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Argentine technology and innovation



BEEKEEPING



INSTITUTIONAL RELATIONS AND COMMUNICATIONS OPERATIONAL MANAGEMENT

Institutional Relations Deputy Management



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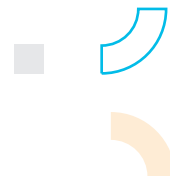
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Editorial



Argentine beekeeping, a traditional and noble activity, has become an essential player in the world market. Argentina stands out as one of the main producers and exporters of honey, thanks to its natural comparative advantages, such as a rich native floral offer and a climatic diversity that allows the production of high quality honey internationally recognized.

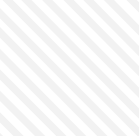
This sector, made up of 15,300 small beekeepers distributed in 22 provinces, generates more than US\$ 200,000,000 in foreign currency per year. Despite this impressive figure, Argentine honey is still perceived in the international market as a product with little differentiation. This perception, although challenging, also represents an opportunity for Argentine producers. In a global context where consumers increasingly value products differentiated by quality, botanical and geographical origin, Argentina has the potential to significantly increase sales by offering differentiated, high quality honeys.

Beekeeping is a valuable opportunity to diversify agricultural production, promoting complementary activities such as fruit growing, horticulture, and oilseed crops. This sector not only enriches the productive offer, but also promotes rural development, opening doors to additional services such as receptive tourism and food routes.

However, the global trend toward demand for products differentiated by quality, botanical and geographical origin and denomination of origin (DO) offers Argentina a unique opportunity. By capitalizing on these distinctive characteristics, the country has the potential to increase the value of its bee products by 15% to 30%.

This approach not only promises to improve the price of Argentine honey in international markets, but also contributes significantly to regional development. The increase in demand for differentiated products boosts job creation and supports biodiversity conservation, making beekeeping a strategic activity for the future of Argentine agriculture.

The National Institute of Industrial Technology (INTI), aware of the potential of this sector, has implemented the ApiTEC program. With a federal approach, ApiTEC seeks the sustainable development of beekeeping throughout the country, taking advantage of INTI's knowledge and capabilities to improve the competitiveness of the entire value chain. This program promotes the diversification of production, the development of value-added products and the transfer of technological innovations to the national beekeeping sector.



ApiTEC has carried out numerous work experiences that demonstrate the federalization and institutional capabilities of the Argentine beekeeping sector. Collaboration with INTI has enabled Argentine beekeepers to adopt innovative and technological practices, thus improving the quality and value of their products in the international market.

Within the framework of the ApiTEC program, this publication highlights four Argentine honey companies: Yunga Andina, Montecitos, El Chelibo and Argenmieles. These companies exemplify the commitment and innovation of the sector, working tirelessly to offer high quality products that reflect Argentina's rich biodiversity and know-how.

Argentine honey is not just a product; it is an intertwined history of tradition, nature and technology. With the support of INTI's ApiTEC, national beekeeping is ready to conquer new markets and sweeten the world.

Julio Ziolo

ApiTEC Program Manager

SORP - Tandil



MONTECITOS



The flavor of southwest Buenos Aires in every drop of honey



One of the most productive geographical regions for beekeeping in Argentina is the southwest of Buenos Aires and the province of La Pampa. Known for its vast fields and forests, this region is home to a varied flora of beekeeping interest such as caldén and piquillín; sunflower, alfalfa, yellow flora and eucalyptus, among others. This botanical diversity gives the honey a soft and warm sweetness, highly appreciated in international markets.

A large part of this beekeeping production is harvested by Cubee S.R.L., better known by its commercial brand Montecitos. Thanks to its fractioning plant equipped with state-of-the-art automated technology, the company markets three products: organic honey of 500g, creamy honey of 300g and 400g; and liquid honey of 350g. By means of a QR code, it guarantees the traceability of the contents of each jar.



Argentina is one of the main honey producing countries in the world. It ranks third behind China and the United States and it's the second exporter with an average volume of 75,000 tons per year, which represents about 95% of the honey produced.

