



## SMEs export

### Argentine technology and innovation

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#### Potential Exporter

- La Mansa Winery, **organic wines from the Andes** land at the Asian giant
- Dolbi, **safe technological solutions for the agricultural production**
- Pharmamerican, leader in dietary supplements and **premium infusions**



#### International Cooperation



### La Mansa Winery, organic wines from the Andes land at the Asian giant



Argentina is the largest wine producer in Latin America and the fifth one world-wide. The quality of its production has been growing in recent years without stopping, gaining its place in the world market.

La Mansa Winery is placed in San Rafael, province of Mendoza, at the foot of The Andes Mountains, 1,200 meters high. It is a wine-growing region of excellence, which has all the necessary components to grow the highest oenological quality grapes. ***Its iconic varieties are Malbec, Cabernet Sauvignon, Merlot, Bonarda, Tempranillo and Chardonnay, among others.***

Gastón Bonoldi, owner of the winery, says that since the very beginning the **best genetics of the vineyards exposed to a process of 100% organic development** has been taken into account which results in unique colors, flavors and tastes in each glass of wine. “Our wines produced by microvinification, that is, wines produced in small quantities, achieve the characteristics of each variety to its maximum expression. Wines of the highest quality and great personality are achieved, thanks to personal and meticulous care involved in this technique”, adds Bonoldi.

In August 2020, for the first time, they were able to land at the Chinese market, which demands the determination of phthalates- a chemical compound that may be present in wine by different polymers which come into direct contact during its elaboration process-.

To achieve it, **La Mansa analyzed phthalates in INTI's labs in Mendoza**, which is the only institution authorized by the National Institute of Viticulture (NIV) for the control of this pollutant in wine samples. "The work performed together with INTI was a great help, both in human and commercial aspects. One Friday we arrived at INTI with the need to obtain the certificate of phthalates analysis, because in the following week we were shipping our first container to China. INTI's professionals, with great effort and work coordination, were able to meet the deadline agreed with our customer", says Gastón Bonolvi.

La Mansa has exported to Russia, Brazil and Paraguay through distributors in each country for two years. In some markets it has showrooms under the franchise system and in the short term it will open a new one in Mexico and another in Paraguay.

Producing wines is a hard job. But **producing unforgettable wines is even more challenging, because it is necessary to mix knowledge and passion with the power of an exceptional terroir**. "Our wines are the result of agroecological care. They are characterized by taking into account each detail in the search to create outstanding specimens, achieved by the characteristics of the land and the drip irrigation of groundwater that feeds on the thaw of the Andes", defines Bonolvi.

La Mansa Winery translates the messages of nature into authentic mountain wines.



## Dolbi, safe technological solutions for the agricultural production



Dolbi S.A. produces machinery characterized by their state-of-the-art technology and proved efficiency for agricultural production. It is also a leader company in the manufacture of equipment for the cotton production chain.

Located in the town of Avellaneda, province of Santa Fe, it began its road with the design and the production of a row grower, followed by the first combined 5-groove drills. Today, it has an industrial plant of 13,500 square meters where it manufactures coarse and fine grain seeders, crushing rollers, Paratill subsoilers, field cultivators, fertilizers, crushing machines for undergrowth, cotton harvesters and round balers. The latter is equipment manufactured only in Argentina to form rolls and cylindrical modules for this crop.

**Together with INTI, the company worked in the adjustment of cotton harvester to international safety standards**, which allowed it to get the European Conformity marking to export cotton harvesters, together with their know-how. The Institute also wrote an instructions manual for user's safety. "INTI's assistance and help represented the summing up of experiences to enhance foreign markets, regarding not only the compliance with standards requirements but also the placement as a company which protects the safety of its machineries' users. **Thanks to the instructions and safety manual that explains the safety measures and the precautions that must be taken, we were able to minimize the user's risks**"; says Elbio Dolzani, member of the board of directors of the company.

The company started exporting to Paraguay, and at present, important agricultural markets from Brazil, Uruguay, Venezuela, Kazakhstan, Turkey and South Africa have Dolbi technology in their entire cotton production chain. "We invest in development and innovation. We manufacture special machineries which are adapted to the specific needs of each agricultural producer. This is the main capital that we take care of", ends Dolzani. **The machineries are sold abroad, with their technical manual translated into the target language and besides we have representatives who answer our customers' questions.**

Undoubtedly, the future of Dolbi S.A. is to continue providing agricultural producers around the world with technological solutions adapted to their specific needs.



