



PIONEERING CERAMICS FOR A BETTER TOMORROW

PERFORMANCE CERAMICS & REFRACTORIES



SAINT-GOBAIN

Worldwide leader in light and sustainable construction, Saint-Gobain designs, manufactures and distributes materials and services for the construction and industrial markets in 76 countries. The Group is one of the 100 largest industrial companies in the world and has a leading position in all its strategic business areas, guided by its purpose, **MAKING THE WORLD A BETTER HOME.**



SAINT-GOBAIN OFFER FOR INDUCTION FURNACE STEEL PRODUCTION

Saint-Gobain offers a range of customized refractory lining solutions (Neutral Ramming Masses, Spout Mixes, Patching Masses, Coil Grouts, specialized services) for each segment of induction furnace based secondary steel making under its “HeatKing” range of products and services.



SAINT-GOBAIN STEEL CLUB

At Saint-Gobain Performance Ceramics and Refractories, we value our customers and their loyalty. Our most valued customers have been specially selected to be part of our Saint-Gobain Steel Club – an exceptional loyalty program of a community of experts aiming at reaching the highest standards of quality performance and sustainability in the industry.

MAKING THE WORLD A BETTER HOME

MAKING THE WORLD A BETTER HOME

OUR COMMITMENT

BEING CARBON FREE BY 2050

OUR AMBITION

To provide solutions to our customers that contribute to de-carbonization and reduce environmental footprint.

SUSTAINABILITY AT THE HEART OF OUR BUSINESS STRATEGY

Sustainability is a key tenet of modern environmental, social, and corporate governance (ESG). At Saint-Gobain Performance Ceramics and Refractories, our business model directly contributes to critical ESG outcomes with a dual approach to sustainable development goals: Minimizing our environmental footprint while maximizing our virtuous impact across the entire value chain.

OUR 2030 OBJECTIVES



WATER

- **50%** Industrial water withdrawal
- 0 water discharge in area with extremely high water risk



CO2 EMISSIONS

- **33%** reduction in scope 1 and scope 2 emissions
- **16%** reduction in scope 3 emissions



CIRCULAR ECONOMY

- **80%** non valorized production residue
- + **30%** avoidance of virgin raw material
- 100%** recyclable packaging with 30% recycled or bio-sourced content



PRODUCT STEWARDSHIP

- 100%** Life Cycle Analysis for all of Group product ranges



VISION

To be the trusted partner in the ceramics and refractory industry, dedicated to developing high-performing solutions that lead the way in environmental responsibility.



EXPLORE THE BENEFITS

Categorizes are awarded based on volume and frequency of sales

		VICTORS	CHAMPIONS	MASTERS	TITANS
PEOPLE	PROFESSIONAL TRAINING Basic Training (on site)	INCLUDED	INCLUDED	INCLUDED	INCLUDED
	OPT-IN TRAINING (online)	INCLUDED	INCLUDED	INCLUDED	INCLUDED
	EXPERT TRAINING Advanced Training (Certification Program @ Saint-Gobain Bangalore Plant)	PAID BASIS 10% REBATE	PAID BASIS 30% REBATE	PAID BASIS 40% REBATE	PAID BASIS 50% REBATE
PROCESS	PROFESSIONAL INSTALLATION SUPPORT Basic Installation Support	INCLUDED	INCLUDED	INCLUDED	INCLUDED
	EXPERT INSTALLATION SUPPORT Advanced Installation Techniques & Tools	PAID BASIS 10% REBATE	PAID BASIS 30% REBATE	PAID BASIS 40% REBATE	PAID BASIS 50% REBATE
INNOVATION	PROFESSIONAL TECHNICAL SUPPORT Trouble Shooting	INCLUDED	INCLUDED	INCLUDED	INCLUDED
	EXPERT TECHNICAL SUPPORT I Comprehensive Technical Process Audit (Once a year)	INCLUDED	INCLUDED	INCLUDED	INCLUDED
	EXPERT TECHNICAL SUPPORT II Process Optimization based on "Big Data Analysis" Techniques	PAID BASIS 10% REBATE	PAID BASIS 30% REBATE	PAID BASIS 40% REBATE	PAID BASIS 50% REBATE
	EXPERT TECHNICAL SUPPORT III Process Simulation & Optimization at Pilot Set-Up in Bangalore	PAID BASIS 10% REBATE	PAID BASIS 30% REBATE	PAID BASIS 40% REBATE	PAID BASIS 50% REBATE
SUSTAINABILITY	RECYCLING Sustainable Management of used Refractory Linings	INCLUDED	INCLUDED	INCLUDED	INCLUDED
REWARDS	Exciting rewards on every purchase				