Source: Argentine Ministry of Foreign Affairs 2023 and Secretary of Agriculture.



INTI has a long history of partnership with the company and provides support and technical assistance for the implementation of various quality and food safety systems, including GMP, HACCP, ISO 22000 and FSSC 22000, in its organic and conventional honey fractionation plant. This alliance has enabled the company to consistently maintain the excellence of its products, complying with national and international market standards and the corresponding certifications.

In this sense, the head of the INTI Food Department of the Pampean region, Macarena Morete, emphasizes that quality and food safety management systems are a process of continuous improvement that faces constant challenges.

At the same time, the company has decided to move towards a new food safety standard, the FDA's FSMA (Food Safety Modernization Act), which is mandatory to enter the US market.

Francisco Cubelli, managing partner of the company, highlights the support provided by INTI: "the first step we took with the Institute was the implementation of GMP, then the certification of the HACCP standard and, finally, the advice for the certification of the FSSC 22000 standard to be able to supply the most demanding customers. It is a fundamental ally to conquer new markets in the world". He also adds: "we are convinced of Argentina's potential to offer quality food with added value to the world. That is why we believe in seeking excellence in processes and quality systems and developing a culture of continuous improvement".


Montecitos has a solid presence in the local market and its main challenge is to initiate its export experience in markets such as the United States, Europe and the Middle East, where Argentine honey is widely accepted and recognized.



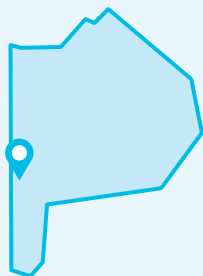
Europe is the world's largest importer of honey, accounting for approximately 50% of global imports. This highlights the importance of fractionation to meet European demand.

Source: Market Information (CBI Ministry of Foreign Affairs)





The honey produced in this region has distinctive characteristics that make it highly demanded. This is due to the combination of natural factors and the care taken in the production process, such as that of Montecitos. Its state-of-the-art equipment allows it to achieve a production capacity that guarantees not only quality and safety, but also compliance with delivery times. In this sense, the company's manager points out: "The use of automated technology in the fractioning process guarantees the traceability and quality of the product, facilitating exports to demanding markets".

**Cubee S.R.L. / Montecitos****Villa Iris, Púan, Buenos Aires, Argentina***Beekeeping*

-Annual production capacity: 1,500,000 bottles/canisters.

• HS Code (NCM):

-0409.00.00.190C / Natural honey. In immediate packages of contents less than or equal to 2.5kg. Other, including mixtures (multiflora).



YUNGA ANDINA



The nectar of the Catamarca jungle that conquers people's palates



In recent years, the honey market has undergone a remarkable transformation, with consumers increasingly looking for unique and exotic sensory experiences. In this scenario, honeys from biodiverse places have gained prominence, attracting those who seek more than just the product.

The Argentine province of Catamarca extends into the yunga biome, a natural treasure that stretches from Venezuela to this region, where biodiversity explodes in every corner. Agrocataamarca S.A. is located there with its emblematic commercial brand Yunga Andina, a company that has been able to capture the advantages of nature in its product.

Since its inception, Yunga Andina has embraced a bold vision: to combat deforestation by generating native reserves. With the yunga biome as a backdrop, it has been able to weave a history of innovation and commitment to the environment.

The National Institute of Industrial Technology (INTI) supports this company in consolidating its quality standards through the implementation of advanced systems, including Good Manufacturing Practices (GMP), prerequisite programs, and the Hazard Analysis and Critical Control Point System (HACCP). Daniel Aranda, a member of the technical team of the Agri-Food Engineering Department of the NOA region of the institute, highlights these efforts.



Danley Callieri, partner of the company, emphasizes: “Safety and innocuousness are fundamental pillars that require a solid GMP and HACCP system. In this context, the assistance provided by INTI marks a significant milestone for the company, not only in its internal strengthening, but also in its projection in national and international markets”.

