

## SMEs export

### Argentine technology and innovation

July 2020

#### Potential Exporter

- Yeruvá, experts in the manufacture of functional proteins
- Argenpack, a company which is in continuous reinvention
- QM Equipment, a leading regional company which manufactures oil equipments

#### International Cooperation

### Yeruvá, experts in the manufacture of functional proteins



Yeruvá SA Corporation is a family company from Santa Fe which manufactures protein products from waste materials resulting from slaughter houses, milk and beer industries for animal and human consumption. The most part of its production is exported to different countries of the world. **Together with INTI, it developed new products, certified quality and improved its processes.**

Juan Miguel Requena and his wife Silvana Luisa Gaido brought out the company in 1995. Juan's father used to have a company which produced bone and meat flour. Juan noticed that blood caused great quantities of waste materials and pollution at slaughter houses, and decided to use his experience to bring out Yeruvá. As the homonym bird, it was a small company at the beginning, but strong, dynamic and flexible to changes.

It started with the production of bovine plasma and hemoglobin. **Nowadays, they manufacture more than 15 products from bovine, porcine and poultry blood, whey and brewing yeast.**

Their plant, where dairy products are produced, was built in 2008. There, they produce several products such as partially demineralized whey powder, whey re-greased with palm oil and dairy bases using cheese whey as raw material.

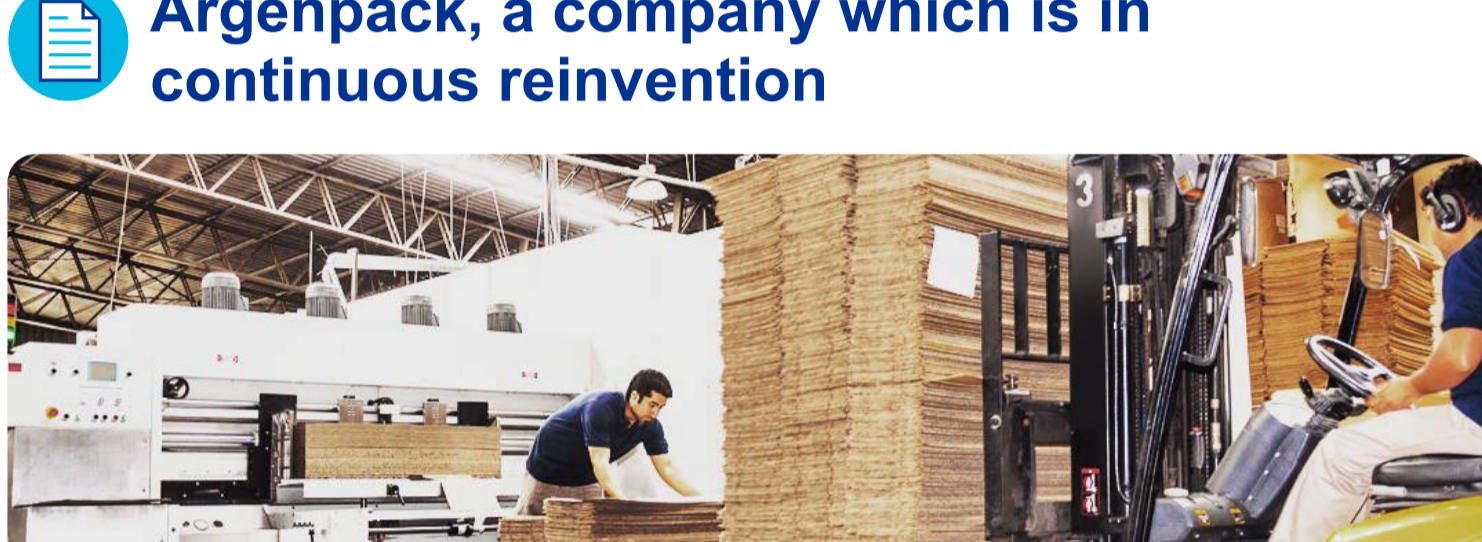
In 2012 they opened the plant for the manufacturing of brewing yeast which results from yeast broth in the beer industry. They obtained a protein ingredient: spray-dried brewer yeast.

