



**INTI**

Instituto  
Nacional  
de Tecnología  
Industrial



Ministerio de Economía  
**Argentina**

Secretaría de Industria  
y Desarrollo Productivo

**35th EDITION | 2023**



# **SMEs EXPORT**

## **Argentine technology and innovation**



**MEATS AND SAUSAGES**



**INSTITUTIONAL RELATIONS AND COMMUNICATIONS OPERATIONAL MANAGEMENT**

Institutional Relations Deputy Management





# CONTENTS



## Meats and sausages



### **INTRODUCTION** Page 5

**LAS DINAS S.R.L.**, Unique, unforgettable flavors Page 7

**LOGROS S.A.**, Argentine beef for export Page 10

**ACEVEDO ARGENTINO JAVIER**, The lamb salami that defines fueguino sausages Page 13

**FRIGORÍFICO MARK S.A.**, A state-of-the-art poultry plant Page 16

### **INTERNATIONAL COOPERATION** Page 19





## Introduction

Since its inception, INTI's objective has been to strengthen national industry. To achieve this, the Institute carries out strategic projects that seek to increase added value in the production chain and improve the competitiveness of SMEs in international markets.

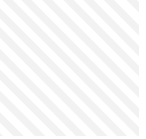
For more than half a century, it has played various roles in promoting the sustainable development of the meat sector and covering the entire production chain with integral solutions in products and industrial processes. To this end, INTI assists the meat industry with physicochemical and microbiological laboratory tests, sensory analysis, shelf-life studies of different types of meats and provides reference materials for private laboratories and industrial plants. Its work in food residue control is also highly relevant.

In addition, INTI collaborates in the consolidation of national and international organizations, such as the Institute for the Promotion of Argentine Beef (IPCVA) and the Permanent International Meat Office (OPIC). These alliances strengthen the positioning of this Argentine raw material in international markets.

Environmental care has become increasingly important, and INTI recognizes the need to satisfy consumer demands for more sustainable products. In this sense, it considers life cycle analysis and environmental product declarations as strategic tools to improve the competitiveness of the sector and promote sustainable production practices.

It is important to highlight that Argentina is admired for its meat, the work of INTI as a scientific and technological reference is essential to support companies in the sector so that they can carry the flag of quality beyond the borders with products that make all Argentines proud.

In short, INTI is a key component of the engine of industry in both the meat and food sector in Argentina.





## LAS DINAS S.R.L., Unique, unforgettable flavors



The Argentine charcuterie sector is an activity that integrates the entire pork agri-food chain; that is, from the sowing and harvesting of corn to the production of high value-added products such as cooked and raw hams, salamis, sausages (chorizos) and many others that are recognized and consumed in the international market. This industry is on par with the best in the world. Locally, one of the most outstanding companies is **Las Dinás S.R.L.**, valued for its salami with denomination of origin, pancetta and hams, differentiating products both in quality and sensory experience.



According to data provided by the National Agrifood Health and Quality Service (SENASA), the pork industry currently has 400 factories in the country (275 with national authorization, the rest at provincial level); 172 slaughterhouses (89 with SENASA authorization and the rest provincial or municipal) and employs 20,700 workers directly and 45,000 indirectly.

**INTI conducted a study of heat penetration and temperature distribution in its industrial oven for cooking sausages.** The degree of uniformity in the temperature distribution and heat penetration analysis in the oven was evaluated, using wireless temperature sensors inside the pork bacon and pork tenderloin pieces. Uniform heating in different areas of the oven was also evaluated to guarantee adequate cooking and thus obtain safe pieces with the quality required by national and international markets, says Martín Brosio, a member of INTI's Technology, Processes and Services Department.

**As a result of the institutional relations with other national organizations, such as the National Institute of Agricultural Technology (INTA), the National Institute of Industrial Property (INPI) and other local organizations, INTI worked to give the salami of this region its denomination of origin: "Salame de Tandil",** a tool that allows differentiating and distinguishing the quality of a product related to its geographical origin, as well as the legal protection of this product. **It should be noted that having Las Dinias salami with a denomination of origin guarantees food safety and quality certification.**

Carlos Panighetti, founding partner of the company, explains that in the world it is almost impossible to find a bacon with the organoleptic characteristics of Las Dinias: lean, with a tendency to sweetness. When fried, it becomes crispy quickly, and maintains that crispiness over time, an important differential in the domestic and foreign markets.