PEOPLE

PROFESSIONAL TRAINING

onsite

Refractory Lining Types (Acidic / Basic / Neutral)

- Definitions
- Properties & Characteristics

Advantages / Disadvantages of Each Refractory Lining Type

- Environment, Health & Safety
- Performance
- Cost

Installation & Sintering Techniques with Neutral Lining (Basic Module)

- Standard Operating Procedures for Installation & Sintering
- Assessment of the "Quality" of Installation & Sintering

OPT-IN TRAINING

onsite / online

Training on operations, Safety, and sustainability with respect to Induction furnace

EXPERT TRAINING (SAKSHAM)

(Certification Programme @ SAINT-GOBAIN, Bangalore)

Re-cap of Basic Training

- Refractory Lining Types
- Advantages / Disadvantages of Each Refractory Lining Type
- Installation & Sintering Techniques with Neutral Lining (Basic Module)

Induction Furnaces

- Types of Induction Furnaces
- Assessment of Induction Furnace Health (Condition)

Failure Modes & Root Causes in Each Refractory Lining Type

- Erosion Patterns
- Failures of account of Corrosion
- Failures on account of Thermal Shock

Installation & Sintering Techniques with Neutral Lining (Advanced Module)

- Standard Operating Procedures for Installation & Sintering
- Assessment of the "Quality" of Installation & Sintering
- Design of "Formers"
- New Sintering Techniques

PROCESS

PROFESSIONAL INSTALLATION

Former Design

- Dimensions recommendations in line with OEM guideline
- Fabrication techniques

Initial Lining

- Supervision Support for development Trials
- Trial Completion report

Patching

- Supervision Support for development Trials
- Trial Completion report

Sintering

- Supervision Support for development Trials
- Trial Completion report

EXPERT INSTALLATION

Charge Mix Analysis

- Impact of charge mix on overall Furnace Performance
- Optimum use of each raw material

Access to Advanced Application Toolkit

- Insightful reports across various useful parameters with our Application toolkit

Supervision and monitoring

- On demand supervision by Saint-Gobain Service Team
- Involvement of Saint-Gobain Engineering Team on need basis



* This content can be reviewed or modified as per customer requirements. Final schedule is as per the agenda released prior to the event.



INNOVATION

PROFESSIONAL TECHNICAL SUPPORT

Troubleshooting

- On site Support from Service engineer
- On call support from Application engineer

Non-Conformance Investigation, Analysis & Resolution

- Comprehensive report from Saint-Gobain team
- Suggestions on corrective & preventive measures

EXPERT TECHNICAL SUPPORT I

Comprehensive Process Audit

- Audit report submission on regular interval
- Performance improvement suggestions

