

EDITION

54TH YEAR 2025



COATINGS

SMEs EXPORT

Argentine technology and innovation



CONTENTS



Coatings

EDITORIAL

Page 5

ECOBLASTING A company that professionalizes the treatment of industrial surfaces

Page 7

REVESTA When anti-corrosive paint was ahead of its time

Page 10

KARTONSEC Half a century providing waterproof solutions

Page 13

PLAQUIMET More than resins: an Argentine company that builds trust

Page 16

VENIER Argentine quality with technical support

Page 19

COLLABORATIONS IN THE COATINGS SECTOR

Page 22

Editorial



As manufacturers, users or those responsible for the management of products, equipment or structures, we aspire for their useful life to be as long as possible. One of the main challenges to achieve this is to avoid or mitigate the degradation of materials due to the effects of the service environment. These deterioration phenomena, which generally begin at the interface between the material and its environment, depend to a large extent on the condition and treatment of its surface. Therefore, properly protecting surfaces not only preserves their appearance: it is a key strategy to protect the integrity and maximize the durability of any industrial development.

Surface protection in Argentina, especially with regard to metal structures, has a history closely linked to the country's industrial development. Since the middle of the 20th century, with the expansion of sectors such as the energy, naval and railway industries, it became strategic to have technologies capable of preserving infrastructures and equipment exposed to aggressive environments. In this context, universities such as UBA, UTN and UNLP, together with institutions such as the National Institute of Industrial Technology (INTI), -through its Applied Electrochemistry area, later the Surface Processes Center and currently the Advanced Materials Directorate- began to play a key role in applied research, the study of corrosion in different environments and the evaluation of the performance of coatings according to local conditions.

Over time, international standards, testing methodologies and processes such as galvanizing, phosphatizing and cathodic protection were incorporated, while national capabilities in testing, inspection and quality control were consolidated. The creation of technical committees (IRAM, ENARGAS, IAPG, to name a few), the development of specific regulations and the promotion of certification of people and processes have contributed to further professionalize the sector.

Within this framework, since 2010 INTI has been promoting a certification scheme for surface protection personnel under the IRAM/ISO-IEC 17024 standard. Relaunched in 2020 with a modular approach, it includes theoretical and practical evaluations, aimed at validating technical skills, prioritizing key tasks to ensure proper protection. In this 2025, the re-launching of the certification of industrial painters is being carried out in 2025, with projection towards other specialties such as surface preparation and inspection, consolidating a key tool for the continuous improvement of the sector.



The Argentine coatings and surface protection industry concentrates a deep technical knowledge, developed over decades in constant dialogue between the productive sector, the scientific-technological field and the State. This articulation has allowed the generation of solutions adapted to local challenges, with quality standards in conditions to be projected internationally. Promoting Argentine work in this field abroad not only strengthens the insertion of our SMEs in global value chains, but also makes visible a strategic capacity of the country: to manufacture quality materials, protect what we produce, extend its useful life and do it with technical criteria, sustainability and commitment to continuous improvement.

Eng. Héctor Ignacio Pérez

**Advanced Materials Manager
Industry and Services Operational Submanagement**



ECOBLASTING



A company that professionalizes the treatment of industrial surfaces



Ecoblasting transformed its original industrial maintenance-oriented work into a high-level technical proposal. In a sector that has historically lacked solid technical frameworks in Argentina, the company chose to professionalize processes, incorporate technology and work under demanding standards. Thus, it turned experience into a competitive advantage, with a strategic vision and sustained environmental commitment.

It all started with a real need. Dry ice blasting emerged as a rarity when no one was talking about dry ice decontamination. And it became, over time, the hallmark of a team that not only brought the first machine to the country, but also designed a culture focused on technically prepared surfaces, ready to resist, last and protect industrial assets.

That is why they talk about grits, granulometries, coatings and materials as if they were watchmaking instruments. Because they are. Every technique, every machine, every high-pressure equipment responds to a millimetric protocol. And that is what they came to order. To elevate. To standardize.

