South America that produces its grapes through the DOV (Dried on Vine) mechanized harvesting system, offering a high degree of safety and innocuousness to its raisings as they are free from contamination.***

With more than 200 hectares harvested, Vallesol has a production capacity of one million five hundred thousand kilos of raisins per year and has succeeded in exporting to Europe, the United States and Central America. They are currently willing to expand their foreign market to Japan, the Middle East, China, South America, Russia and everyone who wants to know their products.

“In Europe, we had to show our product at a fair to achieve business relationships. Customers need to know and hold the product in their hands and establish a face-to-face contact. We produce, process, pack and export from the company,” said Julio Alarcón, president of **Vallesol SAPEM**.

INTI collaborated with the adaptation of its safety system to the new version of the standard ISO 22000:2008, which facilitated the recertification of the standard through IRAM. It also counts with Kosher and Organic certifications granted by ECOCERT.

From the harvest of the vine to the distribution, there is an exhaustive control in each one of the productive stages. Irrigation is regulated gradually. Natural compounds are used for pest control in vineyards. The harvest is mechanical. Vallesol has raisin drying ovens, obtaining the best value for processing.

Its production line is physically separated into two modules. In the first module, the raisin is received and the remains of plant material, stones and any other physical contaminant that may be accompanying the fruit are removed, the main advantage to highlight is that when harvesting with the DOV system, physical contaminants are practically non-existent.

In the second module, the raisin, free of physical contaminants, is subjected to a washing, polishing and visual inspection process prior to packaging.

The last step is the weighing and packaging of the product, then the closed box is passed through a metal detector for palletizing and storage in a warehouse with controlled temperature and humidity.

“The customer is interested in buying our artisan product, as a delicatessen, they see us with a different personality. We are working on obtaining the Fairtrade social certification. This makes us different,” said Julio Alarcón.

• HS CODE (NCM)

- 0806.20.30.900 / Sultana Raisins



## ORGANIC LATIN AMERICA SA, leaders in organic rice export



From the provinces of Corrientes and Entre Ríos, *Organic Latin America SA* specializes in the production of high quality and variety organic rice, organic rice flours, gluten-free legumes, rice-based foods and organic legumes such as cookies, premixes, among others.

***It is the Argentine company that produces the widest range of organic rice, such as: long fine, short grain, medium grain, carnaroli, aromatic, glutinous, black and long wide grain rice.***

***All our products are certified ecological, organic, Kosher, gluten free, free of genetically modified organisms, free of cow's milk protein and suitable for vegetarians and vegans.***

It has a high international demand, and its main markets are Australia, New Zealand, United Arab Emirates, Ecuador, Peru, Bolivia, Germany, Holland, Italy, Denmark, Japan, United States, Canada and are planning to enter the markets of Brazil, China, Korea, Singapore, Mexico, Russia, Sweden, Finland, Norway, France and Great Britain.

Every month, it produces between 600 and 1000 tons of rice, 95% of which are for export and the rest for the Argentine market.

Together with INTI, organic gluten-free, vegan-friendly and high-protein premixes are being developed for pastas, hamburgers and cereal bars.

Christian Martínez, president of the company said: "We have been the first company in the history of the Argentina-Japan relationship that has exported rice to Japan, and we are the first exporters of organic rice flour," and he added: "We were awarded for our trajectory by the International Agricultural Organization, by the Export Ar Foundation and the Master in Agribusiness of the Faculty of Agronomy of Buenos Aires."

"Our products offer characteristics that no other company in Latin America has yet been able to achieve, for example: we produce and export more than 5 different varieties of rice and we have another 5 that has never existed in Argentina ready to be added, such as Calrose (medium grain of USA origin), Hinohikari (short grain of Japanese origin), Aromatic Black rice (short grain Chinese-Brazilian origin), Formosa (special short grain for paellas) and reduced size Carnaroli (grain of Italian origin).

***We are the only company that can ensure the arrival of organic products without insects due to a system of large-scale modified atmosphere that we have developed and patented.*** We are the first company in South America to make a Gran Reserva rice matured for 24 months."

Organic Latin America S.A. is a company whose objective is to differentiate itself through technology, innovation, knowledge and the production of different types of organic rice, gluten free rice and beans flour, and processed organic foods, which adjust to the characteristics requested by their client.

• **HS CODE (NCM)**

- 1006.30.21 / Organic long grain white rice
- 1006.20.20 / Organic long grain brown rice
- 1006.30.21 / Organic short grain white rice
- 1006.20.20 / Organic short grain brown rice
- 1006.30.21 / Organic short grain glutineous white rice
- 1006.20.20 / Organic short grain glutineous brown rice
- 1006.30.21 / Organic carnaroli white rice
- 1006.20.20 / Organic black rice
- 1102.30.00 / Organic long grain and short grain rice flour brown and white
- 1102.30.00 / Organic Glutinous Rice Brown and White Flour
- 1102.30.00 / Organic low inorganic arsenic rice flour
- 1106.10.00 / Organic chickpeas flour



## BODEGA FAMILIA CECCHIN, benchmark in organic and natural wines



From the first wine-growing area in the province of Mendoza, Rousell Maipú, the Familia Cecchin SRL Winery produces different lines of certified organic natural wines such as **Blend, Malbec Roble, Natural Malbec without added sulphites, Malbec, Graciana, Carignan, Cabernet Sauvignon, Syrah, Merlot, Chardonnay and Rosé.**

Its wines are certified organic and vegan by the International Agricultural Organization (IAO) and it has a production capacity of 700 thousand bottles per year.