Certified by Food Safety S.A. for Argentina, the European Union, the United States and Canada, Yunga Andina is 100% organic and all its packaging has a QR code that allows the honey to be traced from the identification of the apiary, the hive, the region and the year of harvest.



In terms of volume, the countries China (20%), Ukraine (8.7%), Argentina (10%), India (9.9%) are the countries that concentrate 48.6% of the tons of honey traded worldwide (average period 2018-2022). The first world exporter, during 2022 was China with 156,000 Tn, followed by India (86,163 Tn), Argentina (67,380 Tn) and Ukraine (48,372 Tn).

Source: Informe Economía regional-Cadena Apícola. Secretariat of Agriculture, Livestock and Fisheries of the Ministry of Economy of Argentina.

The Catamarca yunga is home to more than 900 species of trees, herbaceous plants and cacti. Bees pollinate all the flowers and the “honey dew”, an exudation of certain trees. Callieri explains that “the mixture of the nectars of ‘hundreds’ of species within a biome is a very sought-after characteristic in the world”.

It should be noted that the honey is not filtered, it is strained at 35°C so it retains all the essential properties of jungle nectars such as enzymes, polyphenols, vitamins, minerals, trace elements, pollens and propolis, which are highly valued for their health benefits. In this regard, Callieri mentions a study by the National Council for Scientific and Technical Research (CONICET) on the antimicrobial capacity of this product. “It was verified that seven types of Staphylococcus



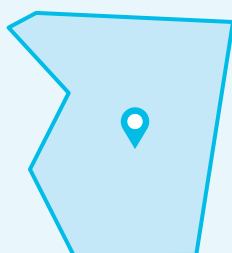
Aureus strains, resistant to antibiotics and generators of stomach ulcers, die with a concentration of between 25% and 50% of our honey. Another result obtained was to prove that yunga honey has 20% more antioxidants than honey from the Manuka tree, a New Zealand species that produces one of the most antioxidant honeys in the world”.

In order to guarantee a unique and organic origin, there is no transhumance, the hives are fixed within the yunga and it is free of pesticides and fertilizers. Its flavor is strong, bold and distinctive, with intense aromas ranging from spicy, smoky or herbal. It is highly prized internationally by chefs and gourmet food lovers. It combines especially well with meats and cheeses.

This company is present in the United States market and, due to the particular profile of honey, it wishes to enter Canada, the European Union and the Arab Emirates, where the type of consumption is increasingly oriented towards the search for something different.

In dialogue with Danley Callieri, he says: “The bee is being destroyed by the use of pesticides. If it disappears, so will mankind, because 80% of the pollination of all food depends on the bee. There are countries that are running out of honey, but we have the bee in a completely clean environment, which not only allows us to take care of it, but the product obtained has great differentiating properties, not only organoleptic but also healing in several senses”.

Due to its wild origin, Andean Yunga honey is considered by the world as an exotic honey. The botanical richness of the region guarantees a unique and exclusive blend of flavors and aromas. It aims to compete with the best honeys in the world, especially for its antioxidant, probiotic, antimicrobial and nutritional properties.



AGRO CATAMARCA S.A. / YUNGA ANDINA

San Miguel de Tucumán, Tucumán

Beekeeping

-Production plant: 220 m²

-Annual production capacity: 40 tons

-Packed in jars of 470g/16.58 oz, and 54g/1.87 oz 260g/9.17 oz.

• HS Code (NCM):

-0409.00.00.190C / Natural honey, including mixtures, in immediate packages of net content less than or equal to 2.5Kg (R.874/97 MEYOSP).



EL CHELIBO



Honey from Argentina to the world in INTI-certified containers

The use of food drums is crucial for the export of bulk honey as it ensures that the product maintains its purity and quality during transportation. The size of these containers, with a capacity of up to 340 kilos, are international standards for exporting honey from Argentina, ensuring the hygiene and food safety necessary to meet the demands of the global market. Choosing suppliers that comply with international standards is essential to avoid contamination and ensure that the product reaches the final consumer in optimal conditions.

