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SMEs EXPORT



Argentine technology and innovation









INSTITUTIONAL RELATIONS AND COMUNICATIONS OPERATIONAL MANAGEMENT

Institutional Relations Deputy Management



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Editorial



In industry, there are technologies that operate silently, but without them nothing would work the same. Adhesives, for example, are invisible to the eyes of the end consumer, but indispensable in every production sector.

From car manufacturing to construction and packaging, their presence defines the quality, safety and durability of products. In a world where competition for position is intense and environmental regulations are increasingly strict, it is no longer enough to combine materials: today, innovation is the only guarantee of permanence in the market.



In this context, the National Institute of Industrial Technology (INTI), through its Rubber Center, is more than a technical support for small and medium-sized companies in the adhesives sector. It is a strategic partner, a driver of growth, a guarantor of quality. Because it is not only about producing adhesives, but also about developing products with standards that allow our industries to compete without disadvantages in the global market.

At INTI we work on the continuous improvement of formulations, adjusting each variable to optimize adhesive properties and achieve more efficient and safer solutions. Every product that goes to market must meet increasingly stringent technical requirements, and that is where our knowledge makes the difference. It is not enough to manufacture: we must innovate, evolve, understand the needs of the sector and anticipate them.

Quality control is not a formality, it is the seal that defines consumer confidence and permanence in the market. That is why we train companies at every stage of the production process, from formulation to the final product, ensuring that adhesives comply with international standards and exceed expectations. Argentina cannot afford to compete half-heartedly. Product certification and compliance with global standards are the key to open markets and multiply opportunities.

In addition, we are working on the development of safer and more sustainable adhesives, such as those without toluene, significantly reducing its toxicity and contributing to more responsible production processes.

INTI's assistance improves the positioning of SMEs in national and international markets, drives the generation of new developments, opening doors to previously unexplored opportunities and fostering constant innovation.



But with opportunity comes challenge. Technological evolution and new demands require safer, more efficient adhesives with less environmental impact. In this context, how does the local industry prepare itself?, and the answer is, with the National Institute of Industrial Technology (INTI), working side by side.

In a world where trade barriers are technical, not complying with a standard can mean the loss of a contract, a market or even the possibility of growth. At INTI we know this, and we are ready to accompany you every step of the way.

> Karina Potarsky Rubber Technical Director Sectorial Services Operational Sub-Manager



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IONIC



Industrial adhesives: reliable solutions for every need



There are business stories that come from a corporate office and others that come from the very heart of a home. Allio Hnos. belongs to the latter category: it was born in a garage, with the vision of two brothers and today it is a national reference in industrial adhesives. Now, with its sights set on exporting, it seeks to expand its legacy beyond Argentina's borders.

It was 1986 when Norberto Héctor Allio, a chemistry student, discovered that the adhesives sector was little explored in Argentina. Aware of the value he could contribute, he began to develop innovative products. His brother, Héctor Edgardo, left a stable job in a multinational company to join the entrepreneurial adventure. Together, they founded Allio Hnos. a company that, over time, would become synonymous with quality and technical advice in polyurethane and chloroprene adhesives.



The brand name by which they are recognized in the industry is lonic, and their star product is the polyurethane adhesive, fundamental in the

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manufacture of footwear, carpentry and other industries. "This adhesive differentiates us because we not only ensure quality and competitive prices, but we also provide technical support to each customer", says Romina Allio, second generation and current manager of the company.

Every large company understands that training is the key to keep growing. Allio Hnos. turned to the National Institute of Industrial Technology (INTI) to strengthen its expertise in adhesives. The choice was the result of the recommendation of a colleague who said that the quality of the training offered by the Institute was excellent.

Daniela García, from INTI's adhesives laboratory, explains the impact of the joint work: "The training provided to Allio Hnos. allowed them to understand the chemical bases of adhesives, which gives them a differential advantage when advising their customers and thinking about the development of new products".

Romina Allio adds: "As a result of this training, we were able to improve our customer orientation service and we began to evaluate the possibility of developing adhesives for the construction industry, a segment with great potential".

