

# "MIA"

## mai-juin 2017



### MEMBER SPOTLIGHT

*Tell us a bit about your company.*

ROCAMAT Pierre Naturelle was

## ROCAMAT

founded in 1853 with our headquarters in Ile-Saint-Denis, France (about 30 minutes outside Paris). With the 2015 acquisition by Belmert Capital, our focus is developing our export business overseas by strengthening our export sales force in particular the US market. Our goal is to export half of our production (instead of 30% currently) while maintaining our domestic sales market. We are a major player in the production of international building stone and the leading producer of natural stone in France. We own over 30 limestone quarries and five processing/fabricating factories in France. We sell our materials extracted from our quarries and processed in our factories. Our relationships with architects and developers has enabled us to be part of many prestigious classic and contemporary projects throughout the world.

*How did you get involved with MIA+BSI?*

With the process of growing our export business by strengthening its sales force specifically in the US market it made sense for ROCAMAT to become a member of MIA+BSI. A few things we take advantage of: technical and design resources, education, safety, and networking.

*Have you worked on any recent projects that you're especially proud of and would like people to know about?*

Yes, we completed a private residence in Southern California. We provided and fabricated 25,600 sf of 4cm Sireuil limestone for exterior cladding and 4,000 cf of Vilhonneur Classic limestone for quoins pieces, profile for doors, windows, watertable, and coping. Also between October 2014 and July 2017 we will have supplied 185,000 sf of St. Maximin limestone for 10 new buildings on Stanford University's campus and 65,000 cf of Sebastopol blocks for a private residence in China.

*What was your company's greatest accomplishment in 2016? What do you hope to accomplish in 2017?*

One of our greatest accomplishments in 2016 was the completion of the Russian Spiritual and Cultural Orthodox Center in Paris, in which we provided and fabricated 47,000 sf of Massangis Clair limestone to clad the exterior of 4 buildings with special shapes. 4,300 sf of Massangis Clair limestone was used for the interior flooring of the Cathedral, and 21,500 sf of Comblanchien Clair for exterior flooring. For 2017 the completion of a 30,000 sf cut-to-size private residence in the New York City area, a very large residential palace in the Middle East, and many more projects around the world.

*Where can MIA+BSI members meet you and learn more about your services?*

Our website is a wealth of information at [www.rocamat.fr](http://www.rocamat.fr). We welcome clients to both our quarries and factories. David Baptiste, our US Sales Manager, can be reached



on his email at [david.baptiste@rocamat.fr](mailto: david.baptiste@rocamat.fr). Heidi Huber, our West Coast Representative can be reached via email at [heidi.huber@rocamat.fr](mailto: heidi.huber@rocamat.fr), and Thibault Huger, our East Coast Representative can be reached at [thibault.huger@rocamat.fr](mailto: thibault.huger@rocamat.fr).

*Do you have anything else you'd like people to know?*

Thanks to the dynamism and personal involvement of our main shareholder, Rocamat is refreshing its image, starting with the launch of our new logo. Investments in manpower and machines in our factories and quarries are being made which will help reduce our production lead times and increase our productivity.

Our goal is always to provide the best products for our clients at the best price and at the best quality. We have long term relationships with stone contractors, architects, designers, developers, and owners. Rocamat provides standard paving, custom-made paving, standard facing, wall cladding, garden design, and pathways and cut stone. ☺

