

# **INDUCTION HEAT TREATING MARKETING KIT**

TR-111818

## **SUMMARY**

### **Background**

The requirement for the heat treating of materials to achieve improved mechanical properties is found in a wide cross-section of materials fabrication industries. Due to the increased demand for lighter and stronger materials and assemblies, this requirement for heat treating is expected to continue to grow and expand to an even greater number of end products.

There are currently approximately 10,000 manufacturing facilities within the United States that perform some type of heat treat processing. Heat treating is an energy intensive industry, requiring approximately 500 trillion BTU's of energy per year. It is estimated that less than 5% of the total energy consumed for Heat Treating is attributed to the use of Induction heating. Induction heating offers many advantages for efficiency and environmental improvement over more traditional gas-fired heating systems. The challenge therefore becomes identifying which industries are the prime candidates for conversion to induction heat treating and then employing a sales process that maximizes the effort for successful conversion.