

Brazil's Empretec Makes Railway and Veterinary Equipment

Contributed by Alexandre Rocha
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Empretec, a company that is based in the city of Guarulhos, in the Greater São Paulo, produces a series of equipment for railways, from jacks to adaptors for trucks to run on rails and service vehicles turned exclusively for use on railways.

The company supplies to various sector operators in Brazil and Latin America and now plans to reach the Arab countries.

"We are very competitive on the Latin American market," stated company owner José Carlos Nurchis, who last week participated in fair Business on Rails, in São Paulo, southeastern Brazil. Among his company's clients he mentioned Ferrosur, in Argentina, Ferrovía Oriental in Bolivia, Companhia Brasileira de Trens Urbanos (CBTU), MRS, Companhia Ferroviária do Nordeste (CFN), Brasil Ferrovias (currently ALL), all railway operators in Brazil, mining giant Vale do Rio Doce, which also has a large railway network, and the subways of large southeastern Brazilian capitals like São Paulo, Rio de Janeiro and Belo Horizonte.

The products, according to Nurchis, were entirely developed in Brazil. "We have export capacity and 36 years of experience on the market," he said. The company is a family company, having been established by Nurchis' father, and his children now work there. The company employs 35 people.

Empretec, however, does not only make railway implements. The company also produces a series of equipment for installation of telecommunications networks, like trailers, guides and winches. In this area, however, production is licensed by a Swiss company.

Horses

Under another brand, Equiboard, Nurchis also produces veterinary equipment turned to the treatment of horses, like surgery tables and treadmills. The products, according to him, may also be used for other large animals, like camels.

"I believe it is possible to sell this equipment in the Arab market. If I manage to make contact, importers will see that the cost is interesting and the quality above average," he said. The veterinary line, according to the businessman, was also developed in Brazil.

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