In this process, the assistance of the National Institute of Industrial Technology (INTI) was not a formality: it was a hinge. Twelve years ago, Ecoblasting understood that in order to move up to the next level, more

than technology was needed. It required method, traceability, control and training. And that was when they began to work together with INTI's Advanced Materials Division.



The global protective coatings market size was accounted at USD 15.60 billion in 2024. The market is expected to reach around USD 23.95 billion by 2034.

Source: Precedence Research

“We provided technical support to Ecoblasting in the incorporation of the application of coatings to the services it already offered, with the aim of fully integrating surface protection processes. In addition, we provided assistance to strengthen its inspection and quality control capabilities for its processes, which contributed to improving its technical positioning in the sector”, explains Héctor Pérez, director of Advanced Materials at INTI.

This transformation was tangible. Ecoblasting went from being a company with a vision to one with support. With structure. With an approved technical language. With tools to position itself in complex projects in sectors such as oil, food, mining, agribusiness and pharmaceuticals. And to do so with the same certified quality standard demanded by large companies.

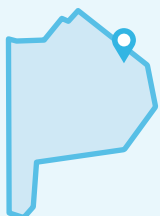
Today it offers specialized services in cleaning, treatment and application of coatings on industrial and civil surfaces. Its proposal includes techniques such as abrasive steam blasting, dry ice blasting, application of anticorrosive and fireproof coatings, road marking, passive fire protection and high-strength industrial floors. All these services are performed with qualified personnel, state-of-the-art equipment and under international quality standards.

“Ecoblasting is one of the few companies in the world with the capacity for industrial decontamination using dry ice at very high pressures, with its own equipment and personnel. It is prepared to export its know-how to countries such as **Uruguay, Chile, Paraguay and Brazil**, where there is a specific demand for services that not many can offer with this quality, safety and rigor,” says Facundo Santiago, the company's manager.



In the end, what they propose is simple: raise the technical bar in each intervention, guarantee quality at each stage, preserve strategic assets and sustain operations over time. Everything else is a consequence.

“We are a company with more than 30 years of experience in civil works, led by Ernesto Blumenkrans, and in which, two decades ago, we decided to create a unit specialized in surface treatments applied to industry and restoration. A unit with a technical focus, which makes innovation and quality assurance its way to grow. We do it with a conviction: if a treatment is not well executed from the beginning, it does not fulfill its function. That is why those who try our service come back. Because we take care of their facilities as if they were our own”, concludes Santiago.

**Danmark SA (Ecoblasting)****City of Buenos Aires**

Integral solutions in surface treatment and coating for the industrial and civil sectors.

- Annual production capacity. 200.000 m²





When anti-corrosive paint was ahead of its time



The history of Revesta began with two young immigrants reading European magazines as a hobby. Maria Rado and Pedro Konstandt arrived from Hungary and Germany with an unusual technical background and a keen intuition. What they discovered in those publications -something called “epoxy”- was not fashion, it was a vision of the future. In Argentina, nobody knew how to apply it and nobody produced it either. They knew how to complement both aspects and they did it when nobody else dared.

Thus was born in 1963, the family business we know today as Revesta SAIC. In the beginning, they manufactured and applied their own products. The priority was not only to market paint: they had to prove that they delivered what they promised. The original name, Konstandt Revesta, already explained their purpose: anti-corrosion coatings. It was not a coincidence, but a solid technical conviction.

Over time, and thanks to a far-reaching strategic vision, this company became one of the only two in Argentina specialized in high performance epoxy coatings. Starting in 1980, for 25 years, they were licensees of a multinational company, which led them to develop an internationally audited quality department. At that time, two-component coatings were a technical language reserved for a few. Today, they are a fundamental part of the industry. Revesta didn't just adopt them: it was the driving force behind them.



The global epoxy resin market size reached USD 12-14 billion in 2023-2024. It is projected to reach between USD 16.9 billion and USD 24.8 billion by 2030 32, with a compound annual growth rate (CAGR) between 5.9% and 6.6%.

Source: Grand View Research



Over six decades, its portfolio has been consolidated into fourteen product families: epoxies, polyurethanes, acrylics, mortars, flooring, two-component fillers and anti-abrasive paints, among others, all of which have the same objective: to protect surfaces in severe industrial contexts, with the maximum possible durability.

