

# HÖGANÄS BJUF



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## Refractories since 1825

In 1825, the first refractory brick was fired in the kilns at Höganäs. The clay was extracted straight from Scania's rich clay deposits, which remain an important raw material source. Today, Höganäs Bjuf is Sweden's sole firebrick manufacturer and one of the leading companies in the world in the field of refractory products. Through long-standing, close collaboration with our customers, we have built up a considerable knowledge bank over the years. As a result, we offer a number of unique advantages, refined to fulfill stringent requirements.

### **"We shall contribute to increased profitability"**

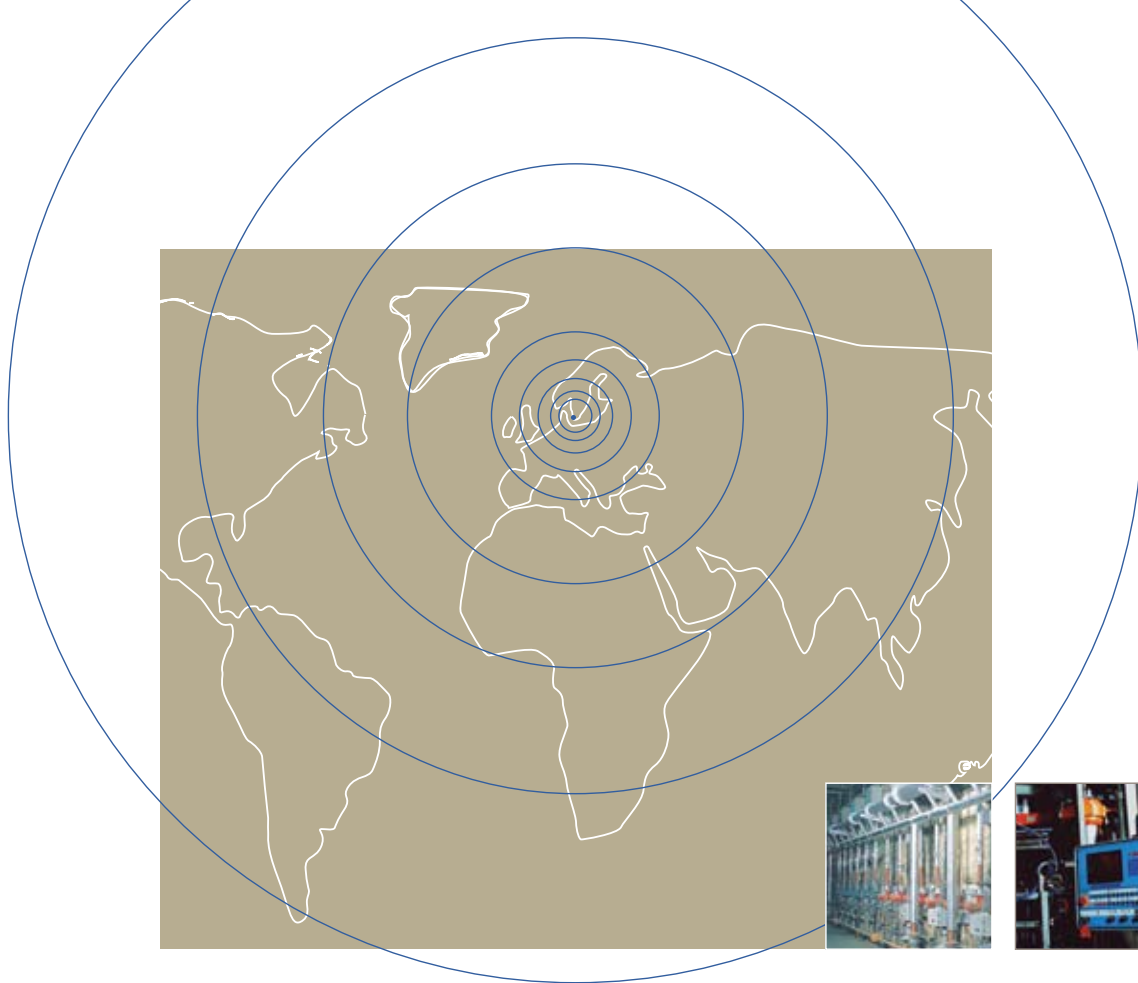
"Höganäs Bjuf shall develop, manufacture and supply refractory solutions with characteristics that contribute to increased profitability for our customers." We put our business concept into practice with strong focus on our core expertise:

