

# COMMERCIALISING GEOPOLYMERS AND GAINING TRUST IN THE DUTCH MARKET THROUGH THE PATENTED SQAPE TECHNOLOGY

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## Abstract

After sufficient research and gained knowledge SQAPE proceeded to patent the unique additive for geopolymers in 2015. SQAPE patent is granted successfully in more than 34 countries worldwide. The patent ensures workability of concrete for various concrete mixtures and cost pricing advantage.

The success of commercialising the SQAPE geopolymer technology lays in both the trust we have gained in the Dutch market and the research with leading partners. Technology partners such as Dutch universities and scientific research centres have proven that the geopolymer technology meets the standards of concrete applications, durability and more important that there is no health issue working with alkaline in comparison with traditional binding agents.

Since 2016 SQAPE is commercialising her business through licensing her partners which enables them to use the SQAPE technology. Starting with dry, upgrading to semi-dry and wet mixtures in concrete proving that SQAPE technology meets the standards of these applications. Leading companies in the Dutch market apply the SQAPE technology successfully.

Geopolymers in general exceed the cost pricing of traditional binding agents. Being cost-price competitive with commodity products such as tiles, brick and curb stones was the spin-off of SQAPE.

Focusing on market demand SQAPE has launched its own brand name RAMAC, Ready Mixed Concrete Alkali Activated. SQAPE enables ready mixed concrete plants to produce a ready mixed geopolymer, using the same equipment to construct a road or roundabout and warehouse floor. Regarding the latter, together with our partner VDR we launched the Nexteria concept. A warehouse which is built to be used again after lifecycle. Circularity optima forma. Added values are being researched and are very promising.

Key question for SQAPE lying in front of us is how to deploy this proven technology considering the variety of legislation per country and seeking partners – suppliers from secondary raw materials to licensees - who are willing to make changes in the market for the next generation.