With almost half a century of experience and a solid presence in the domestic market, the company aspires to expand beyond its borders. Its first goal is to enter the Mercosur countries, a strategic decision based on logistical proximity and knowledge of the region's industrial culture. "We know that our products meet the standards that these markets demand, and we are certain that our quality and service proposal will be well received", says Romina Allio.



But the key to growth lies not only in the product, but in the trust they have built with their customers. "We are not a company that simply sells adhesives; we are problem solvers. When a customer has a problem, we are there to solve it. That trust is our greatest asset", Romina emphasizes.

The size of the adhesives market has grown strongly in recent years. It will grow to \$142.83 billion by 2029 at a compound annual growth rate (CAGR) of 8.7%.

Source: The business research company.

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In the industrial universe, few companies claim to have marked a before and after in their sector. Allio Hnos. is one of them. With a history of close to half a century, it has managed to position itself as a federal reference in adhesives, paving the way for its international expansion.

"I am almost certain that we are the only ones in the world that have managed to sustain this trajectory in such a specific field, combining quality, technical advice and personalized service", reflects Romina Allio. And she adds with determination: "This company is not just a business, it is a legacy. And we are ready for that legacy to cross borders".

Thus, with the same passion that drove two brothers to challenge the established in a garage, today they are preparing for a new challenge: to conquer international markets and continue demonstrating that Argentine quality is on a par with the great global players.



Allio Hnos.

Ramos Mejía, Buenos Aires Factory of liquid, solvent-based and bi-component adhesives

- Plant: 700 m²

- Annual production capacity: 1000 tons of adhesives

• HS CODE:

- 3506.91.90 / Polyurethanes. Dissolution of PVC resins. Toluene, Acetone. Polyurethane.
- 3506.91 / Chloroprenics. Solvent based contact adhesive. Toluene, Solvent C (60/90).



LAWTER ARGENTINA S.A.



From nature to industry: the impact of resin





In a corner of the province of Entre Ríos, an Argentine company has achieved what few others in the world have achieved: to become an undisputed leader in the production of rosin and turpentine derivatives. Lawter Argentina, with almost half a century of history, has not only set the course for the forestry chemical industry, but has also shown that innovation and sustainability can go hand in hand.

Luis Coldschmidt a European immigrant who arrived in Argentina at the time of World War II. In 1970 he founded Intercitrus, a family business that started as an agroforestry establishment. But it was his son, Esteban, who took his father's dream to another level. While studying abroad, he discovered the potential of rosin and saw that Argentina had the natural resources to develop it. Thus, in 1971 he founded Ascona, today Lawter Argentina, which became a pioneer industrial plant in the production of rosin and turpentine, two essential commodities in a wide range of products worldwide. SMEs EXPORT

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"Our raw material comes from living pine trees, specifically the Elliottii variety, which grows in Corrientes and Misiones. The geographic location of our forests, combined with the unique climatic conditions of the region, allows us to obtain resin of exceptional quality," explains Alejandro Failla, commercial director for Latin America.

"Lawter is not only a leader in the production of rosin and turpentine but is also the only company in the world that produces specific derivatives such as the aqueous tackifier, commercially known as Snowtack, and rosin salts used in adhesives for the aerospace industry", says Marcos Atamanczuk, research and development manager.

The relationship between Lawter and the National Institute of Industrial Technology (INTI) goes back more than three decades. Since the company's inception, the Institute has been a key partner in the development of technical solutions and process certification.

"INTI has provided quality technical assistance, from the certification of its fiscal balance to specialized adhesives training. These courses not only allowed them to deepen their knowledge, but also to connect them with other companies in the industry", says Daniela García, from the adhesives laboratory of the organization.

Marcos Atamanczuk agrees: "INTI has state-of-the-art instrumentation that allows us to measure the properties of adhesives accurately. This is essential to ensure the quality of our products and maintain our leading position in the international market".