At the heart of the Argentine beekeeping industry is El Chelibo S.A., which stands out for its essential contribution to guarantee the quality of honey for export. This company, dedicated for more than three decades to the manufacture of food drums, plays an important role in preserving the properties and quality of the product during transportation.

The recurring problem of rejections at customs due to the inadequate quality of drums and the lack of a specific regulation prompted a strategic collaboration in 2018 between the National Institute of Industrial Technology (INTI) and the National Agri-Food Health and Quality Service (SENASA). As a result, Resolution 5-E/2018 was issued, which establishes standards for the manufacture and recycling of container containers used in the export of bulk honey, thus guaranteeing the reliability and excellence of the Argentine product in the global market.



“The Resolution requires that the containers have to be certified in their manufacturing process by an authorized certifier”, explains Carolina Alarcón, head of the Department of Process and People Certification at INTI. “For this reason, El Chelibo turned to the Institute for certification, which consisted of carrying out audits and taking samples of the containers for testing, with the support of INTI’s Packaging Center”, she adds.

Diego Menéndez, an engineer at the center, explains that tests were carried out in accordance with the protocol established by SENASA. These tests evaluate the quality of the drums, as well as the thickness, the adherence of the varnish on the steel, the dimensions and weight, among other aspects.

“Of all the authorized certifiers, we consider INTI to be the most prestigious due to its experience and reference in the field. Its certification guarantees the quality of our drums both for us and for our customer portfolio”, says Fernando Sabelli, partner of the company.

El Chelibo also stands out for being the only Argentine company that manufactures this type of packaging for its own honey exports from Buenos Aires, Entre Ríos, Santa Fe and La Pampa. According to Augusto Sabelli, partner of the company, its product is the most robust in the Argentine market, which ensures the arrival of the contents in intact conditions whether by sea or land.

“We are the only Argentine company with more than 30 years in producing drums for honey export; and stocking and processing honey for export at the same time. The great number of producers choose us as a reference in quality, functionality and service”, reflects Fernando Sabelli.



“Commitment to quality is not just a promise, it is a daily practice,” says Fernando Sabelli. With a clear vision towards expansion into new markets such as Brazil, Bolivia, Chile and Paraguay, El Chelibo continues to be a pillar in the export of Argentine honey, demonstrating that, with innovation and dedication, it is possible to overcome any frontier.

**ESTABLECIMIENTOS EL CHELIBO S.A.****Uribelarrea, Buenos Aires***Beekeeping*-Production plant: 5,000 m²

-Annual production capacity: 1,000,000 drums

• HS Code (NCM):

-7310.10.90 / Steel container up to 300l.

-0409.00.00 / Natural Honey



ARGENMIELES



More than a decade sweetening the world



With exceptional climatic and geographical conditions, the Argentine province of Chaco is a privileged region for beekeeping. The native forests, rich in species such as chañar, garabato, algarrobo, mistol, guarapita and quebracho colorado, among other flowers of the Chaco impenetrable, offer an ideal environment for the production of conventional and organic honey. In this privileged environment lives Gruas San Blas S.A., known in the world of beekeeping as ArgenMieles, a company with more than 10 years of experience in the production and export of honey. With a presence in four continents, it relies on an extensive network of cooperatives and beekeepers from 15 Argentine provinces, taking its varied production of bulk and packaged honey to international markets under its own and private labels.

Consolidated in the promotion of Argentine honey worldwide, ArgenMieles offers a wide range of products, including multifloral and monofloral honeys such as eucalyptus, citrus, clover, among others, cream, honeycomb and certified organic honey from different regions of the country.



The world average honey consumption is around 220g/inhabitant/year. Among the first countries with the highest consumption are Japan, USA and Germany, which exceed one kg. per capita.

Source: Informe Economía regional-Cadena Apícola. Secretariat of Agriculture, Livestock and Fisheries of the Ministry of Economy of Argentina.