Its flagship product, high-solids self-priming epoxy, represents this journey. It is applied directly to metal, tolerates adhering rust, achieves thicknesses up to 150 microns and can provide protection for two decades.

But the secret is not just in what they make, but how they make it. Revesta was the first to introduce the concept of barrier protection in high-solids paints, reducing solvent content from 40% to just 10 or 12%. It was also one of the first to develop anti-abrasive paints, uncommon in the region, but indispensable in industries where wear is a silent enemy.

Since 1983, Revesta has maintained a strategic partnership with the National Institute of Industrial Technology (INTI). The relationship began out of necessity: the multinational required that its products be tested by external reference laboratories. INTI was, and still is, the technical support that validates each result.

“The relationship with Revesta has been going on for more than forty years. From INTI we accompany them with salt spray tests, adhesion and specific performance evaluations. Our role has been to provide reliable technical support to improve and validate each development, both for the local market and for export”, explained Andrea Poliszuk, head of the Institute’s Surface Processes Department.

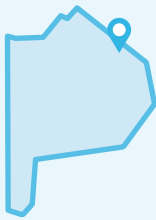
For Marcos Konstandt, current president of the company, INTI’s support goes beyond technical reports: “In addition to the tests, we highly value the training



they provide. Today, we hardly need to explain how to use our products, because there are trained painters. This improves the whole ecosystem. INTI understands the needs of the market and that makes it a strategic ally.

Revesta has been ISO 9001 certified since 1996 and today exports to Bolivia, Paraguay, Uruguay and Chile. Its next steps are aimed at consolidating its position in Spanish-speaking South American markets, where its technical capacity, knowledge of the sector and history can make a difference.

“After more than 60 years in the business, we still believe in the same thing my parents did: if something does not exist, we have to create it. Our experience, our quality, our way of doing things and our respect for each customer are what have allowed us to compete on equal terms with multinationals. And we are still here, manufacturing from Argentina, with our own technology, with the conviction that durability is a value that can also be exported”, reflected Marcos Konstandt.



Revesta SAIC

Don Torcuato, Buenos Aires

Development, manufacture and commercialization of anticorrosive coatings and special paints for general industrial use.

- Annual production capacity: 1,440,000 liters
- Production Plant: 2800 m² covered

• HS CODE:

- 3208.90.10 / Paints and varnishes based on synthetic or modified natural polymers, dispersed or dissolved in a non-aqueous medium.
- 3214.10.10 / Mastics; resin cements and other mastics; plasters used in painting; non-refractory plasters of a kind used in masonry.
- 3506.91.10 / Adhesives and other prepared adhesive products, not elsewhere specified or included; goods of headings 35.01 to 35.04, not elsewhere specified or included.



KARTONSEC



Half a century providing waterproof solutions



Not all companies are born with an obsession. Some grow out of necessity, others out of opportunity. KartonseC was born with a fixed idea: to transform the discarded into a solution. That determination turned it into a family firm that has been manufacturing products for 55 years so that water does not seep in, the cold does not penetrate and confidence is sustained.

While others were recycling cardboard to sell it by the kilo, Francisco González began to ask himself what else could be done with this waste? And he did: he created fibro-asphalt sheets with recycled paper, molded with precision and bathed in asphalt. Thus began the story of KartonseC, when no one was talking about sustainability or circular economy. Today, that intuition has become an industrial complex with six plants and consolidated exports throughout the region.

But getting there was not an automatic process. The market changed, the tobacco dryers closed, the needs diversified. And KartonseC responded to these changes with a great development: the creation of asphalt membranes of multiple compositions, waterproofing paints, thermal products, metallic roofs with tile aesthetics and all the complementary line, with standards certified by IRAM norms and its own distribution fleet. This leap in quality came hand in hand with a strategic decision: to call the National Institute of Industrial Technology (INTI).

“From INTI’s Materials Design Department, we assist KartonseC in the technical evaluation of its products, specifically with regard to organic coatings, which is our area of expertise.