In May 2024, Lawter received a gold medal from EcoVadis (sustainability platform for global supply chains), a recognition that places it within the top 5% of the world's most sustainable companies. This award validates the company's commitment to the environment and reinforces its position as a reliable global supplier.

"Sustainability is not just a word for us; it is a philosophy that guides each of our processes. We compete with petroleum products, but our raw material is natural and renewable. That makes us unique", says Alejandro Failla, commercial director for Latin America.

Lawter Argentina already exports to more than 20 countries, but its sights are set on new horizons. "We want to increase our presence in Mexico, a market with great economic and volume potential. We are also exploring opportunities in Asia and Europe, where demand for our high-quality turpentine is growing", says Failla.

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In addition, the company is looking to consolidate its position in the United States and Asia, where it already has a strong customer base. "Our rosin esters are very well accepted in these markets, and we want to continue to develop new applications that will enable us to maintain our leadership", he adds.

The Asia-Pacific region is the world leader in adhesives consumption and production, accounting for more than 30% of global demand.

Source: Fortune Business Insights

Marcos Atamanczuk closes with a reflection that sums up the essence of Lawter: "In a world where industry is advancing by leaps and bounds, we choose to look back to nature to find the answers for the future. Our raw material is a living being, and that forces us to be responsible, innovative. This is our greatest pride and our greatest challenge".

Lawter is an example of how innovation, sustainability and commitment can transform an industry and, at the same time, inspire others to follow the same path.



Lawter Argentina S.A. Buenos Aires Production of rosin and turpentine derivatives

- Production plant: 10,000 m².

- Annual production capacity is 31,000 metric tons

• HS CODE:

- 3806.20.00.200D / Pinerez™9089
- 3806.90.90.000E/ Snowtack™SE780G.



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STIKO



From a small stone to a big company



In 2000, two Argentines turned a business defeat into a project full of the future. This is how Silkstone S.A. was born, today a reference in adhesive tapes, it is a company that decided to reinvent itself with ingenuity and determination. Behind this story of perseverance and creativity is Daniel Tannus, president of the firm, who together with his team, managed to turn the dream of the old Anthony Blanck into a renewed and vibrant reality.

Its founders decided not to emigrate or abandon their commercial ties when the crisis in the country knocked on their doors. With a recognized brand like STIKO, a challenging market and contacts that opened doors, they embarked on a project that many would consider impossible: to become a reference again. "We rose from the ashes like the Phoenix", says Daniel with a mixture of pride and humility.

Today, Silkstone is a leader in the manufacture of adhesive packaging tapes since they are the perfect synthesis between technical precision and commitment to quality. Available in sizes of 4.8 cm by 50 and 100 meters, these tapes vary depending on the thickness of the polypropylene and the type of adhesive, adapting to the most diverse needs. In addition, they have perfected their proposal by offering tapes with a higher adhesive weight per square meter than the market standard, using top-level internationally certified materials, such as acrylic emulsion from BASF and Dow. What distinguishes Silkstone is

Mordor Intelligence estimates that the adhesive tape market will reach 52,037.75 million square meters by the end of this year and is expected to grow at a CAGR of over 4% during the forecast period.

Source: Mordor Intelligence

its commitment to quality, a client portfolio based on trust and shared codes, in addition to its STIKO brand, recognized and valued throughout Argentina for more than seven decades. Behind these achievements there are 75 years of tradition and a team determined not to settle.

Silkstone also stands out for its focus on technical sustainability, migrating towards water-based adhesives that meet the demands of today's market. This not only improves the performance of your products but also ensures that they are environmentally responsible.

Few business stories show the impact of technical collaboration as much as Silkstone's. Esteban Ramírez, reference of the National Institute of Industrial Technology (INTI) in adhesives, comments: "The work was challenging and rewarding in equal parts. We focused on training their team to master complex processes such as the application of adhesives and the control of their characteristics in all the productive stages of the adhesive tapes, which allowed them not only to optimize their production, but also to comply with demanding international standards. Seeing their transformation was a true shared achievement".