Likewise, to obtain the “Alimentos Argentino Seal” certification, the company turned to the INTI Certification Body, one of the certifying entities authorized to carry out these audits, as explained Carolina Alarcón, head of the Process and People Certification Department. Alarcón added that, after an exhaustive audit to verify compliance with the requirements of the Quality Protocol, the results were sent to the Secretariat of Agriculture, Livestock and Fisheries, the entity responsible for awarding the “seal” every two years.

Romina Scherf, member of the NEA-INTI Chaco Food Department, highlighted the vital importance of the Institute’s presence in the region and explained that in order to certify the production plant and continue with the “Alimentos Argentinos Seal”, the corresponding annual audit was carried out, where the analyses that ArgenMieles performs in laboratories approved by the National Agri-Food Health and Quality Service (SENASA) were controlled to ensure compliance with the requirements established in the quality protocol for fractionated honey of the Secretariat of Agriculture, Livestock, Fisheries and Food (SAGPyA) of Argentina. This effort not only guarantees the quality and safety of local products, but also strengthens confidence in the regional food industry.

Lucas Andersen, commercial manager of ArgenMieles, said that INTI’s support made it possible to professionalize the staff, improve organization and resource management, and develop new business opportunities abroad.

The company, certified by FSSC 22000 BRC, HALAL, FDA, True Source and Organic, exports 90% of its production to more than 22 countries and intends to expand its presence in Latin America, the United States, China and the Middle East.

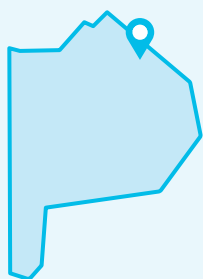


The Argentine Foreign Ministry and the Argentine Agency for Investment and International Trade awarded ArgenMieles as Export Ambassador NEA Region 2022 for its organic beekeeping project launched in 2018.

To speed up export practices, the company has a complex in Tigre (Buenos Aires) with a warehouse and laboratory that ensures the quality and traceability of its products, consolidating all exports and shipments with its own fleet of trucks and medium-sized vehicles.

Lucas Andersen describes ArgenMieles as one of the few companies that has been exporting uninterruptedly for a decade, with modern packaging techniques and quality standards aimed at non-traditional markets. “One of our most appreciated achievements was to become the number one exporter of fractionated honey”, said Andersen. With no additives or preservatives, ArgenMieles combines the best of nature in every spoonful, offering the world the richness of Argentina’s native forests and flowers.

Thanks to a comprehensive approach that combines tradition and modernity, this firm has positioned itself as a leader in the international honey market. With an eye on the future, its mission is to expand its global presence, demonstrating that joint efforts and good practices can turn an Argentine company into a world reference in beekeeping.



Grúas San Blas S.A. / ARGENMIELES

Roque Saenz Peña, Juan José Castelli, Tres Isletas and Miraflores (Chaco), and Tigre (Buenos Aires).

Beekeeping

- Annual production capacity: 5000 tons
- Production plant: two plants of 1500 m² each.
- Presentations: Honeycomb in 400 g plastic boxes
- Flask or pet according to the market from 20 g to 28 kg.

• HS Code (NCM):

- 0409.0000.911X / Bulk honey
- 0409.0000.190C / Packaged honey





International Cooperation



The road to internationalization of Argentine beekeeping SMEs is full of challenges, but also of opportunities. For decades, INTI has worked in international initiatives to strengthen the capabilities of the national industry, becoming a fundamental reference for the competitiveness and development of our companies in global markets.

In this sense, for more than 10 years we have had the experience of international experts from Germany and Spain who, together with INTI professionals, have been working on the characterization of honey through sensory analysis, the organization of international congresses and the training they have given to different productive actors.

In turn, in collaboration with Spain, INTI has begun to work on strengthening regional economies, focusing on the beekeeping chain. This effort seeks to differentiate honeys according to their production area and add value to by-products such as wax, apitoxin and propolis. Innovation and regulatory development are key to expanding the supply of these products in international markets.

The synergy between the local and the global allows Argentine honeys to be recognized worldwide for their quality and authenticity.







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