

CASE STUDY:

French fire specialist points to need for quality products in competitive market



Customer:

QIM

Region:

France

Project Name:

Large-scale warehouse

Product Solutions:

TYCO® Sprinklers and valves

Profile

Founded in France in June 2006, QIM specialises in the design, supply, installation and maintenance of quality automatic sprinkler systems. Created on the simple principle of providing quality products and service, QIM strives to ensure it offers the very best, most effective sprinkler protection systems for warehouses.

Staying true to these principles, the company continues to see steady growth, with annual revenue reaching nearly £4 million in 2016.

Scope of Works

Focusing exclusively on warehouse projects, QIM works with some of the most respected construction companies in France. With French law requiring all warehouses larger than 6,000 m² in size requiring sprinkler protection, it is fair to say that QIM is used to large-scale projects.

Despite many changes in the industry, including tighter sprinkler regulations for warehouses, the company has continued to grow. When assessing what has changed in the industry in the last five years, Thomas Delahaye, engineer, at QIM, is clear:

“There is now a lot of choice, with many companies and products in the sprinkler world. Prices have also been steadily decreasing.”

Despite continuing to grow, the company has never lost sight of its founding principle of providing quality products and service. Reflecting this, QIM's CEO recently announced the company was seeking to maintain its current annual revenue rather than increase it. Whilst this may seem an odd aim for a company that has experienced such growth, Mr. Delahaye is in complete agreement with the policy, “This will allow us to choose our future projects and ensure we completely satisfy each customer.”

“We have used Tyco products almost exclusively since our foundation. They continue to be our choice because of their prices and range of stock.”

Thomas Delahaye
Engineer, QIM

Tyco® products enable your company to stay ahead of the competition



ESFR-25: Early Suppression Fast Response (ESFR)

Provides effective heavy sprinkler discharge at heights of up to 48ft (14.6m)

Benefits at a glance

- Competitive prices
- Unique product range eliminates compromise
- The technical skills and know-how to ensure your success

Profiled Project Solution

Like most companies operating in the increasingly demanding construction industry, staying ahead of competition and keeping to tight schedules is vital – not just for their reputation but also their clients. Understanding this, QIM has, and continues to seek out, products and technologies that enable it to meet deadlines and stay ahead of the competition. This is why, Mr. Delahaye explains, the company continues to use Tyco® products, “We have used Tyco products almost exclusively since our foundation. They continue to be our choice because of their prices and range of stock.”

One recent project that the company is particularly proud of is a large warehouse recently completed in Amiens, northern France for an internationally-recognised global commerce company. Measuring 107,000 m² in size, it is the company’s largest warehouse in the country. The scale and importance of the project meant installation was a huge undertaking; involving a staggering 10,000 Tyco® model ESFR-25 sprinkler heads as well as 36 Tyco® check valves and multiple Tyco® Factory Mutual (FM) pumps.

Benefits

For this project, as with their others, there was no hesitation when it came to choosing which fire protection products to install, with Mr. Delahaye stating:

“Tyco have the technical services and skills to answer our questions and solve problems, while their multiple locations mean getting Tyco products is quick and simple.”

Thomas Delahaye, Engineer, QIM

In addition to the excellent reputation and uniqueness of Tyco® products, Mr. Delahaye highlighted another aspect to the Tyco® product range that is always an important consideration for businesses such as theirs that of cost: “Tyco products are also very competitively priced compared to others,” added Mr. Delahaye.

TYCO® Products are part of Johnson Controls, a global diversified technology and multi industrial leader serving a wide range of customers in more than 150 countries. Our 117,000 employees create intelligent buildings, efficient energy solutions, integrated infrastructure and next generation transportation systems that work seamlessly together to deliver on the promise of smart cities and communities.

Our commitment to sustainability dates back to our roots in 1885, with the invention of the first electric room thermostat. We are committed to helping our customers win and creating greater value for all of our stakeholders through strategic focus on our buildings and energy growth platforms.

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