Together with INTI, they are working on the formulation of a new product for the diversification of the viticultural matrix through a dressing produced with green grapes that would replace vinegar to acidify foods. On the other hand, they are working on the development of alcohol-free wine and physico-chemical controls, determinations of gluten-free in wine and microbiological tests, among other, are periodically performed.

Its natural wines are recognized worldwide and have already reached countries such as the United States, Canada, England, France, Japan, Australia, China and Brazil. They are planning to expand the foreign market to India, the Middle East and all those countries that wish to incorporate non-alcoholic wines.

Alberto Cecchin, managing partner said: “Exporting gave me the opportunity to travel to international fairs, which has allowed me to know different styles and open my mind to new forms of production and to know about new forms of consumption.”

***Familia Cecchin Winery is one of the first ones in the country to certify organic since 1999. They have never used agrochemicals in their entire history. At the same time, it is the first winery to start producing sulphite-free wines in Argentina and they have been leaders in that area for more than 20 years.***

***Another line is its natural wines*** with a 100% natural fermentation. When it comes to organic wines, there are some products allowed in the vineyard to fertilize and disinfect of mineral origin and, in the case of natural wines, nothing is added to the vine or to the fermentation.

“We collect the fruits at the precise moment, respecting their own space and time and, thus, our natural production and elaboration process accompanies the environment, maintaining the continuity of ‘non-chemicals’ until bringing the product to the tables. Our wines have been produced with the same philosophy for more than 100 years. We define ourselves as owners of a great future because every day the demand for organic products is growing more and more, so we are well prepared to face the future.

Our clients choose us for our history; once consumers taste our wines, they really feel the fruit as they are very genuine, pleasant and honest wines,” concluded Alberto Cecchin.

• **HS CODE (NCM)**  
- 2204.21.00 / Wine



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## • International Technical Cooperation



“Se4All, Se-bioFORtified ALfaLfa for Se-enriched Dairy products” is an international collaboration that seeks to increase the concentration and bioavailability of selenium in milk and dairy products through an environmentally friendly and low-cost methodology.

This project establishes the possibility of fortifying dairy products with a micronutrient, selenium, in a natural way, through its inclusion in alfalfa hay for feeding milking cows. This way, it is sought that the milk produced has this mineral incorporated without the need to add additives during industrialization and to determine how much nutrient is actually part of the milk.

For this collaboration, the INTI integrates a consortium led by the Autonomous University of Barcelona (UAB), together with the National University of the Litoral and the INTA, of Argentina; the Univesritá Degli Studi di Roma La Sapienza and the European Innovation Network (EIN-SME), of Italy, the SME Beal Organic Cheese Ltd., of Ireland and ALBA Synchrotron, of Spain.

“The INTI will specifically work on carrying out techno-functional analyzes of milk enriched with selenium in order to be able to determine which will be the possible dairy products that can be produced from milk biofortified with selenium.

## • Capabilities of the INTI for International Markets



Consumption of organic products is growing around the world due to the growing concern of consumers to access healthy products. Argentina is among the first organic producers in the world, since it embraces food and products of a high added value, nutritious, healthy and certified, produced in the fields of the 23 Argentine provinces.

According to Rubén Geneyro’s words, president of INTI, “organic production has been growing at interannual rates exceeding 10% and already has more than 3.6 million certified hectares, which places our country as the second worldwide regarding its space under the organic certification regime, right behind Australia. In turn, global demand for organic products continues to grow steadily –especially in the US and Europe– and total sales currently exceed USD 100,000 million.

INTI has been developing different activities to support regional organic production with the purpose of increasing value in the different regions of the country, incorporating technology and good practices, scaling up products at an industrial level, generating pilot productions to be used as samples and export consignments, and the implementation of quality and differentiation systems in line with the demand of target markets, as well as the provision of technological assistance for the improvement of processes and products, highlighting the organic attributes and regional identity.

Based on the studies of the technological aptitude of milk and other physicochemical parameters, standardized protocols for the production of biofortified dairy products will be developed, considering aspects of technological, quality, and sensory evaluation nature, among others.

Se4All involves the following departments: Development of Ingredients, Development of Processes and Valorization of by-products of the Operational Submanagement of Food Technology.

This project is part of Marie Skłodowska-Curie Actions (MSCA) of the European Union, which selects and finances scientific research experiences around the world. Recently, RISE chose 74 projects that brought together 823 organizations (among them, 117 are SMEs) from 137 countries; INTI is participating in two of the selected R&D projects.

Currently, we are accompanying small producers of juices and nectars, gluten-free flours, fine fruits, bottling, closing and labeling of organic wine –as well as organic high-altitude wines–, sweets, rice, spices, quinoa, drinks based on tea and yerba mate, aromatic essential oils, organic sweets and balanced food for the water industry. These initiatives are being developed in 12 Argentine provinces, covering a multiplicity of productive issues that can be addressed by INTI, added to the knowledge of the characteristics of each territory and local productive reality.

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