The same happens with special quality cooked hams which, unlike most of those found in the market, have no weight gain. Other companies, covered by the national food code, can add up to 20% weight gain. For each kilo of meat, it is usual to add an extra 200 grams of water or other protein. On the other hand, Las Dinias hams have a high quality in texture and flavor reconcentration. "Our premise is to reach the massive public without altering the product".

In sausages they have two main lines, one of cured and cooked sausages where salami, spicy sausage, salami, mortadella and sausage, among others, can be found. Its second line is the salted meats line, where cooked smoked or unsmoked ham, smoked or unsmoked raw ham, bacon and bondiola (pork shoulder) stand out.

**According to the company, in the north of Tandil, due to a climatic issue, the possibility of producing this type of sausages is scarce and Latin America finds in Las Dinias the possibility of being supplied. Tandil is the historical reference of salami, hams and bondiolas for the whole continent. On the other hand, having Argentina so close, neighboring countries can have a more direct access to differentiated and high quality products, without the need to import from other distant destinations. He also considers that Africa is a land of opportunities to find potential interested parties in quality foods such as the ones they produce.**







In 2022 the pork industrial sector slaughtered 694,880 tons of pork, of which 30,121 tons were exported and the rest went to the domestic market with an average consumption of 11 kg per inhabitant.

Source: SENASA

“The essence of the product, nestled in the quality, makes it have organoleptic conditions that are unique in the world, also those who taste our products, travel in an experience difficult to forget by the sum of flavors and textures with unique sensations”, emphasizes Carlos Panighetti.



#### LAS DINAS S.R.L.

Tandil, Province of Buenos Aires

Manufacture of sausages.

-Production capacity 50.000kg. per month

#### • HS CODE (NCM):

- 0210.19.00.100L / Jamón crudo reserve (raw ham, 12 months of storage).
- 1602.41.00.000D / Pata cocida (cooked ham of pork)
- 1602.41.00.000D / Smoked leg (cooked and smoked pork ham)
- 1602.41.00.000D / Cooked and smoked ham of pork
- 1601.00.00.110A / Salamín picado fino (dry salami pork sausage in strips of 4 pieces)
- 1602.49.00.100E / Panceta Ahumada feteada (cooked and smoked pork belly, feta)
- 1601.00.00.110A / Coarsely chopped salami (dry salami pork sausage in strips of 4 units)
- 0210.19.00.100L / Parma type prosciutto (raw ham, 12 months of aging).
- 0210.19.00.100L / Serrano reserve ham (raw ham, 12 months of storage, coated in paprika).
- 1601.00.00.910U / Salame de Tandil (salami with pork and beef).
- 1601.00.00.190B / Longaniza tandilera (dry sausage)
- 1602.49.00.900Y / Bondiola cocido ahumada (cooked and smoked pork bondiola)
- 0210.19.00.200R / Bondiola natural (salted and cured bondiola, salted)
- 0210.19.00.200R / Bondiola smoked (salted and cured bondiola, salted. Cold smoked)
- 1601.00.00.910U / Salame fuet (dry sausage. Pork salami.)
- 1601.00.00.910U / Salame iberico (dry sausage. Pork salami. Contains paprika)
- 0210.19.00.200R / Bondiola serrana (salted and cured bondiola, salted. Contains paprika on its surface)
- 1601.00.00.910U / Longaniza Española (dry sausage. Contains paprika on the surface).





## LOGROS S.A., Argentine beef for export



The world is increasingly demanding from companies indicators that verify environmentally sustainable production and in this sense, as a result of a joint agreement between the National Institute of Agricultural Technology (INTA) and the National Institute of Industrial Technology (INTI), **Logros S.A., a producer of vacuum-packed beef cuts, became the first company in the country to comprehensively measure environmental impacts in order to obtain an Environmental Product Declaration within its production chain.**

On the other hand, **INTI worked on the verification of the registration and publication of the first Environmental Product Declaration (EPD) for food products in the country,** thus helping to strengthen the company's presence abroad.



**Argentina's animal protein consumption is similar to that of developed countries (72.4 kg Argentina and 69.6 kg OECD average). Its distribution is highly skewed towards beef consumption.**

Source: Value Chain Reports. Livestock and Beef



“This study carried out by INTA and INTI, from its Córdoba regional office, offers companies the possibility of entering the verification, registration and publication process with the aim of positioning Argentine beef in a differentiated way on the shelves of international markets, **since the EPD (Environmental Product Declaration) has a global scope. That is to say, this tool -available at INTI- makes it possible to differentiate a product or service and add value, which can be perceived by the most demanding consumers in Europe and the United States, among others**”, comments Javier Echazarreta, INTI’s EPD Regional Hub Coordinator.