- Extensive knowledge of refractory solutions
- The ability to be a complete supplier, from development to installation
- Great dedication that contributes to developing customer processes



*Höganäs Bjuf has a wide range of standard refractory products, as well as extensive experience of developing customized solutions for many different applications.*





Höganäs Bjuf works primarily within the three business areas of Cement, Steel and Brilliant. For many companies active in these fields, refractory materials are an important part of the production process. By concentrating our core operations on priority areas, we have amassed unparalleled specialist knowledge. We supply products with high qualitative characteristics and long lifetimes, which contribute substantially to increased business value for our customers.

### **Global presence**

Höganäs Bjuf is known as a leader among

manufacturers of refractory products. Competence, tradition and availability, combined with cost-efficient logistics, make us the natural choice for many companies in the Scandinavian market. This is only part of the story however as a full two-thirds of our sales are exports mediated by our global sales organization.

As our customers' needs have increased, we have begun collaborating with manufacturers of complementary products. With a mix of our own products and high-quality third-party products we can fulfill most requests.



## Extensive expertise in all things refractory

Höganäs Bjuf has broad knowledge of refractory materials and installations. As specialists we often receive enquiries from companies within the cement and steel industries. Similarly, we are also a strong partner in the development of refractory solutions for other applications, such as aluminum and ferrous alloy production. Höganäs Bjuf is a proactive, collaborative partner with leading-edge expertise in development, logistics and installation. Our broad approach allows us to take everything from the quality of your final products to the efficiency of your production apparatus, into account. You can be confident in selecting us as your complete supplier of refractory materials.

### **A complete offering to cover every need**

Our customers' needs vary considerably. We know that every refractory lining is unique and, consequently, our offer spans a wide range of products and possibilities.

Whether it concerns the repair of an existing installation or the planning of a completely new production facility, we are happy to help. We challenge ourselves



*Höganäs Bjuf has extensive experience of project planning. Our engineers can help you choose the right product for your application.*

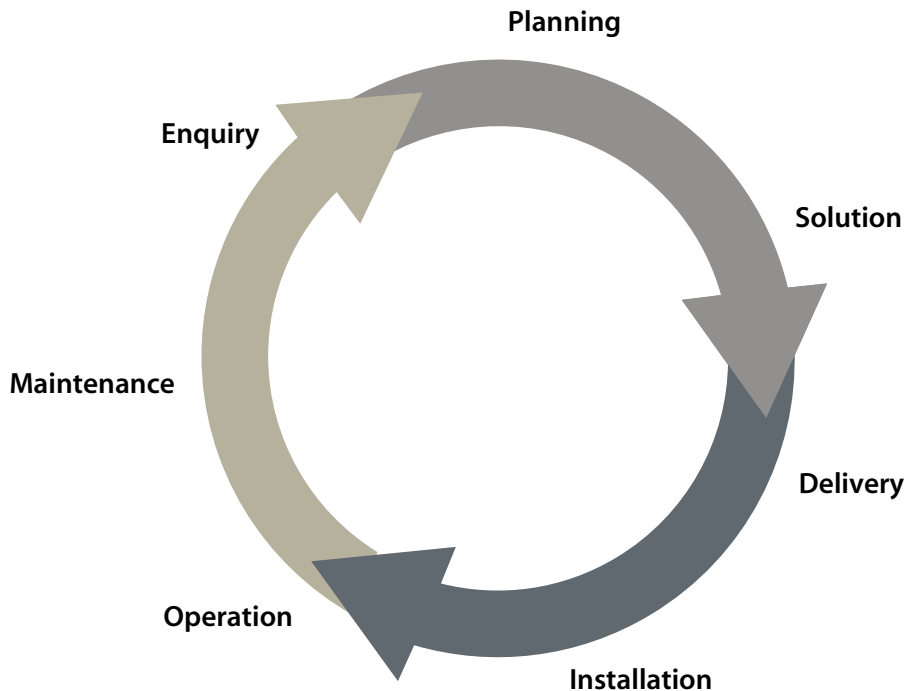
to find the optimum solution to each specific need.

