



INTRODUCTION

Borax Argentina is a leading global producer of high-quality boron-based products with over 65 years of experience. Located in Salta, Argentina, the company supplies industries worldwide, from glass manufacturing to agriculture and metallurgy, offering products that meet strict international standards. Known for sustainability, Borax Argentina uses eco-friendly mining and energy-efficient production methods. This guide will highlight their product range, technical specifications, and competitive advantages over U.S. Borax and Eti Maden, making them a reliable choice for industries across Latin America, Africa, the Middle East, and Asia.

MAIN PRODUCTS

Boric Acid

Borax Decahydrate

Borax Pentahydrate

Borax Anhydrous

AduBor (Sodium Borate)

**Colemanite /Hydroborcit
40% and 36%)**

GranUlexite

PART 2: APPLICATIONS OF BORAX ARGENTINA PRODUCTS

Boric Acid (H_3BO_3)

Used in ceramics, fiberglass, wood protection, borosilicate glass, insulation, metallurgy, fire retardants, corrosion inhibitors, and agriculture. It enhances the thermal and chemical resistance of borosilicate glass, corrects boron deficiencies in soil for better plant growth, and provides fireproofing in materials. Its high purity and low contamination make it ideal for precision industries.



Borax Decahydrate $Na_2B_4O_7 \cdot 10H_2O$

It provides boron for plant growth and acts as a fungicide. In ceramics, it helps lower melting points and improve durability. It boosts cleaning power, softens water, and removes stains, in detergents. In glass production, it enhances transparency, durability, and chemical resistance. In fiberglass, it strengthens fibers and improves insulation.



Borax Pentahydrate $Na_2B_4O_7 \cdot 5H_2O$

It is widely used as a pH buffer and water softener. It improves cleaning performance in detergents by stabilizing pH and enhancing surfactant efficiency. In metallurgy, it acts as a flux, helping to clean and purify metals during welding, brazing, and soldering. In agriculture, it corrects boron deficiencies in soil, promoting healthier crops and improving yields, particularly for sensitive plants.



Colemanite (Hydroboracit 40%/36%) $Ca_2B_6O_{11} \cdot 5H_2O$

It is widely used in the production of ceramic frits, glazes, and fiberglass. In high-temperature ceramics, it enhances product performance. while in agriculture, it is an ideal component in soil fertilizers.

AduBor (Sodium Borate) $Na_2B_8O_{13} \cdot 4H_2O$

it is designed to improve soil fertility by providing a high concentration of boron with excellent water solubility and dispersion, it enhances crop performance, especially for boron-sensitive plants.

GranUlexite $\text{NaCaB}_5\text{O}_9 \cdot 8\text{H}_2\text{O}$

It is processed into granules for use as a slow-release fertilizer in agriculture. Ideal for crops like fruit trees and vegetables, it gradually provides boron, reducing soil leaching and ensuring a steady nutrient supply. Its granular form is tailored for agricultural use to enhance soil health and crop growth.

Borax Anhydrous $\text{Na}_2\text{B}_4\text{O}_7$

It's ideal for high-temperature applications. It enhances the durability of glass used in solar panels and fiberglass insulation, and acts as a flux in metallurgy to purify metals during welding and smelting. Its stability and free-flowing structure make it perfect for demanding industrial processes.



PART 3: COMPETITOR COMPARISON

Competitor Comparison

Borax Argentina vs. U.S. Borax (Rio Tinto):

Both companies produce high-quality boron products. However, **Borax Argentina** stands out for its ability to meet the specific needs of **Latin America**, **Africa**, and the **Middle East**. Borax Argentina's slow-release products, like **GranUlexite**, offer a **unique advantage** in agriculture, where long-term soil fertility is critical.

Borax Argentina vs. Eti Maden:

Eti Maden, the largest global boron producer, dominates in **colemanite production**. However, **Borax Argentina** differentiates itself by offering **sodium borates** like **AduBor** and **Borax Anhydrous**, catering to **glass**, **detergent**, and **metallurgy** industries where specialized borates are essential for high-temperature processing.

PART 4: QUALITY, PRICING, AND STRONG SUPPLY CHAIN OF BORAX ARGENTINA

Borax Argentina is renowned for its high purity of **boron-based** products, meeting international standards. Key products include **Boric Acid**, **Borax Pentahydrate** and **Borax Decahydrate**, and **GranUlexite**, which are essential in industries like glass manufacturing, agriculture, metallurgy, and ceramics. These products ensure consistency in applications requiring thermal resistance, chemical durability, and boron supplementation for crops.

Supply Chain & Global Reach

Borax Argentina has a global distribution network serving key markets in **Africa**, the **Middle East**, **Latin America**, and **Asia** through partnerships with Elite Supply Chains & Logistics and Amber Wave Trading. It's regional presence includes subcediaries in **Tunisia** and **Oman**, ensuring timely delivery and lower costs in Africa and the Middle East. Strategic production in Argentina helps minimize shipping costs, providing a competitive edge in regions with high logistics expenses. Regional subsidiaries manage regulatory challenges and supply volumes to meet regional demands, especially in agriculture.

Pricing Competitiveness

Borax Argentina has established itself as a competitive player in the boron market by offering high-quality products at cost-effective prices. Its pricing strategy is driven by several factors: **local production** in Argentina, one of the world's top three boron exporters, which helps reduce logistical costs compared to global competitors like U.S. Borax; **economies of scale**, enabling the company to lower manufacturing costs through large-scale production of products like Borax Decahydrate and Acide Borique; and a focus on **customized solutions**, such as GranUlexite, a slow-release boron fertilizer tailored to agricultural markets in Africa and the Middle East. Additionally, Borax Argentina positions itself strategically between large global producers and regional suppliers, offering excellent value for customers through a strong **price-to-quality** ratio.

CONTACT US



Muscat, Sultanate of Oman



+968 2231 2538



www.amber-wave.net



info@amber-wave.net



Ben Arous, Tunisia



+216 31 448 945



www.elitesupplychains.net



info@elitesupplychains.net