**There are currently 52.9 million head of cattle, spread over a large part of the national territory. Traditionally non-livestock-producing provinces, such as Chaco, Formosa, San Luis, Santiago del Estero and Salta, have significantly increased their stock.**

Source: Value Chain Reports. Livestock and Beef

The company produces chilled and frozen bovine anatomical cuts, frozen bone-in meat, frozen boneless meat, chilled boneless meat, and salted beef hides. It also produces sterilized meat and bone flour, blood flour, bovine tallow for industrial use, bovine plasma powder, and bovine hemoglobin powder.

Under the British Retail Consortium (BRC), Alimentos Argentinos Seal, Animal Welfare and HALAL Production certifications, Logros S.A. has a production capacity of 33,120,000 kilos of meat on the bone, 72% of which is destined for the foreign markets of Algeria, Brazil, Chile, China, Egypt, the United States, Hong Kong, Israel, Libya, Peru, Russia, Tunisia and the European Union. It is currently seeking to increase its presence in these markets.

“We consider ourselves unique in our industry and in the market because we are the first company in the province of Córdoba to register and publish an EPD and the first at national level to determine the life cycle of meat, aiming at an increasingly sustainable product, and we define ourselves as a large family company, leader in the Argentine meat processing industry, always at the forefront both nationally and internationally, meeting the most demanding quality standards”, reflects José Roca, Operations Manager.



#### **LOGROS S.A.**

**Río Segundo, province of Córdoba**

*Meat Production Company.*

- Establishment with two production plants of 24,000 m<sup>2</sup>.
- Logros S.A. of Cycle I with capacity for daily slaughter of 1000 animals and the complete development of the maturation process.
- Vare S.A. de Ciclo II has all the export authorizations.



**• HS CODE (NCM):**

- 0201.30.00.115U / Wide steak without topside.
- 0201.30.00.131R / Tenderloin steak w/string (boneless)
- 0201.30.30.00.132U / Rump of rump (rump steak)
- 0201.30.30.00.134Y / Rump heart
- 0201.30.00.135A / Tapa de cuadril (rump)
- 0201.30.30.00.136C / Tenderloin with or without lacing
- 0201.30.00.111K / Aguja (without bone)
- 0201.30.30.00.114R / Aguja (without bone)
- 0201.30.30.00.116W / Tapa de bife ancho (broad rib)
- 0201.30.30.00.117Y / Chingolo
- 0201.30.30.00.118A / Marucha
- 0201.30.30.00.127B / Brisket
- 0201.30.30.00.137E / Peceto
- 0201.30.30.00.141V / Pork loin
- 0201.30.30.00.142X / Square (tail meat)
- 0201.30.30.00.146F / Tortuguita
- 0206.10.10.00.910Q / Entraña (beef round)
- 0201.30.00.119C / Sausage
- 0201.30.30.00.154E / Vacío
- 0201.30.30.00.143T / Inside leg without cover





## ACEVEDO ARGENTINO JAVIER, The lamb salami that defines fueguino sausages

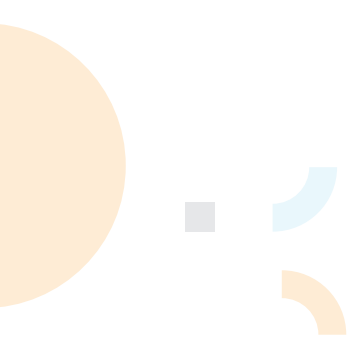
The number of consumers around the world is growing and they are turning to the authentic flavors and quality of the meats offered by Argentina's Patagonian region. In particular, Tierra del Fuego province stands out for its beautiful natural landscapes that make it an oasis free of diseases such as foot-and-mouth disease. Here, the animals are raised in the most natural and healthy way; they are fed exclusively on pastures watered by the sea breeze, their diet does not include antibiotics or balanced feed and they are hydrated with pure spring water.

In the midst of this unique scenario is the company Acevedo Argentino Javier, better known by its trademark **“San Andrés Chacinados Fueguinos”**, which has managed to make the most of the natural benefits of the region and **create a quality product, practically unknown in Latin America: lamb salami that fuses the tradition of sausages with the flavor of sheep meat from Southern Patagonia.**

The company has a long experience in the production of lamb salami, pork salami, bondiolas and sheep hams with local raw material. Its quality is evidenced by the annual audits of the International Organization for Agriculture and Livestock (OIA), carried out in order to renew annually its seals: “End of the World Quality”, “Gourmet Product” and “Organic Product”, granted by the province of Tierra del Fuego.