Furnace Health Check and suggest modification

- Routine furnace health check
- Suggestion to minimize breakdowns

Advanced Analysis by Saint-Gobain Research India

- Solving specific technical problems
- Joint development project of customer

EXPERT TECHNICAL SUPPORT II

Process Optimization through Data Analysis

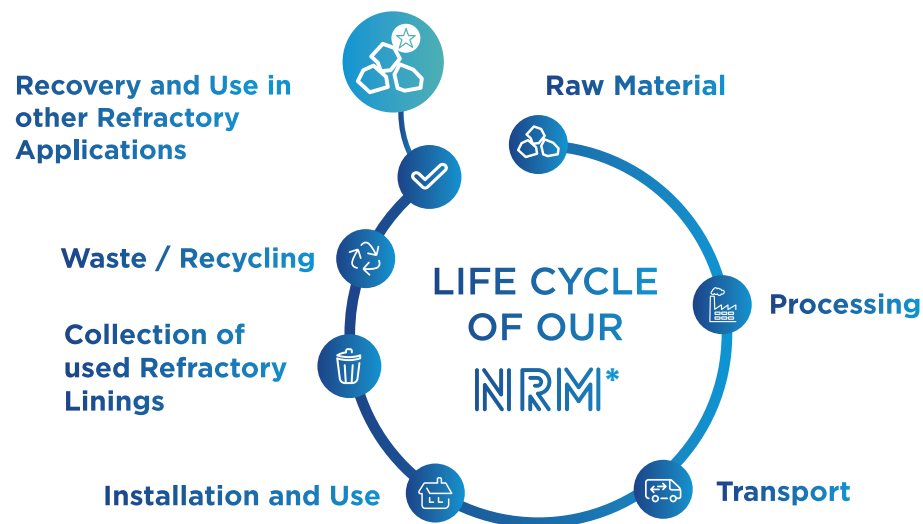
- Data visualization of operating parameters and other deeper insights
- Offer solution based on insights driven from data inputs

EXPERT TECHNICAL SUPPORT III

Process Simulation & Optimization using Pilot Induction Furnace

- New development work for customers
- Support of Saint-Gobain application expertise





SUSTAINABILITY

RECYCLING OF “USED REFRACTORY LININGS”

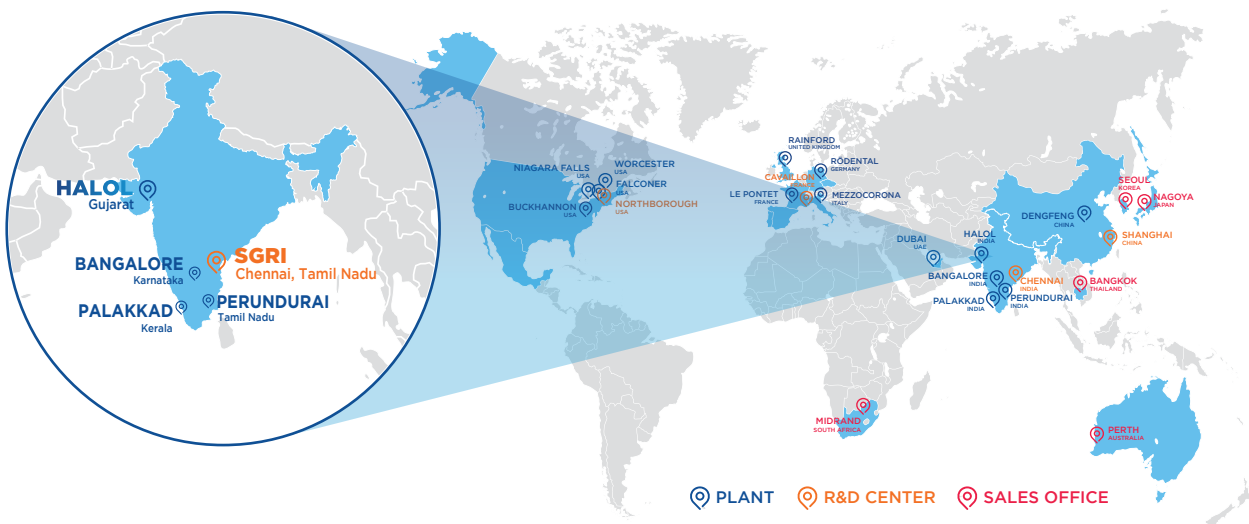
Recycling of used refractory linings for a better circular economy

*Neutral Ramming Mass



**WE ARE COMMITTED TO
ACHIEVING NET ZERO
CARBON EMISSIONS
BY 2050**

OUR STRONG GLOBAL PRESENCE



SOLUTIONS



**Ceramic Systems
Kilns &
Furnaces**



Armor



**Wear
Resistance**



Energy



Foundry



**Iron & Steel
Iron Making**



**Iron & Steel
Steel Making**



**Non-
Ferrous**

CONTACT US

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