

French insulation company is looking for glass and rock wool producers to work under a supplier agreement

Country of Origin: France

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Summary

Providing insulation solutions since more than 20 years, the French company deploys its great expertise to find optimised thermal options for a construction or a renovation project. The SME mainly works on noise and thermal insulation in attics, walls and garages. In order to provide its solutions to the market, the company purchases glass and rock wool. Since these products are not always available, the SME is looking for a EU certified provider to work under supplier agreement.

Description

The company is recognised by the French government as an advocate for environmental friendly solutions in the construction sector.

Being ISO certified, the SME provides insulation services for private housing, companies and public building.

The company works only with innovative and performant materials in order to provide efficient and value adding solutions.

The SME therefore use following materials in their construction and renovation project:

- Cork
- Wool including glass wool and rock wool
- Cotton Wool
- wood fiber

For an optimised sound and thermal solutions, the company works on installation based on glass and rock wools which present strong advantages and innovation.

Glass wool is naturally a not combustible material with no diffusion of toxic fumes when it gets dismantled. It is also considered as a non hydrophil material which limits water infiltration. Glass wool represents the best ration performance/price on the market.

Rock wool is naturally not combustible as well. This material resists to humidity since it is hydrophobic with no water penetrating its structure. Termites can also not disseminate in rock wool.

In order to install these materials, the company blows them within attics and adapt their thickness as per the client's or the building's requirements.

Both materials are rather rare to find on the market especially in France and this can lead to production disruption. The company is therefore willing not to create any bottleneck in its supply chain and be able to provide their client with a continuous service.

In this sense the company is looking for providers of both raw materials in order to continue offering energy efficient and environmentally friendly solutions to its clients.

Advantages and Innovations

Insulation conceived with glass and rock wool is innovative compared to the common insulation solutions.

It represents several advantages such as:

- A porous structure which allows to capture air cells and stop them from their diffusion
- An elastic structure absorb airborne and choc sounds
- More energy efficient - with 25% of economies
- Endeavor circular economy through the re use of vegetal and animal materials
- Environmental friendly
- Installations based on these materials can benefit from incentive funding programs at national level

Expertise sought

- Providers of rock and glass wool
- Be able to work under a supplier agreement
- Certified material such as a EU technical advice
- Product without certification will be also considered

Stage Of Development

Already on the market

Stage Of Development Comment

mature installation solution

Requested partner

The partner should be a producer of glass and rock wool preferably compliant with EU technical advice.

The company should be able to ensure constant production according to orders placed. Production processes should be rather smooth and efficient.

The ideal partner should be reliable with a track record in providing these materials for insulation.

Ideally, the company should be looking for a longer term partnership under a supplier agreement.

The service delivery should be excellent and on time in order to respond to supply chain related needs.