**EXECUTIVE SUMMARY**

**CUSTOMER NAME:** Cinter S.R.L.  
**INDUSTRY:** Mining, energy, agro-industrial, food processing & automotive steel structures  
**LOCATION:** Argentina  
**ANNUAL TONNAGE:** 30,000 tons

“We did not always have Peddinghaus equipment in our shop,” Juan Carlos Vincenzini Jr., Commercial Manager/Trustee said “But their people never stopped visiting, educating, or consulting with us. We even took a tour of Europe together in 1998. We were impressed with Peddinghaus technology and their industry knowledge.”

“Finally, 10 years later we installed Peddinghaus, and we now know their machines are the best,” Carlos said. “We would not have received some of our best steel projects without our Peddinghaus equipment.”

**Turnkey Projects**  
Cinter S.R.L. provides Turnkey projects to insure every piece of the job is delivered and erected to the customer’s satisfaction.

“Cinter will never compromise our customer commitment to deliver all the engineering components of any Turn Key Project,” Carlos said. “It is our goal to supply the best quality steel fabrications in a timely manner. We do not want to just meet customer expectations, we want to EXCEED them!”

Cinter was founded in 1973 as an engineering company specializing in thermal dynamic projects with three employees: two co-owners and one employee. At that time Cinter did not have a factory, so they had to depend on other companies to build their structures. Their first customers were in the agricultural industry of Argentina where Cinter provided industrial buildings.
and warehouses for dairy and meat processing operations.

“Cinter is an Engineering company with a dedicated staff including engineers and architects that deliver complete turn key projects with a focus on building structures,” Vincenzini Jr. said.

**Multi-Story History**

One of the first multi-story steel buildings in Argentina was the “La Nacion” building, constructed for the legendary Buenos Aires newspaper. The building was 101 meters tall (over 330 feet) with 17 steel stories built over 5 original concrete floors. This project elevated Cinter as a premier steel fabricator and was a defining moment for steel construction in Latin and South America.

**Technology + Economical Evaluation = Peddinghaus is Best**

As Cinter’s business continued to grow, the firm made a decision to expand the shop for more capacity, and to meet the increased demand for steel projects in the region.

“We examined all of the firms that make fabricating equipment,” advised Juan Carlos, “Peddinghaus equipment was the most technologically advanced, most robust, and Peddinghaus’ service was the best, as recommended to us by existing users.”

Cinter invested in the following Peddinghaus equipment in 2007:
- BDL 1250/9 Beam Drill Line
- DG 1100 Band Saw
- Material Handling conveyor/Quiet Glide Transfer system
- FPB 1800/3 Punch/Plasma plate processing center

**Why Buy Peddinghaus Equipment?**

“We anticipated the large projects that were coming to the region for mining, energy, and automotive,” explained Carlos. “We knew that we needed the most technologically advanced and strongest/fastest equipment to meet our customer requirements.”

“We have capacity to produce up to 2,500 tons of structural steel per month with our Peddinghaus equipment,” Carlos added.

**Peddinghaus Service is Prompt and Courteous**

“We like Peddinghaus service very much,” Mario Amer, Production Manager explains. “The ability to perform remote assistance via the internet for our machines allows the technicians located in Mexico examine our machines long distance; it’s incredible! The machines are very flexible for our most demanding needs, and we always get the maximum production from them.”
Taking Care of Your Customers Enhances Reputation & Builds Markets

Cinter has developed into one of the most identifiable fabricators in all of South America. Their reputation for providing superior products at the right time, at a fair price has helped them build new markets. They currently compete in the mining, energy, agro-industrial, food processing and automotive markets for steel structures:

“Whenever we have a visitor to our plant, regardless of the purpose of the visit, they always stop at two parts of the plant: The Drill and Saw line and our FPB Plate Processing machine,” Gabriel Nogueras, Engineering Manager said. “Our customers are thrilled with the technology, speed and accuracy of the equipment. It helps us sell our fabrication capabilities to our customers.”

AISC Certification Builds Global Sales

Recently, Cinter S.R.L. accepted the challenge to receive an American Institute of Steel Construction (AISC) certification. After a thorough review by the AISC inspection team, Cinter received their certification, which is another bonus as they seek new markets for steel structures.

Cinter, S.R.L. is positioned for success in the global steel fabrication industry. With a technologically savvy engineering and production team, the firm is able to meet tight production deadlines.

Sometimes the best compliments are paid you by your industry peers. When asking other firms in South and North American about Cinter, the common response is the same: “Cinter S.R.L. is considered a premier structural steel fabricator, not just in Argentina, but globally as well.”
FOR MORE INFORMATION

To learn more about Peddinghaus Corporation visit:
www.peddinghaus.com

PRODUCT LIST:

- Beam Drill Lines
- Angle Masters
- Plate Processing
- Coping Machines
- Thermal Cutting
- Automated Layout Marking
- Structural Band Saws
- Ironworkers
- Material Handling