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INTI trained staff, diagnosed production lines, suggested technical improvements and accompanied the installation of a machine for manufacturing adhesive tapes that began operating in 2020. It was a joint effort that allowed Silkstone to comply with international standards such as the European PSTC and the American FTM. "INTI not only accompanied us, but it also encouraged us to take the big leap. Almost 20 years ago, their presence marked the turning point: we stopped being simple marketers to become industrialists. And that was not just because of the machines, but because we leveraged our most valuable resource: people", reflects Tannus, highlighting how that alliance transformed the future of Silkstone S.A.

"Our goal is to consolidate ourselves as a regional benchmark", says Daniel. "We know that in neighboring countries such as Paraguay, Bolivia, Uruguay and Brazil there is an unsatisfied demand that we can cover with quality and commitment". This vision is the driving force that drives Silkstone towards new horizons, with the certainty that their experience and dedication will allow them to conquer markets beyond borders.

This story is a living example that, even in the most difficult times, there is room for hope and action. With a clear vision, the support of institutions such as INTI and a tireless commitment to its clients, this small stone has shown that it can move mountains. The question is not what's next for Silkstone, but what limits remain to be overcome.



SILKSTONE S.A.

San Martín, Buenos Aires Manufacturing of Adhesive Tapes

- Production plant: 3,400 m²

- Annual production capacity: 60 million m²

• HS CODE:

- 4811.41.10.190P / Self-adhesive, paper. In strips or coils (rolls) of width less than or equal to 15 cm.
- 4811.41.90.000H / Others. Width greater than 15 cm.
- 3919.10.10.910Y / Self-adhesive polypropylene. In rolls with a width less than or equal to 20 cm.
- 3919.90.10.110T / Self-adhesive polypropylene. In rolls with a width greater than 20 cm.



DOUBLE A



High-Quality Adhesive Tapes, chosen in all markets



The competition is strong. However, Abrasivos Argentinos, a company with over 80 years in the market, has managed to stay on top. Not by chance, but by a formula that combines quality, innovation, and a deep understanding of the global market needs. But beyond its achievements, what truly makes it unique? The answer lies in its history, the DNA of its brand, and its strategic approach to taking Argentina's name further and further.

Since its founding in 1944 by Roberto Davison, Abrasivos Argentinos has stood out for offering products that not only meet quality standards but exceed consumer expectations. The company's sandpapers and adhesive tapes are manufactured with advanced technology and meticulous attention to detail, making them the preferred choice in various industries, especially automotive, construction, and metalworking.

"There is something we must share about our history: we remain relevant because our brand, Doble A, with nearly a century of experience, inspires trust. Not only in Argentina but worldwide", says Priscila lantosca, the company's marketing manager. SMEs EXPORT

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This trust, built over decades, has been one of the key factors enabling the company to stay competitive on the global stage. The Doble A brand, which for many is synonymous with quality and reliability, has conquered markets in Latin America, Europe, and beyond. The secret lies in its ability to adapt and understand the specific needs of each market.

Among the wide range of products offered by Abrasivos Argentinos, one stands out above all: paper adhesive tapes. They are the centerpiece of the company's offering and the key to its international success. Roberto Maidana, Head of Foreign Trade, enthusiastically explains: "We focus on offering tapes with added value, achieved through high-quality local production combined with access to the best international technologies".

These tapes, made with a special treatment involving natural or synthetic rubber, come in various sizes and colors, designed to meet the specific demands of each customer. In particular, those intended for the automotive sector stand out for their high durability and performance. The relationship

According to a report by Fortune Business Insights, the global adhesive tape market was valued at \$5.27 billion in 2023 and is projected to reach \$8.66 billion by 2032, exhibiting a compound annual growth rate (CAGR) of 5.75% during the forecast period. Source: Fortunebusinessinsights.com.

