

Sicomin, 30 years of composites knowledge

Reconciling consulting, bespoke solutions and corporate development in a sector as technical as composites is not an easy thing to do. Philippe Marcovich, President of Sicomin, discusses these challenges and talks about his ambitions for the company.

interview

PHILIPPE MARCOVICH
PRESIDENT
SICOMIN

JEC Composites Magazine:
What are the challenges a resin formulator like Sicomin has to address day by day?

PHILIPPE MARCOVICH:
Sicomin's priority is to supply first-class, quality products to our customers on time, on budget and to specification. Everything we do underpins this promise we make to ourselves and our clients. Customers often approach us with very specific demands and we respond with tailored solutions that are fully optimized and unique to their requirements. To ensure our products are technically superior, we adopt rigorous quality control systems and processes. Our

efficient supply chain and solid global distribution network are a critical component to our success and something we have worked hard to achieve. Ensuring we are ahead of the game in terms of product innovation creates a challenging and dynamic environment for our in-house team of engineers and R&D specialists. Working alongside our customers to supply optimised systems also enables us to do this, and we view this relationship as a true partnership.

JCM: What are the most promising sectors for your company?
P.M. : Product innovation remains at the core of what we do and we shall continue to develop our range of high-performance solutions. For



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example, as the original innovator of structural foaming epoxies, we have taken our formulation expertise and produced an enhanced range of multiple-density foaming systems and numerous hardeners. These allow customers to produce strong, high-quality parts with structural cores and bonded laminate skins. At JEC 2014, we are also showcasing TOPCLEAR, a new generation of translucent systems that are highly versatile, ultra-fast hardening and lightweight with UV protection. GREEN POXY 56, our latest innovation in environmentally enhanced epoxy formulations, has been developed in response to the demand for products derived from plant matter. Finally, our industry-accredited, self-extin-

About Sicomin

Sicomin was established in 1946 in Paris, France by the bank BNCI. In 1950, Charles Marcovich moved the company into the distribution of fatty acids. In 1984,

Philippe Marcovich – the current President – opened a «composite materials» division. Since then, Sicomin is dedicated to the formulation and manufacture of epoxy systems, as well as the distribution of a wide complementary range of core materials, structural reinforcements, fillers and consumables for the composites industry. Now located in Châteauneuf les

guishing fire retardant range produces high-performance laminates and demonstrates low smoke behaviour.

JCM: You recently extended your production capacities in France. Are you planning international developments as a producer?

P.M. : Sicomin is very much in a growth and investment phase, having recently expanded our headquarters in Marseille to a 4,000m² plant. These premises accommodate a team of R&D specialists in a state-of-the-art laboratory, an enhanced temperature-controlled manufacturing facility plus additional warehouse space. The next phase of our growth strategy will take place this year with the addition of a 3,000m² manufacturing and storage building.

We purchased a large site so we would not be restricted in terms of capacity and future developments. It was a very deliberate choice to be situated in close proximity to Marseille in southern France. The city is a significant transport hub with an international port and excellent airport links for our international customers. We also have a satellite office and warehouse in Brittany, western France, serving our national customers.

JCM: Sicomin Composites already has 27 distribution points;

their own and through dealers. Do you plan to further develop this network?

P.M. : We are proud to have secured a strong representation and solid supply network in various locations around the world. Naturally, and as part of our overall growth strategy, we are always looking to work alongside competent distribution partners with excellent technical knowledge.

JCM: As a dealer, do you plan to further diversify your offer? How do you select your partners?

P.M. : The Sicomin team possesses a passion and technical dedication to composites. We share an inherent interest in this evolving and dynamic industry – it is what unites us! When we are seeking new sales representatives, they also need to display these attributes. Technical knowledge and an appreciation of our customers' needs are also essential.

JCM: More generally, how do you see your company in the medium and long term?

J.L.C.: In the medium term, Sicomin is geared for growth. We have invested, modernized and expanded our facilities and we will continue to increase and develop our team of talented employees.

These investments reinforce our commitment to providing our customers with fully optimised, technically superior



Sicomin formulated epoxy resins for the 'A' superyacht designed by Philippe Stark

products, whatever the application, and an enhanced and comprehensive customer service experience. During 2014, Sicomin is celebrating its 30th anniversary and to mark this occasion, we have undertaken a significant re-brand programme with the introduction of a new logo, brand identity, product packaging and website design. We feel these changes reflect the progressive organisation we have become and our new, wider customer base. In the long term, we will strive to maintain our position as a leading formulator of technically superior epoxy systems in Europe through our relentless pursuit of innovation, performance and quality.

JCM: How do you accommodate the bespoke solutions you offer to your customers with the size of the company?

P.M. : The very essence of Sicomin is to provide customers with speciality products, whatever their size or application. Whether the supply demand is big or small, we relish projects that are technically interesting.

We have an affinity with customers that require niche applications as these often generate the most radical product solutions. Due to our recent expansion, Sicomin also has the infrastructure in place to support larger scale production cycles. Ultimately, we are committed to innovation and it is this ability and willingness to formulate systems across a range of applications that, we believe, sets us apart from our competitors.

More information:
www.sicomin.com

Martigues near Marseille, France. Sicomin is present in the marine, aeronautics, energy, transportation, construction, leisure and decoration industries. The company markets its epoxy systems using their own formulations and distributes reinforcements, core materials, fillers, mould release agents and consumables with the advice of their technicians and engi-

neers. Sicomin has 27 distribution points worldwide: Australia, Belgium, China, Finland, France (mainland, West Indies, French Guiana, New Caledonia and Réunion), Germany, Greece, Hungary, Italy, Ivory Coast, the Netherlands, Portugal, Russia, Slovenia, South Africa, Spain, Switzerland, Tunisia, Ukraine, United Kingdom, and the USA.