### Dialogue creates new opportunities

Quality is a word that permeates our entire operation. Our solutions should contribute to increasing the value of your business activities and therefore we continually go that extra mile. Through continual dialogue and by studying your business in great depth, we uncover where there is potential for improvement. The end result is a more efficient, and more profitable, production facility.



*Höganäs Bjuf is quality assured in accordance with SS-EN ISO 9001:2000.*





## The cement specialist

The manufacture of cement is a demanding and costly business. Each step of the production process must be well balanced for optimal performance. The selection of refractory materials is of key importance to the efficiency of the manufacturing process.

Our leading-edge expertise in cement and cement manufacture is drawn from our work on over 400 cement assignments globally. Our knowledge ranges from development, manufacturing and installation to maintenance and support. We have the skills and resources to be your ideal refractory solution partner, from start to finish.

### **Sharpen your competitive edge**

A well-controlled process is elemental in achieving cement with just the right characteristics and the desired results. When you select refractory products from Höganäs Bjuf, we support you with valuable knowledge in refractory



*TITAN Cement in Greece is one of the many projects Höganäs Bjuf has supplied with refractory solutions. Photo: FLS Denmark.*



design, material selection and application techniques.

The choice of refractory material affects many practical aspects, such as reliability and efficiency. A production facility that is offline does not generate income. We assure you of high availability and fewer service and maintenance shutdowns. Our products are documented to have long lifetimes, improving your profitability and competitive advantage.

#### **Web-based cement handbook**

Our cement handbook is the definitive source of information for anyone wanting to learn more about refractory solutions related to cement manufacture. Comprehensive presentations of the production process, installation, refractory products and references provide broad and pedagogic background information while also addressing more pertinent issues. Höganäs Bjuf's cement handbook is a continually updated digital document that helps cement manufacturers understand all the problems that can arise in production, as well as identify any potential for improvement.

*The cement handbook is freely accessible to registered users and can be found at [www.hoganasbjuf.com](http://www.hoganasbjuf.com).*



“ Problems at the cooler inlet cause recurring disruptions to production for many cement manufacturers. This forces production shutdowns in order to gun, brick up or cast, in some cases as often as every three months. Using ‘Firebolt™ precasts’ can extend this lifetime by a factor of three to eight. Höganäs Bjuf has already implemented a number of such installations in Norway, Poland, Germany and the Czech Republic. ”



## Supplying the steel industry

The steel industry employs many different production methods, each with its own special demands and prerequisites. Some methods are traditional and have remained essentially the same for many years, while modern methods have been developed to meet new demands. In both cases, refractory materials are a critical part of the production process and decisive to final product quality.

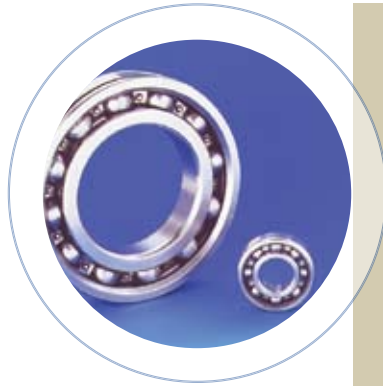
Höganäs Bjuf has many years of experience producing high-quality refractory solutions for the steel industry. Through a combination of in-house production and collaboration with other manufacturers Höganäs Bjuf is a leading supplier to the Nordic steel industry.

### **Complete range**

Most of our deliveries to the steel industry are consumables such as the all-important channel bricks used to transport molten steel. The mix of products developed by



*Höganäs Bjuf is one of the largest suppliers of refractory materials to the Nordic steel industry. With our broad and extensive experience we take responsibility for everything from planning to the supply of consumables.*



ourselves or our collaborative partners gives you a complete range of solutions to choose from.

Höganäs Bjuf has refractory materials to meet the diverse needs of the steel industry. We also offer product development and customized solutions. As the steel industry is one of our prioritized areas, we have built up considerable expertise in the field. We offer technical expertise in the planning of new facilities or the refinement of existing equipment to meet increased demands on efficiency and quality.

