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# Refractories

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US Industry Study with Forecasts for **2019 & 2024**

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Study #3295 | June 2015 | \$5300 | 238 pages

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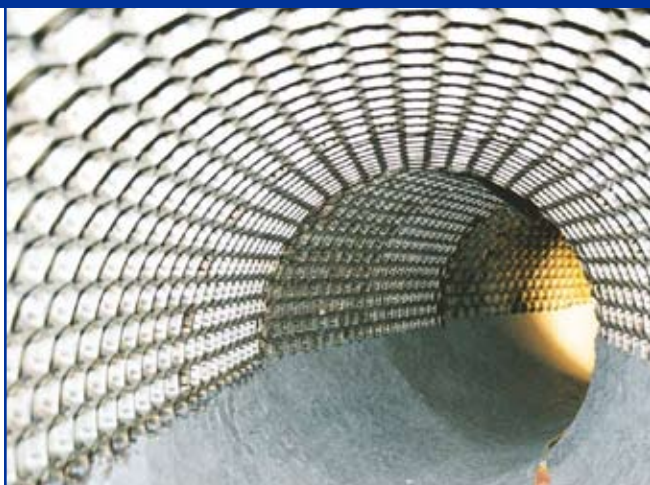
*Decelerating demand will result from slowing US iron and steel production and durable goods manufacturing, and from a shift toward better performing refractories that lengthen replacement cycles.*

## US demand to rise 3.3% annually through 2019

Demand for refractories in the US is forecast to increase 3.3 percent per year through 2019 to \$3.1 billion. This will represent a deceleration from robust 2009-2014 gains, as iron and steel production in the US slows. Sales will also be limited by moderating output in a number of other durable goods manufacturing industries, many of which utilize refractories to at least some extent. Furthermore, a shift in demand toward better performing refractories, while providing an initial boost to sales due to their premium prices, will cause market growth to slow in the long run as replacement cycles are lengthened. On the positive side, rising raw refractory material prices will support value gains. Additionally, the nonmetallic minerals industry segment, which is expected to record the fastest market advances, utilizes some of the highest cost refractories, boosting overall dollar growth.

When measured in volume terms, demand increases will be much more sluggish, averaging under one percent per year through 2019, when sales will total 2.3 million tons. Improvements in refractory designs have enabled end users to utilize less material per ton of output. Among specific markets, non-metallic minerals will record the fastest demand gains, supported by an acceleration in output of cement and mineral products. Overall refractory market advances will be limited by only modest increases in iron and steel production in

## US Refractory Demand, 2019 (\$3.1 billion)



Bricks & Shapes

Monolithics

Other Forms

the US. The health of the iron and steel industry, which accounts for the largest share of refractory demand by volume, has a major impact on the total market.

## Nonclay refractories to outpace clay types

Demand for nonclay refractories will increase at a faster rate than clay refractories through 2019, a reversal from the 2009-2014 period. Nonclay refractories typically offer a number of performance advantages that boost their use in more demanding applications, and nonclay refractory prices will rise faster than those for clay products, boosting value gains. However, the lower cost of clay refractories ensures that

their continued use, especially where the performance advantages of nonclay refractories are not required.

## Technological advantage of US producers to remain

As is the case with demand, refractory production increases will be limited by the modest gains anticipated for iron and steel production in the US. Domestic manufacturers of refractories will also continue to face competition from low cost foreign suppliers. Despite this, the technological advantage that US refractory producers have will continue to offer opportunities for growth, based on the global trend toward use of better performing refractories.

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## Sample Text, Table & Chart

### MARKETS

**Ceramics** -- Sales of refractories used in the manufact

SAMPLE  
TEXT

Among the products included in this market segment are plumbing fixtures, ceramic brick and clay tile, ceramic cookware, tableware, ceramic sewer pipe and fittings, other architectural products, porcelain and steatite electrical products, pottery products, and refractories (excepting dead-burned magnesia).

Switching from low cost refractories to more expensive, but higher performing, refractories is a growing trend in the ceramics industry, with kiln furniture being a prime example. The use of lightweight products, including silicon carbide, ceramic fibers, and lightweight aggregate blended with standard products, has aided in reducing the mass of kiln furniture, while new processing techniques make kiln furniture thinner. Low weight, low volume furniture reduces heat up and cool down times, saving energy and significantly reducing costs for ceramics producers.

Ceramics producers use refractories as heat resistant materials in kilns and during the production of brick, tile, sewage/drainage pipe, dinnerware, sanitary or whiteware (such as toilets and sinks), advanced ceramics, electric insulators, ceramic electronic components (e.g., capacitors, semiconductors, and ferrite cores), abrasive products, and refractories. Resistance to high temperatures, slag attack from

142

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TABLE IV-3

### NONCLAY REFRACTORY SUPPLY & DEMAND (million dollars)

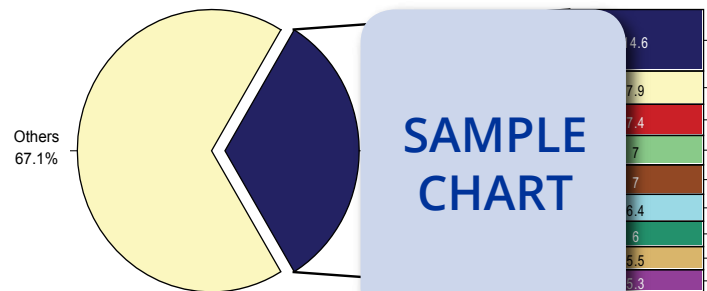
Item	2004	2009	2014	2019	2024
Refractory Demand % nonclay					
Nonclay Refractory Demand net exports					
Nonclay Refractory Shipments Magnesite & Chrome Zircon & Zirconia Extra-High Alumina Ceramic Fibers Silicon Carbide Graphite & Carbon Mullite Silica Dolomite & Other					
\$/ton					
Nonclay Refractory Shipments (000 tons)					

SAMPLE  
TABLE

Source: The Freedonia Group, Inc.