We carry out characterization studies and behavioral analysis in accordance with the national regulations in force. This type of testing provides companies with an objective tool for decision-making, strengthening their competitiveness in the market and ensuring compliance with technical and regulatory requirements”, explains Andrea Poliszuk, head of the Institute’s Surface Processes Department.

For an SME, being able to count on this technical support is no small matter. It is the difference between competing or being left out. It is the possibility of making decisions based on their own data and not on other people’s conjectures.

“INTI provided us with infrastructure, knowledge, tests and technology. As an SME, we could not have solved many of these challenges. It allows us to validate what we do and also to know the real quality of products that we do not yet manufacture, but that we are going to manufacture. It provides us with an accurate, measured parameter, which gives us confidence and support at the time of marketing”, says Carolina Rivara, head of Marketing at Kartonsec.

The same support that led Kartonsec to consolidate its presence in **Paraguay, Uruguay, Bolivia, Chile and Brazil**, where its products have been known and valued for decades. And to continue projecting.

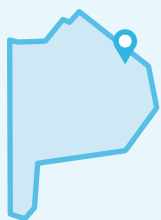
“We want to expand our presence in these countries. More and more distributors are looking for us. We have a competitive advantage that few others offer: internal customs at the plant, total control of traceability, and a technical team that ensures that each load complies with what was promised. We don’t export products. We export waterproof requirements”, says Héctor Etcheverry, plant manager.





The story is not only explained by the quality of the product, but also by the company's way of thinking. A horizontal structure, where all generations are involved. National capital. A professional team of excellence.

"We are a unique company. What sets us apart is not just quality. It's the organization, the freedom to be heard, the speed of response to a problem. It's having more than half a century of experience with proven and accessible products. And continuing to grow. Because for us, waterproofing is not just a product. It is a promise fulfilled", concludes Rivara, leaving a door open for those who want to import Argentine solutions with history, quality and guarantee.



Kartonsec

Ranelagh, Buenos Aires

Production of waterproofing solutions.



PLAQUIMET



More than resins: an Argentine company that builds trust



When Hugo Engstfeld manufactured his first translucent plastic sheets in his parents' backyard, he was driven by more than just the need to generate income. He wanted to create, and he did so with his own hands, with a restless gaze and a determination that was not open to discussion. It wasn't about manufacturing for the sake of manufacturing. It was about understanding what the market wasn't seeing, about anticipating. About challenging the status quo.

That's how Plaquimet was born in 1979. It started with a small artisanal production in Temperley and quickly evolved into a chemical venture that required precision, knowledge, and, above all, vision. The company decided to stop producing sheets and started manufacturing its own raw material: unsaturated polyester resins. The move was as bold as it was necessary. And that was when a story began to be written that today transcends the borders of Argentina.

Plaquimet does not just produce resins. It develops solutions. POLYMET, its flagship line, supplies highly demanding industries such as automotive, nautical, wind power, and construction. On the other hand, BRITEC, its high-performance gelcoat, is more than just a paint: it is a guarantee of resistance, durability, and aesthetics. These ten years of technical support for products subjected to the demands of water, sun, chlorine, and the elements themselves required not only chemical formulations but also testing of each development. This is where the National Institute of Industrial Technology (INTI) makes its contribution.



In 2024, the global market for coating resins was estimated at USD 58 million. By 2025, it is projected to be worth approximately USD 61.4 billion, with a compound annual growth rate (CAGR) of between 5.2% and 5.8% during the period 2025-2034.

Source: Precedence Research

As an example of this intervention, Andrea Poliszuk, head of the Surface Processes Department, explains: **“We performed a tensile adhesion test on a formulation. It is a rigorous, standardized test that allows us to measure whether a coating meets the actual requirements for use”.**

However, the relationship with the Institute goes much further. For decades, Plaquimet has been working with different areas of INTI, such as Plastics, Fires and Explosions, Coatings, and Electricity, to test, validate, and improve its developments.