Marcos Requena, in charge of the commercial department of the company said: "With INTI, our products got technical support in order to be incorporated into different industries. It helped us to implement new developments such as plasma for human consumption and for the cold cuts industry. We also intend to implement Kaizen betterment of processes and production efficiency".

**"We are experts in the drying of functional proteins. We think that the continuous innovation and differentiation by means of a product portfolio with greater aggregate value, are necessary"** concludes Marcos Requena.

The company has developed a successful export experience with international certifications. It has also qualified as a global supplier of first level companies of the most diverse markets of Latin America, Europe, United States of America and Asia.

### Argenpack, a company which is in continuous reinvention



ARGENPACK Corrugados SA (Corrugated Fiberboards ARGENPACK Corporation) is a family SME which supplies industries with containers and packaging. The pandemic, its capability of diversification and flexibility to generate initiatives, led the company to develop new products such as corrugated fiberboard beds for isolation centers.

Ernesto Carlos Cacace -father- who used to sell board and plastic packaging products, founded the company in 1984. Economic needs challenged him to start a new activity and he decided to use board as raw material. In this way he set up his company for the manufacturing of boxes. He used to have only one die-cutting machine and a single worker.

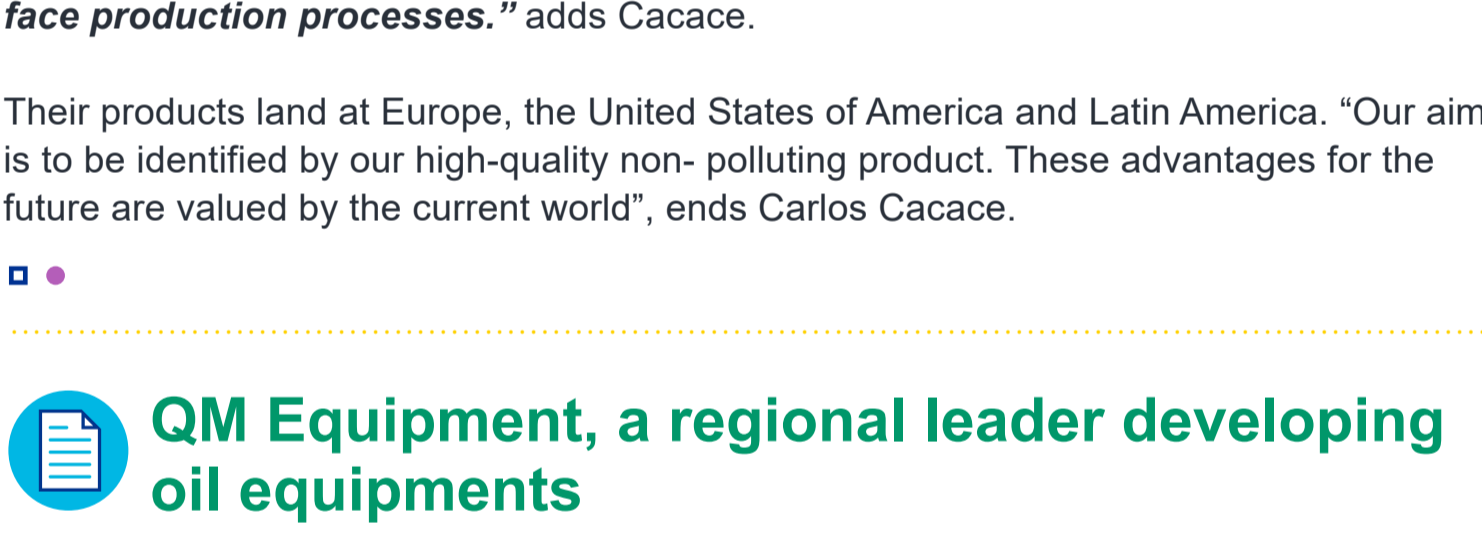
Thirty six years later, the company which he manages together with two of his children- Carlos and Juan Eduardo (commercial and production departments respectively) employs 93 people. **The company has over 300 active customers per year and 15 different products** such as containers for the food industry and special packaging. They allow the replacement of wooden boxes for the auto parts industry, exhibitors and even board furniture like beds, chairs, armchairs, desks among other innovative products.