Source: Fortunebusinessinsights.com.

with the National Institute of Industrial Technology (INTI) has been fundamental to the company's growth. Daniela García, from the adhesives laboratory, recalls how the company sought support for key issues such as temporary imports and product certifications. "We guided them through the process of optimizing their procedures, especially in temporary imports, which allowed them to become more competitive".

Thanks to this collaboration with the Institute, Abrasivos Argentinos has optimized its processes and increased the competitiveness of its products in international trade. **"INTI has been a strategic ally in helping the company comply with international regulations and ensure the quality of its production"**, reflects Esteban Apolonio, Manager of Application and Product.



Despite its success in established markets such as Mercosur, Chile, Colombia, Ecuador, the United States, Mexico, the Netherlands, and Peru, the company is not settling. Edison Arias, Commercial Manager, explains: "We have already started exporting to Panama, a market with incredible potential for our adhesive tapes. We aim to strengthen our current markets while also exploring new opportunities in Central America and the Caribbean".

A commitment to excellence, continuous innovation, and the ability to adapt to market needs are undoubtedly the keys to the company's success. The implementation of the best manufacturing practices, such as World Class Manufacturing (WCM), has allowed them to become leaders in efficiency and productivity.



A clear message: the challenge lies in always looking ahead, adapting to new times, and remaining driven by the pursuit of quality and excellence in products and processes.



ABRASIVOS ARGENTINOS SAIC

Nueva Pompeya, Buenos Aires

Manufacturer and distributor of a wide range of abrasives, adhesive tapes, cutting discs, and accessories

- Plants: Pompeya - 6,650 m² | Pilar - 7,400 m²

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• HS CODE:

- 4811.41.10 / In rolls with a width of 20 cm or less. PLATES. SHEETS. FILMS, TAPES, STRIPS, AND OTHER FLAT FORMS, SELF-ADHESIVE, MADE OF PLASTIC, INCLUDING IN ROLLS. In strips or reels (rolls) with a width of 15 cm or less, or in sheets where no side exceeds 360 mm when unfolded. Self-adhesive.

Gummed or adhesive paper and cardboard: PAPER, CARDBOARD, CELLULOSE WADDING, AND WEBS OF CELLULOSE FIBERS, COATED, LAMINATED, IMPREGNATED, OR COVERED, COLORED OR DECORATED ON THE SURFACE, OR PRINTED, IN REELS (ROLLS) OR IN SQUARE OR RECTANGULAR SHEETS OF ANY SIZE.

- 6805.10.00 / With backing made exclusively of textile material. NATURAL OR ARTIFICIAL ABRASIVES IN POWDER OR GRAINS WITH A BACKING OF TEXTILE MATERIAL, PAPER, CARDBOARD, OR OTHER MATERIALS, EVEN CUT, SEWN, OR OTHERWISE JOINED.

- 6805.20.00 / With backing made exclusively of paper or cardboard. NATURAL OR ARTIFICIAL ABRASIVES IN POWDER OR GRAINS WITH A BACKING OF TEXTILE MATERIAL, PAPER, CARDBOARD, OR OTHER MATERIALS, EVEN CUT, SEWN, OR OTHERWISE JOINED.



TAPPER S.R.L.



A story of adhesion and leadership

When Ignacio Marrone arrived in Argentina at just 22 years old, he brought with him more than just dreams—he carried the knowledge passed down from his shoemaker father and an unbreakable determination. In 1963, he founded TAPPER S.R.L., a company born out of necessity and ingenuity. At the time, adhesives for footwear were scarce in the country, and Marrone, despite not being a chemist, set out to change that reality. His first attempts were frustrating—he even lost an entire production batch due to weather conditions—but his perseverance led him to create a brand that is now synonymous with quality and technology.

From the very beginning, the company has been developing state-ofthe-art adhesives, incorporating expertise from the Italian and German industries. There is no single adhesive that can meet all footwear needs, which is why the company designs specific solutions for each applicationfrom sandals to sports shoes. Its flagship product, the K 1067 A adhesive, is a clear testament to its innovative capabilities. This polyurethane adhesive, with over a decade of proven performance, ensures exceptional resistance to heat, hydrolysis, and intensive use.