“Our department supports the company in industrial waste recovery projects, especially scrap from fiberglass composite materials, as well as in the formulation of products suitable for food contact. This technical assistance has a direct impact on sustainable innovation and the competitiveness of its products,” said Cristina Inocenti, head of the Performance and Technologies area at INTI-Plastics.

This synergy, forged through rigorous testing and openness to shared knowledge, allows Plaquimet to expand. Today, it has subsidiaries in **Brazil and Chile, exports to Bolivia**, and has already approved its products for sanitary applications in **Germany**. But more than exporting products, it exports confidence. **And while consolidating its position in these markets, the company also plans to increase its presence in Latin America**, with the conviction that quality does not need a passport: it speaks for itself.

“INTI is our technology partner. Certifying quality with them helps us consolidate customers, win markets, and grow. It allows us to improve our presence in demanding sectors because we not only understand our product: we understand those who use it. And that difference is strategic”, summarized Pedro García Morteo, Business Development Manager.

Plaquimet offers comprehensive support. It provides technical support, training in applications, and collaboration in the certification of customer products. It



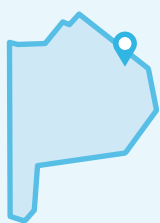
has its own application laboratory that not only improves its processes but also those of those who choose its materials. Because in an increasingly demanding market, understanding the other's production process is a competitive advantage that not everyone is willing to take on.

And if there is one thing that sets this company apart from others, it is precisely that. The willingness to get involved. To provide not only a raw material, but a solution. To offer its customers not only what it manufactures, but also its knowledge.

"What makes us unique is not only the quality of our resins or gelcoats. It is the way we relate to each customer. We understand their project, propose improvements, and are always there for them. We provide technical support, but also human quality. And that, in this industry, is what makes the difference", reflected Gabriela Fernández, Marketing Coordinator.

From Burzaco to Latin America. From a translucent sheet to a multi-award-winning development in industrialized construction. From a solitary idea in a backyard to a company that thinks in terms of region, sustainability, and innovation.

Plaquimet does not just manufacture resins and gelcoats. It builds lasting industrial relationships. It produces value.



Plaquimet SA

Burzaco, Buenos Aires. Santa Catarina, Brazil, and Colina, Chile

Manufacture of composite products..

- Annual production capacity: resins 30,000 tons, britec (gelcoat) 6,000 tons, resin blend 20,000, resin tinting 3,000.
- Annual production plant: 2,175 m² in Argentina

• HS CODE:

- 3907.91.00.900C / Resins
- 3208.20.30.000V / Gelcoat



VENIER



Argentine quality with technical support



Long before becoming a benchmark in the world of paints and coatings, there was a teenager who had to abandon his technical studies to go out and work. But Carlos Alberto Domínguez, far from giving up, chose another path: manufacturing adhesives in the basement of his home with his brother José, using cassava starch and a dream that had no name... until they met Vicente Venier. That retiree sold them his small plant and his brand. That's how it all began.

It was 1955, and they had no laboratory or market. They had passion. They even manufactured on the sidewalk and made deliveries with a Siambretta. One day, they presented themselves to General Motors with a drum of chassis coating and secured an order for 18,000 liters. That was the beginning of the big leap. Then came waterproofing paints, rust converters, and odorless sealants. What didn't exist, they invented.

Today, Productos Venier remains a family business with 70 years of uninterrupted history. They chose the path of solidity, constant innovation, and respect for those who trust their products.

The National Institute of Industrial Technology (INTI) has been part of that history for more than four decades. Every new development, every formula, every test was accompanied by specialists who not only validated results but also offered technical answers and concrete solutions to go further.



Andrea Poliszuk, head of the Institute's Surface Processes Department, explains it this way: **"Since 1983, we have accompanied Venier in the evaluation of its formulations and new raw materials, from the initial stage of development to the final product."**

Venier was the first Argentine company to achieve a paint with INTI-certified quality, the result of its own initiative aimed at offering its customers high-quality products in line with current national regulations.

It was a very enriching joint effort that allowed us, as on so many other occasions, to contribute our experience and ensure its customers reliable technical support".