**In this current context, they turned into manufacturers of corrugated -fiberboard beds and modular furniture for COVID-19 isolation centers.** They have also developed equipment for companies, like workspace dividers in factories or offices, and cardboard coffins for different markets outside the country.

Carlos Cacace-son- says: "INTI is a great creator of value for companies. It is our market essential reference by means of its research centers. We turn to INTI to get assistance for our developments or to improve our production system. We have been working together for 18 years. We started our relationship in 2002. At that moment they assisted us in the manufacturing of our packaging, logistics simulation and the tests of our developments. Together with INTI, Argenpack improved its production system. **Thanks to INTI, we have a more technical and global point of view of solutions to face production processes.**" adds Cacace.

Their products land at Europe, the United States of America and Latin America. "Our aim is to be identified by our high-quality non- polluting product. These advantages for the future are valued by the current world", ends Carlos Cacace.

### QM Equipment, a regional leader developing oil equipments



The company designs and develops complex field servicing equipment for the assistance of oil well drilling, and provides fracking, cementing and stimulation equipment. It also specializes in the manufacture of equipment for the storage and transport of cryogenic products, tanks under international standards (API 650), offshore containers following DNV [Traffic Safety National Administration] specifications and pressure vessels.

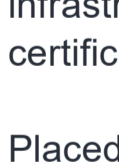
QM equipment was born in 2004 with the aim of manufacturing Oil & Gas equipment in the country. **Since the very beginning, the idea has been to offer prices and quality to guarantee international competition.** Hence, in few years, QM became the regional leader in field support equipment for oil drilling. **At present they manufacture over 60 pieces of equipment for different services like fracking, cementing, coiled tubing, drilling, workover, among others.**

Pablo Fisceletti, president of QM says: **"INTI has always provided measurement and certification services.** In the last years, we have participated in the Kaizen Tango Project to improve our company's efficiency and productivity", and adds: "Since the beginning, in spite of the ebb and flows of the Oil & Gas industry, the company has never stopped developing its capability of production. If we go back over the short history of the company, we realized that we invested heavily and developed our infrastructure, with betterment of the processes of production, staff training and new certifications of quality systems, when the activity experienced its greatest decrease.

Placed in the Industrial Park of Mar del Plata, the metallurgical plant covers 25.000 m2, has 35 bridge cranes with up to 80 tons lifting capacity. It employs 200 ASME [American Society of Mechanical Engineers] certified welding workers, electrical, electronic, hydraulic and mechanic installations plus 35 engineers with different specializations. They work in compliance with the comprehensive management system 9001-14001-18001.

Today, thanks to its technology and competitive prices, it exports to those Latin America countries with Oil & Gas activity, the United States of America, Russia, Saudi Arabia, Egypt and Omán, among others. In this context Fisceletti says: **"We are proud whenever we export, because it means that our activity is worthy"**.

CONTACT: [institucionales@inti.gob.ar](mailto:institucionales@inti.gob.ar)



#### International technical cooperation



#### INTI and its capability at international markets



INTI and its strategy of international cooperation has helped experts to participate in trade missions organized by the Argentine Ministry of Foreign Affairs to Bolivia, Ecuador and Peru. INTI has participated together with Argentine SME of the milk industry in their business meetings.

INTI's contribution in those contexts is outstanding because it is able to spread its knowledge to each area of the activity or business cluster, the local reality in each Argentine province, as well as to encourage companies technological updates.

CONTACT: [cooperacion@inti.gob.ar](mailto:cooperacion@inti.gob.ar)

INTI attends over 9000 costumers per year, 90% of which are companies. Each working group connects directly with the companies which carry out the same activity, either through functions derived from the regulated field, or the demand of services as counselling, technical assistance, calibrations or tests, among others.

Every year, more than 300 technical missions to foreign countries are performed with the coordination of activities with 44 countries around the world. During 2019, 35% of those missions were an answer to the companies' demands for technical assistance, industrial counselling, plant audits/auditing and training.

CONTACT: [cooperacion@inti.gob.ar](mailto:cooperacion@inti.gob.ar)

**INSTITUCIONAL RELATIONSHIP AND COMMUNICATION MANAGEMENT**

[comunicacion@inti.gob.ar](mailto:comunicacion@inti.gob.ar) • (54 11) 4724 6358 - int. 6019