In relation to its approach to the National Institute of Industrial Technology (INTI), María del Carmen Díaz, in charge of the Food and Beverages Department of INTI Patagonia, explains that the assistance provided to San Andrés Chacinados Fueguinos consisted of a series of





training courses given in the city of Río Grande (in the same province) on Good Manufacturing Practices (GMP), traceability, process control points, general aspects of environmental management, management technologies and conceptual aspects of innovation. **These tools have made it possible to implement improvements in the company's processes and management, resulting in an increase in the quality and safety assurance of its products.**

Magalí Gastaldo, technical advisor of the department, said that guidance was also provided on packaging technology and tools for analyzing losses associated with suppliers of containers and packaging for their sausages. Aspects such as type of products, packaging characteristics and technical specifications of the packaging used were analyzed. As a result, **the company has been able to use appropriate packaging technology for its products to achieve improvements, increase shelf life, and reduce costs associated with losses.**



**The sheep meat and wool chain is one of the most important in Argentina's livestock sector. The number of establishments dedicated to sheep production, the livestock and the jobs generated in each of the links place it as the most exploited livestock activity in the national productive system, mainly in the Patagonian, litoral and Pampean prairie regions.**

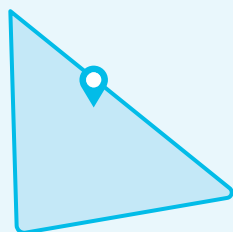
Source: SENASA

Lola Müller, co-founder of the company, describes the lamb salami as a delicious pickle that, thanks to its lower sodium content compared to traditional pork salami, allows an intense taste of the authentic Fuegian flavors that are so highly prized around the world. This lamb salami has a promising market in gourmet stores, delicatessens, wine shops, restaurants and hotels.

She adds: **“Being on an island, and being a small company, it is very difficult to make ourselves known, for this reason, in the first instance, we wish to enter South American countries. We know that the demand exists, because from many tourist spots in this region they want to taste our Patagonian products, and we have the trajectory, the location and the unique capacity in this area”.**

“We are a new province in Argentina’s history. We are committed to local development, to what is ours. **We are located in a geographic region of Southern Patagonia, where animal husbandry is natural. We are identified as “the end of the world” far from everything, which gives more value to our regional production.**

**San Andrés is a small company, with Patagonian identity. Our added value lies in an industrial elaboration with an artisan process and scale, using one of the most prestigious meats in the world due to its genetics, characteristics and healthy consumption”,** concludes Lola Müller.



#### **ACEVEDO ARGENTINO JAVIER**

**Río Grande, Province of Tierra del Fuego**

*Sausage Factory.*

-Plant: 120 m<sup>2</sup>.

-Annual production capacity: 6,000 kg. of products.

#### **•HS CODE (NCM):**

-1601.00.00.190B / Other. In immediate packings of a net content not exceeding 1 kg. Sausages and similar products of meat, meat offal or blood; food preparations based on these products. of meat, fish or crustaceans, molluscs or other aquatic invertebrates.





## FRIGORÍFICO MARK S.A., A state-of-the-art poultry plant



Argentina is the eighth largest producer of poultry meat and the sixth largest exporter globally.

**According to official data from Argentina's National Agrifood Health and Quality Service (SENASA), local poultry farming has completed a decade of continuous growth in production levels, but has also achieved success in annual per capita consumption (45.51kg/inhab/yr). Exports grew 700% in volume and increased 21 times in value for poultry products and by-products, totalling more than 383 thousand tons in 2022.**

Internationally, in the last decade chicken meat has shown the greatest increase in demand; global production grew 45% between 2000 and 2010, while egg production grew 72%.

**Frigorífico Mark S.A. produces poultry products for the domestic and foreign markets under its three commercial brands: Pollos Coqui, Pollos Don Domingo, and Pollos San Pedro, either as whole or cut-up products. It also markets feather meal, viscera meal, viscera oil, frozen hearts, claw, trunks, hindquarter, fillet and giblets.**





During 2022 the national poultry slaughtering in Argentina, licensed by SENASA, reached 751.7 million, 1.4 % above 2021. And exports of poultry products in 2022 reached a volume of 227.2 thousand tn for a value of 384.1 million U\$S.

