

# Locally produced chrome-magnesite refractory brick supplied on consignment stock

## The Problem

A local South African Lead manufacturer was reviewing import versus locally produced chrome-magnesite refractory brick. The desired performance targets were not being achieved and the long lead times were affecting the working capital and management of stock.

## Client Request

Perform a furnace trial using locally manufactured chrome-magnesite brick and achieve a minimum of 900 heats. Based on the success of the trial, all furnace linings would be purchased directly. In addition, the client wanted to reduce working capital and requested that refractory is supplied on a consignment stock basis.

## Solution

Refractory and Metallurgical Solutions reviewed the client's operational data and provided a solution based on a locally produced chrome-magnesite fused grain brick that met the client's expectations.

## Results

The RMS solution achieved more than 1100 heats, exceeding the client requirements by 22 percent. RMS proposed a consignment stock agreement that is flexible and changes with the needs of the client. Based on the improved performance and consignment stock proposal, the client awarded a two-year supply agreement. RMS has enhanced its product offering with a technical offering to conduct monthly furnace thermal monitoring of the furnaces for the client.

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