

## Zampell Completes Refractory Installation

Zampell Refractories, Inc. successfully completed the refractory installation on a new steel reheat furnace this week in Roanoke, Virginia, USA. This project is a particularly notable milestone in Zampell history since it is the first complete construction of a new steel pusher furnace versus previous maintenance or rebuild projects on existing furnaces. The project involved more than 35,000 manhours, and Zampell is proud that it completed the project with zero incidents and zero injuries.

“I’m really proud of our crews to get in there and knock this out with great craftsmanship and an excellent safety performance on a complex job site,” said Brian Zampell, President. “New construction always presents a variety of unique hazards, so it was great to see everyone rise to the challenge.”

A pusher furnace has unique demands on the installation team due to the refractory design of the water-cooled rails that lead to the hearth where the steel exits the furnace and is rolled into product. The hearth needs to be perfectly plumb to ensure optimal operation of the furnace and production of the material



without damaging the furnace in the process. Given these requirements, it is essential for the refractory installer to not only have competent, diligent craftspeople, but also have a strong technical engineering team in support of the installation crew. Zampell prides itself on having an engineering foundation supporting its projects, which is core to its history of success and values as a company.

“At Zampell, we strive to always provide a quality installation for our clients,” said John Heffernan, Vice President of Sales and Engineering. “As a part of that quality process, we deploy site engineers to support our craftspeople to ensure that the performance demands and tolerances that our clients require are met.”

By having this engineering-based approach, Zampell consistently grows its business and gains new clients by providing solutions that set the company apart from its competition.

“We never do the same for less. We solve our clients’ problems, and that’s what builds confidence with our customers and the long term partnerships that we value,” remarked Chris Lucarini, Vice President of Operations over this project.

With its continuous reinvestment in equipment, engineering staff, and craftspeople, Zampell is proud that projects like this can be successfully sold and completed as a result of their efforts. With this culture of continuous reinvestment, Zampell continues its success in the metallurgical industries, building its new refractories growth on steel furnaces, secondary aluminum melters and holders, heat treat furnaces, forge furnaces, investment casters, and bright annealing furnace work.

Jim Zampell remarked, “This project is another example of how metals will be a big part of the future in our refractories business. It’s great to see everyone’s commitment and teamwork pay off.”

## Strong full year performance across all Regions and Business Units of Vesuvius plc



Vesuvius plc, a global leader in molten metal flow engineering, announces its preliminary audited results for year ended 31 December 2017. Patrick André, Chief Executive of Vesuvius, commented:

“I am pleased to report that Vesuvius has achieved a strong set of results in 2017,

delivering our highest Trading Profit since we became an independent company in 2012. We benefitted from positive growth in both our steel and foundry end markets and also significantly increased the sales penetration of our value-creating solutions. We continued the timely delivery of our previously announced restructuring programme, mainly in Flow Control, and are announcing today a completely new programme focused on Advanced Refractories, Foundry and Group corporate functions, targeting £15m in savings by 2020. Looking forward, we are focused on accelerating the realisation of our core strategic objectives of delivering long-term sustainable and profitable growth.”

## Vesuvius PLC has taken a strategic stake in Sapotech Oy

Vesuvius PLC has taken a strategic stake in Sapotech Oy, a Finland based technology company. Sapotech has developed a suite of vision products around their “Reveal Platform”, which allows for data to be captured, viewed, analysed, stored and shared between different processes and users across a metallurgical production line. As such it complements Vesuvius’ role in adding value to customer processes in the same end markets. In parallel with this direct participation in the future of Sapotech, Vesuvius will distribute, under an exclusive arrangement, Sapotech’s Reveal product range through the Vesuvius network in Central Europe, Asia and the Americas, helping Sapotech to expand and accelerate their market development.