The company has expanded its production beyond footwear, offering adhesives for industries such as wood, mattresses, and automotive manufacturing. With an infrastructure consisting of 12 dedicated reactors for different production lines, TAPPER ensures the purity and efficiency of each formulation–a key advantage in such a demanding market.

The National Institute of Industrial Technology (INTI) has been a strategic ally in TAPPER S.R.L.'s growth. "INTI has been involved in every new development from the very beginning, evaluating formulations and ensuring that each product meets the highest expectations," explains Daniela García, an expert from INTI's Adhesives Laboratory. The Institute's collaboration includes laboratory testing, patent research, and technological trend analysis, allowing the company to stay at the forefront of innovation.

Matías Prieto, Director and General Manager of TAPPER, emphasizes: "Working with INTI gives us the confidence that every step we take is







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backed by the best available technology. Thanks to them, we can focus on developing increasingly efficient and sustainable adhesives".

This thriving company has already exported to markets such as Chile and Paraguay, but its main objective is Brazil. "Brazil represents both a challenge and a tremendous opportunity. The Brazilian footwear industry is one of the most developed in the world, and competing there pushes us to improve every day," says Gustavo Robles, the company's Research and Development Manager. With certifications such as ISO 9001-2015 and a constantly trained technical team, they are well-prepared to bring their quality to new frontiers.

Beyond its leadership in the sector, one thing sets the company apart: its ability to transform knowledge into concrete solutions. For over six decades, they have not only manufactured adhesives but also trained generations of customers and technicians in the efficient use of these products. "We are the only company in the footwear adhesive market with an uninterrupted track record of more than 60 years. Our brand is a leader because our products meet and exceed expectations in adhesion and durability", says Prieto.

Gustavo Robles concludes with a reflection that encapsulates the company's spirit: "Making adhesives means joining materials, but at TAPPER, we know that the most important thing is to unite knowledge, effort, and passion. That is what truly makes us unique".



ABRASIVOS ARGENTINOS SAIC

Buenos Aires Manufacturers of Contact Adhesives

- Caseros Plant: 1,500 Installed Annual Capacity: 3,000 tons

• HS CODE:

- -3909.50.19.000X / TAPPER PU 2067, TAPPER PU BASE 1000, TAPPER PU 2025, TAPPER PU 1054, TAPPER PU BASE 1025
- -3208.90.39.900L / PRIMER UV 65, PRIMER SUV 75, PRIMER PP14
- -3506.91.10.000U / TAPPER 3009 ST, TAPPER 1000 S, TAPPER 149, TA-PPER 355, TAPPER 649
- -3814.00.90.990P / LIMPIADOR X01 ULTRA, LIMPIADOR M01 PLUS, LIM-PIADOR S01 STANDARD
- -3824.99.83.100K / Reticulant EFR, Reticulant MT40
- -3909.50.12.000X / TAPPER KH07 V





INTI reaffirms its commitment to the rubber and adhesives industry, driving innovation and strengthening national competitiveness in the global market.

In this regard, in collaboration with the Argentine Federation of the Rubber Industry (FAIC), the Latin American Society of Rubber Technology (SLTC), and Women and Rubber (MyC), the 16th Argentine Conference on Rubber Technology was organized. This biennial event aims to highlight the sector's importance while bringing together industry leaders from across Ibero-America. This edition welcomed over 180 attendees, including entrepreneurs, engineers, and scientists. The strong participation underscores the significance of these gatherings in reinforcing the sector. The conference provided specialists with an opportunity to stay up to date on raw materials, specialized machinery, thermoplastic elastomers, and sustainability. Companies such as Parker Lord, Optimaq, and Arlanxeo supported the event, fostering industrial cooperation and generating new business opportunities.

The key themes were clear: economic context, cost optimization, and advanced compound formulation. The event concluded with a special highlight-a panel of young professionals who, rather than repeating established formulas, engaged in a dynamic discussion about emerging challenges and opportunities in the industry.



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