

Materials - and mentoring - that last a lifetime

GHISLAIN BEAUREGARD HAS BEEN GROWING ARCOPLAST FOR THE PAST 25 YEARS. GLENN ROBBINS OF SPENCER FANE HAS BEEN A TRUSTED ADVISOR FOR MOST OF THE JOURNEY

Ghislain Beauregard has all the traits of a successful entrepreneur. He's an independent and innovative thinker. He's tireless in his pursuit of new products, new markets and new customers. In short, he's become very good at doing many things very well.

Beauregard's company, Arcoplast, designs, manufactures and sells highly-specialized building materials – pre-fabricated walls and ceiling panels that resist microbes, moisture, heat and cold – for highly contained and controlled environments. Arcoplast products are used in complex and demanding environments

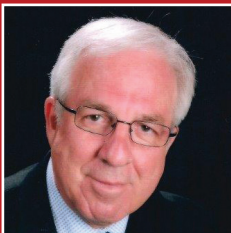
gas, moisture, micro-organisms and insects.

“Our panels not only look crisp and clean, but they also provide more lifetime value due to lower construction and maintenance costs,” said Beauregard. “Our panels also meet and exceed the building code requirements of all the major regulatory agencies. Arcoplast products comply with building guidelines of the National Institute of Health, the Food & Drug Administration and the United States Department of Agriculture.”

Perhaps most impressive of all is the fact that Beauregard has built his multi-million dollar operation virtually by himself, with only a handful of trusted advisors and consultants. Beauregard outsources drafting, design, chemical research, manufacturing and distribution.

In order to protect his intellectual capital, trade secrets, patents and overall business interests, Beauregard relies heavily on the advice and guidance of Glenn Robbins, a partner in the St. Louis office of Spencer Fane and a member of the firm's Intellectual Property and Technology practice group. According to Beauregard, Robbins is much more than a ready source of legal counsel.

“I think of Glenn as a guardian angel for our business,” said Beauregard. “He is very smart about business, as well as legal issues, and he always gives us very practical and knowledgeable advice on big decisions.”



“Glenn knows our business and he genuinely cares about our best interests and our success. He's become a true mentor to me and my business and I'm grateful for his friendship.”

Ghislain Beauregard
President, Arcoplast



such as pharmaceutical, food and beverage, and biological labs and containment facilities.

Arcoplast wall and ceiling panels are composed of a solid fiberglass resin matrix to meet stringent fire code requirements. The high-gloss, bright white panels are also impermeable by air,



Glenn Robbins
Spencer Fane

The third-party business relationships of Arcoplast are naturally governed by a set of contracts. Robbins makes sure that Arcoplast is protected.

“Our outsourcing model works very well, however, we must ensure that our products, dies, and processes are protected from competitors and any kind of infringement,” said Beaugard. “Glenn is invaluable when it comes to contracting and we are lucky to have him on our team.”

Beaugard is a native of Montreal and attended L'Ecole Polytechnique – Granby, where he graduated in 1971 with a degree in construction science. He grew up in a family of contractors and was trained to pursue a career in the industry.

Beaugard began his career working as a specialty contractor on interior finishes for high containment facilities. He found the materials and finishes at the time to be lacking, so he started to experiment with his own materials. That was the start of Arcoplast and he moved to the U.S. in 1992 to expand sales, installations and distribution partners.

Arcoplast products are now installed in facilities all over the world, including higher education labs, animal sciences facilities, biosafety labs, and food, beverage and pharmaceutical manufacturing facilities. In order to build awareness and market his company and materials, Beaugard attends construction and architecture trade show, and speaks regularly at industry conferences.



Arcoplast wall and ceiling systems are installed in high-containment and controlled environments across the U.S. and around the world.

Beaugard says he expects much more expansion in international markets in the coming years, which is also driving demand for additional qualified specialty contractors in foreign countries. To help meet this need, he and his wife, Marina, who runs the business with him, are planning to open a training facility in St. Peters, Missouri, near their home just outside St. Louis.

“International markets like and need our products, and they want their own citizens to install it,” said Beaugard. “We see a big need to help facilitate that and our training facility will allow them to learn the best practices of handling, installation, joints and seams.”

No matter where or how Acroplast expands, Beaugard will continue to rely on the steady counsel of Robbins – as a lawyer, business advisor – and friend.

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WHAT TO LOOK FOR IN YOUR BUSINESS ATTORNEY

- 1) Look for an involved and responsive senior partner.
- 2) Expect access to other key practice leaders and specialists.
- 3) Require patient and straightforward answers to your questions.