### **Comprehensive logistics**

Reliable deliveries are essential if a production facility is to operate efficiently and without disruption. Höganäs Bjuf offers precision logistics, from stock management to punctual deliveries. Our market proximity allows us to offer extremely cost-effective deliveries throughout the Nordic region.

“ Ovako is the world’s largest manufacturer of ball-bearing steel and a world-leading manufacturer of high-grade steel. In order to retain its leading position, it is essential that Ovako delivers on its customers’ stringent quality requirements. Subsequently, the manufacturing process is subject to tough quality requirements. Through a ‘Quality partnership’ with Ovako, Höganäs Bjuf has developed a steel tapping brick that fulfils the strictest requirements regarding corrosion, erosion and slag inclusions. Development at Höganäs Bjuf continues as Ovako is faced with increasingly tougher demands from its customers. ”



## A leader in refractory materials

Long-standing work within refractory services has provided Höganäs Bjuf with extensive expertise. This makes us the natural choice for anyone needing refractory materials, even outside the cement and steel industries. We have gathered our comprehensive expertise and applied it to the Brilliant Business segment.



*The aluminum and magnesium industries in Norway consume copious amounts of refractory materials. This makes them an important customer group at Höganäs Bjuf.*

Today, we are one of the global leaders in the development and production of refractory products and installations. With experience from many different product and industrial areas, and from most corners of the world, we know what is required for the development of world-class solutions. We have our own development and production facilities, complemented by a well-developed network of collaborative partners, which enables us to meet most needs.

### **Unique needs demand brilliant solutions**

Whether it concerns refractory materials for an open fire or a demanding industrial application, there are many important factors to be considered. Every refractory lining is unique and requires a unique solution for optimal functionality. Our specialist Brilliant Business program includes standard products, and tailor-made alternatives to meet new needs.

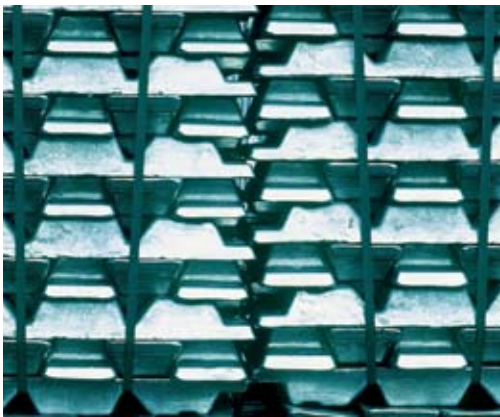


Research & Development is prioritized at Höganäs Bjuf. Our R&D staff helps you get that all-important head start on the competition.

Producing refractory materials with the right characteristics and qualities demands different raw materials. We have secured access to these raw materials in collaboration with some of the world's leading raw material producers allowing us to produce refractory products with the exact characteristics demanded for each application.

#### **Assuring high quality**

Höganäs Bjuf takes full responsibility for the functionality and end results of your solution. Thanks to extensive experience, we can guarantee the outcome of our suggestions down to the smallest details. As part of our ambitious quality assurance program we scrutinize everything from raw materials to delivery, and that is your guarantee for the highest possible quality.



*Primary aluminum production demands a highly efficient, high-quality facility. Höganäs Bjuf has the products and the expertise to secure your production process.*

“ Höganäs Bjuf’s operation in Norway, conducted under the name Borgestad Fabrikker, is a leading supplier of refractory materials. The largest consumers of refractory products in Norway are active in the aluminum and ferrous alloy industries and many are customers of Borgestad Fabrikker. The company exports refractory products to destinations such as Malaysia, Australia, Canada and Iceland. Together, Höganäs Bjuf and Borgestad Fabrikker hold market-leading expertise in customized refractory solutions for the Brilliant segment. ”

## Part of Borgestad

Höganäs Bjuf is part of the Borgestad Group, a producer of refractory products with over a century of experience. These years of activity in the industry have enabled the group to accumulate a great deal of expertise in refractory materials, resulting in a depth of knowledge to offer leading solutions. At the Borgestad Group, high quality and punctual delivery are always in focus.

# HÖGANÄS BJUF

MEMBER OF BORGESTAD GROUP

Germany France Lebanon Malaysia

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