CHART VI-1

### US REFRACTORY MARKET SHARE\*, 2014 (\$2.6 billion)



\*Share totals exclude sales of raw materials.

SAMPLE  
CHART

## Sample Profile & Table, & Study Coverage

**TABLE III-11**  
**OTHER REFRACTORY FORM SUPPLY & DEMAND**  
 (million dollars)

Item	2004	2009	2014	2019	2024
Refractory Demand % other forms					
Other Refractory Form Demand net exports					
Other Refractory Form Shipments Nonclay Clay					
\$/ton Other Refractory Form Shipments (000 tons)					

Source: The Freedonia Group, Inc.

### COMPANY PROFILES

#### BNZ Materials Incorporated

6901 South Pierce Street, Suite 260  
 Littleton, CO 80128  
 303-978-1100  
 http://www.

Annual S  
 Employ

Key Pro insulating fire-  
 bricks, c

BNZ provides industrial insulation and refractories for the furnace, petrochemical, aluminum, electrical, glass, steel, and other industries. The Company is privately held.

The Company is involved in the US refractory industry through the manufacture of calcium silicate (CaSiO<sub>3</sub>) structural insulation, insulating firebricks, castables, mortars, and cements. BNZ Materials' CaSiO<sub>3</sub> structural insulation includes MARINITE, CS85, TRANSITE, and ZELIEBLOK products. The MARINITE structural insulation line includes MARINITE A and MARINITE C boards, which are heat treated and designed for use in the conveying, containing, and forming of molten aluminum and other nonferrous metals; and MARINITE P, MARINITE I, and MARINITE M oven-dried boards that can be utilized in heat insulating processes, fire protection applications, and machined parts.

CS85 structural insulation board is engineered to provide the Company's highest strength and electrical resistance properties in applications with temperatures of 1,800 degrees Fahrenheit and higher. Among other applications, CS85 boards are suitable for platen press





## Related Studies

### World Magnets

This study analyzes the world magnet industry. It presents historical demand data (2004, 2009 and 2014) and forecasts (2019 and 2024) by product (e.g., neodymium, samarium cobalt, ferrite, alnico) and market (e.g., automotive, industrial, electronics) for six world regions and 23 major countries. The study also considers market environment factors, details industry structure, evaluates company market share and profiles industry players.

#3328.....October 2015.....\$6300

### Abrasives

Demand for abrasives in the US is forecast to rise 3.8 percent annually through 2019 to \$7.0 billion. Durable goods will remain the dominant market as well as one of the fastest growing. Market share gains for super-abrasives will benefit the bonded, coated, and loose abrasives segments. Growth in metallic abrasives will lag the industry average. This study analyzes the \$5.8 billion US abrasives industry, with forecasts for 2019 and 2024 by raw material, product and market. The study also evaluates company market share and profiles industry players.

#3248.....February 2015.....\$5300

### Precast Concrete Products

US demand for precast concrete products is forecast to rise 6.4 percent per year to \$12.2 billion in 2018. The dominant structural and architectural building component segments will grow the fastest, as they rebound from previous steep declines. The residential market will see above average gains in precast concrete roofing tiles, siding and fencing. This study analyzes the \$8.9 billion US precast concrete products industry, with forecasts for 2018 and 2023 by product, market and US region. The study also evaluates company market share and profiles industry competitors.

#3244.....January 2015.....\$5200

### Bricks, Blocks & Pavers

Demand for bricks, blocks and pavers in the US is forecast to rise 8.8 percent per annum from a low 2013 base to \$8.9 billion in 2018. Bricks, typically made of clay, will see the most rapid growth of any product, driven by a rebound in new housing construction. Pavers will be the second fastest growing type, driven in part by interest in "green" building materials such as permeable pavers. This study analyzes the \$5.8 billion US brick, block and paver industry, with forecasts for 2018 and 2023 by product, material, market, application and US region. The study also evaluates company market share and profiles industry players.

#3236.....November 2014.....\$5200

### World Material Handling Products

Global material handling product demand will rise 5.0 percent annually through 2018 to \$142 billion. India and China will grow the fastest as material handling products supply growing manufacturing and distribution activity. Automated storage and retrieval systems and automated guided vehicles will grow the fastest. This study analyzes the \$111 billion world material handling product industry, with forecasts for 2018 and 2023 by product, market, world region, and for 29 countries. This study also evaluates company market share and profiles industry participants.

#3196.....September 2014.....\$6400

## About The Freedonia Group

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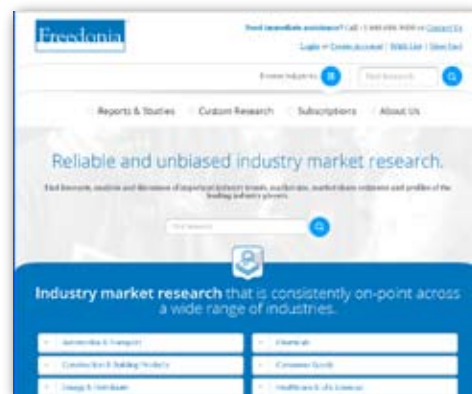
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