## Pharmamerican, leader in dietary supplements and premium infusions



Pharmamerican Laboratories is an Argentine company, located in the province of Buenos Aires, which specializes in the development and manufacture of health care products: **dietary supplements and herbal medicines manufactured in capsules and tablets, and herbal and fruit premium infusions in bags.** Its products are recognized for their quality and innovation.

To ensure their products' security and safety, it works under the Standards of Good Practice for Control and Management (Good Manufacturing Practice - GMP) - monitored

by health authorities. Besides it has the certification of the international standards Food Safety System Certification FSSC 22000 which supports its Food Safety System for the manufacture of dietary supplements based on mineral herbs and vitamins.

In order to increase productivity and improve its processes, the company contacted INTI for technical assistance in different fields. Walter Borkowski, foreign trade and finance manager, says: “We have worked with INTI to assess raw material losses, machine operation and calibration of our equipment. ***Its assistance allowed us to improve the manufacturing system, at cost and production levels***”.

Pharmamerican produces a wide range of ***more than 300 products*** under their homonym brand and develops and manufactures different formulations under the customer’s requirements and brand. One of the most outstanding products of the company are herbal, fruit and mixed flavoured infusions in tea bags which result in the most exquisite blend. It has a monthly capacity of production of about 30 million of tea bags, 20% of which is exported to countries such as Peru, Paraguay, Chile, Bolivia, Ecuador, Dominican Republic, Uruguay, Brazil, Venezuela, United States of America and Russia.

***Infusions in tea bags- which are sold under the name of Saint- Gottard- are artificial color additives and preservatives free. They are gluten free (without wheat, oats, barley and rye), suitable for celiac people, and Kosher Certified*** (UK Kosher Certifying agency). In Argentina, the brand can be found at supermarkets, big chains, retail stores and more than 11,000 food and medicine outlets.

As regards this line of production, Ignacio Mesa, managing partner, remembers proudly that investors from Russia contacted Pharmamerican with the aim to train in the manufacture of infusions in tea bags and thus, they developed their own line for tea manufacture with Argentine machines and nowadays they are leaders in the Russian market.

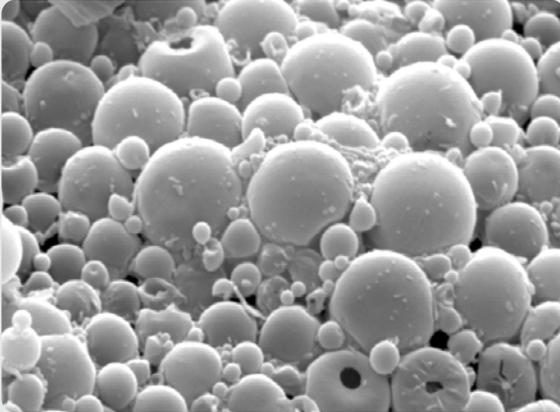
“All our products are designed to generate well-being and improve people's quality of life. And our infusions, with their great variety of unique flavors, inspire harmonious, healthy and pleasant sensations”, concludes Walter Borwowski.



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## • International technical cooperation



INTI participates in an international consortium through the project ENCAP4HEALTH, joining a working network with research groups from Germany, Ireland, the United Kingdom, The Netherlands and Chile, as well as European SMEs.

The project will allow the development of innovative concepts in micro and nano encapsulation systems based on polymers of natural origin to improve human health and well-being, and thanks to this participation INTI not only strengthens international and intersectoral collaboration in R&D&i among public and private entities, but also develops new technologies to be transferred to the national industry.

INTI has a long path and solid experience in the design, preparation and characterization of micro / nanosystems of controlled release for different industrial applications.

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## • INTI and its capability at international markets



Metrology is the science that contributes, from a technical point of view, to the international acceptance of measurements which have an essential role in the commercial transactions of goods and services.

INTI, as the National Institute of Metrology, supports with testing and calibration the ability of local companies to comply with the market demands.

Thus, metrology becomes a key element for the country's industrial competitiveness, as it allows companies to become more competitive by increasing production reliability, optimizing resources and terms, and achieving growing increases in their exports.

## INSTITUTIONAL RELATIONSHIP AND COMMUNICATION MANAGEMENT

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