But it's not just about complying with standards. For those who make Venier, INTI represents something more. "It gives us peace of mind," says José Alberto Domínguez, industrial manager. "Because every time we develop a new product, we think of INTI. Their tests allow us to verify the effectiveness and quality of what we offer. And when a customer has doubts, we have that technical support that makes all the difference. It's not about marketing, it's about verifiable facts".

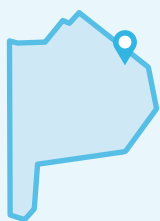
That confidence is what allowed them to take firm steps, even when the country offered no certainties. With a product line that includes high-resistance polyurethane membranes, two-in-one converter enamels, smart waterproofing, and decorative solutions with specific functions, Venier is committed to continued growth. It already exports to the United States, Uruguay, Paraguay, and Bolivia. And it is looking closely at the Brazilian market, knowing that it has what it takes to compete: quality, versatility, and competitive prices.



According to the Precedence Research report, Asia Pacific dominated the protective coatings market with a 79% share in 2024.

José Domínguez, president of the firm and witness to its evolution, closes with a reflection that needs no embellishment: “We have been manufacturing every single day for more than 70 years. We are unique because we don’t just stick to what we already know how to do. We research, we test, we make mistakes, we correct them, and we try again. That’s how we grow. And when we say we are reliable, we say it because we have the means to prove it”.

That’s Venier. An Argentine SME that doesn’t promise colors, it manufactures them. It doesn’t seek to be like anyone else because it has chosen its own path: to do things right, always.

**Venier SA****San Martín y General Las Heras Buenos Aires**

Development of high performance paints and coatings for the home, industry and construction.

- Annual production capacity: 18.000.000 tons
- Production plant:
San Martín plant 4000 m²
Las Heras plant 5800 m²

• HS CODE:

- 23.3208.10.10.000K / Supercoat; Colorimetric; 1700; 3F; Dessutol Int Ext; Latex; Wood-like
- 3208.10.10.000L / Dr Ox; Enamels
- 3209.10.20.100V / Fixative
- 3212.90.90.200Y / Toner
- 3214.10.10.990L / Putty
- 3214.10.20.000T / Coating
- 5603.12.90.190Z / Elastic blanket





Collaborations in the COATINGS sector



The Certification of People in Surface Protection is a voluntary process promoted by INTI, which is developed under the guidelines of the IRAM/ISO-IEC 17024 standard, which guarantees a formal, documented, and recognized scheme to raise the bar for job skills in the different stages involved in the coating application processes. Within this framework, INTI participates as an independent and impartial third party, ensuring the transparency of the process.

The development of this certification would not be possible without the active commitment of national companies with experience in the sector. In particular, Wardes/Corrblast and Ecoblasting have been key players, both in the technical advisory committee and in providing technical support to the Qualification Body, contributing knowledge, equipment, and logistics to strengthen the process.

Wardes S.A./Corrblast is a family business founded in 1974 and specialising in the manufacture, sale and repair of airless pneumatic equipment and abrasive blasting systems, both in Argentina and abroad. It collaborated with INTI in the repair and tuning of the equipment of the Advanced Materials Department. In addition, it provided technical training to the evaluation team in the



maintenance and use of airless application and shot blasting systems, directly contributing to the preparation of the practical evaluation instances.

Ecoblasting, for its part, collaborated by coordinating a workshop that included a technical talk and a practical application of the test tubes used in the practical exam of the certification process. The company provided equipment, logistics, and its field experience to ensure the success of the activity, thereby strengthening the training of the evaluation team.

The active participation of these SMEs in certification and skills improvement processes not only raises industry standards but also expresses a shared vision of the future: a stronger, more professional national industry with international reach.

Wardes S.A. / Corrblast

www.wardes.com.ar

Ecoblasting

www.ecoblasting.com.ar





Secretaría de
Industria y Comercio
Ministerio de Economía

Contact us: boletin_pymesexportan@inti.gob.ar

INSTITUTIONAL RELATIONS AND COMMUNICATIONS OPERATIONAL MANAGEMENT
Institutional Relations Deputy Management



SCAN AND SEE
all our news



www.inti.gob.ar