Source: Poultry Yearbook of the Secretariat of Agriculture, Livestock and Fisheries

Martin Bryk, a member of INTI's Industrial Process Technology Department, explains that, **due to the Institute's expertise in large-scale industrial temperature-controlled equipment, the company turned to INTI to verify the even temperature distribution of its raw material cooling/freezing tunnel. This state-of-the-art equipment consists of 18 levels with a capacity to refrigerate or freeze 360 boxes per level**, with a total of 115,200 kg.

In this scenario, INTI specialists, through a thermal mapping, placed thirty sensors per level, which recorded the temperature every five minutes for a month, achieving temperature uniformity of both the equipment and the product, ensuring not only the correct cooling of the meats but also their safety, final quality and energy efficiency, whose ultimate goal is to reduce the CO2 footprint.

**On the other hand, as a national metrological reference, INTI annually calibrates the scales of the company's fleet of trucks to guarantee their correct weight.**

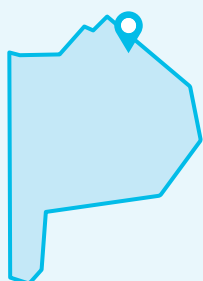
Marcos Moretti, general manager, points out that **Frigorífico Mark S.A. is the most modern poultry plant in the country, equipped with state-of-the-art Dutch and German technology** to process the poultry from the time it is standing until it is placed on the market.

The plant is an official SENASA-approved facility that guarantees compliance with Good Hygiene Practices (GHP), Good Manufacturing Practices (GMP), Animal Welfare (GAP), Sanitation Standard Operating Procedures (SSOP'S), and Hazard Analysis and Critical Control Points (HACCP). It also has a laboratory for microbiological counts in product, surfaces and environment. All this guarantees the safety and quality of the final product.



They export 100% of the frozen heart to Brazil and 80% of the feather flour to Vietnam, which is used as salmon feed. They are interested in exporting the trunk and wings to China, and particularly the claw, because it is the only international market that consumes it.

“Frigorífico Mark S.A. has a vision of continuous growth, differentiating us from the international competition for our quality and compliance with product safety, aiming to provide quality food not only to Argentina, but to the world”, reflects Aylén Luna, plant manager.



#### **FRIGORÍFICO MARK S.A.**

##### **Ramallo, province of Buenos Aires**

*Production of poultry products.*

-Covered area: 15,000 m<sup>2</sup>.

-Annual production capacity at 100% of the plant: 16,896,000 chickens.

-Processing capacity of the slaughterhouse: 70,000 birds per day, 240,000 kg of poultry meat per day, at an average of 3 kg per animal.

#### **• HS CODE (NCM):**

- 2301.10.90.000H / Flour.

-1501.90.00.000M / oil

-0207.14.00.100K / Rest of chickens (claws, trunks, wings, drumsticks, thighs, fillets, giblets)

-0505.90.00.100H / Feather flour

-0207.14.00.100K / Hearts





## International Cooperation



INTI has a License Agreement with EPD International AB, a subsidiary organization of the Swedish Government's Environmental Research Institute, which is responsible for the management of the Environmental Product Declaration (EPD) system known as "The International EPD System", the most widely recognized program in the world and the first in the field of Type III Ecolabeling with Environmental Declaration according to ISO 14.025.

The approach to EPD arose from a study on the determination of environmental footprints in poultry meat, but it can be applied to any product. The work

scheme agreed with the Swedish institution aims to position the institute as a regional representative (hub) of the International EPD System. The institute is authorized to participate in the development of product category rules (PCR), which are the guidelines for carrying out life cycle analyses in accordance with ISO 14.040.

These certifications are increasingly in demand. Besides, other industrial sectors have joined, interested in accessing international markets, given that the environmental impacts of products and services are of growing importance in international trade.





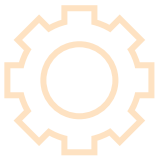
**INTI**

Instituto  
Nacional  
de Tecnología  
Industrial



Ministerio de Economía  
**Argentina**

Secretaría de Industria  
y Desarrollo Productivo





**INTI**



Ministerio de Economía  
**Argentina**

Secretaría de Industria  
y Desarrollo Productivo

**E-mail:** [boletin\\_pymesexportan@inti.gov.ar](mailto:boletin_pymesexportan@inti.gov.ar)

**INSTITUTIONAL RELATIONS AND COMMUNICATIONS OPERATIONAL MANAGEMENT**

Institutional Relations Deputy Management



[www.inti.gov.ar](http://www.inti.gov.ar)

