Water know-how in Saint-Gobain PAM
Saint-Gobain designs the housing materials of the future.
Building with Saint-Gobain

With its unique global brand, Saint-Gobain PAM forms part of the Construction Products Sector of Saint-Gobain, world industrial leader specialised in the production, processing and distribution of materials for industry and construction.

With a team of 209,000 people across 59 countries, Saint-Gobain boasts a policy of strong, stable growth. Its business is organised around 5 activity sectors: Building Distribution, Construction Products, Glass, High Performance Materials and Packaging. Besides glass, Saint-Gobain is equally renowned for numerous other materials such as plastics, mortars, gypsum and cast iron. In step with the key challenges of the time, the Group’s strategy is now focused on the housing market. Thanks to its unique network of specialisations the Group offers innovative and comprehensive solutions which meet the emerging demands for energy efficiency and environmental protection while inventing the materials of tomorrow.

Breakdown of the Saint-Gobain 2009 turnover by activity sector

- **45%** Building Distribution
- **26%** Construction Products
- **12%** Glass
- **9%** Packaging
- **8%** High Performance Materials

Focus on the Construction Products Sector

The Construction Products Sector covers Gypsum, Insulation, Exterior Products, Pipe Activity and Industrial Mortars. Through this diverse range of services the sector is able to provide, for both interior and exterior projects, tailored solutions for every type of requirement.
Testing the interior cement lining of ductile iron pipes. Saint-Gobain PAM factory in Pont-à-Mousson (France).
Discovering our activity

In the field of water and sewage the **PAM** brand, as part of the Pipe Activity Sector of the Saint-Gobain Group, is the global leader in pipe systems.

Saint-Gobain PAM designs, manufactures and supplies a complete range of solutions dedicated to pipe systems for potable water, waste water and sewage. For over 150 years, its reputation in the field of pipe systems has been founded on its know-how, the reliability of its products, and its high level of client satisfaction. Thanks to an extensive commercial network, Saint-Gobain is now present in over 126 countries.

![Delivery of ductile iron pipes for the adduction of potable water in Dakar (Senegal).](image)
Handling and storage of ductile iron pipes at the Saint-Gobain PAM factory in Pont-à-Mousson (France). The red Tag32 pipe range is designed for gravity-flow wastewater drainage; the blue Natural pipe range is designed for potable water systems.
Offering complete systems

Pipe systems, fittings, valves and accessories: Saint-Gobain PAM offers complete, compatible solutions in the fields of water and sewage, municipal castings and soil & drain.

Saint-Gobain PAM offers over 50,000 product references of optimal quality: these products which are reliable, sustainable, easy to install, all comply with European and International regulations. Ductile iron pipe systems, including coatings and joints adaptable to different terrain configurations, are highly resistant to all the stresses and strains involved in transportation, handling, installation and use. Thanks to such quality, diversity and adaptability Saint-Gobain PAM is able to respond effectively to its customers demands and needs.

The Blutop Pipe system: an innovative, super-lightweight pipe, easy to transport and install.

The Euro 20 Gate-valve.

The Kameleo: a modular, versatile, variable angle fitting which adapts to all system types.

Products for all water system networks.

The Elancio fire hydrant cover.

The PAM brand municipal castings offer a high level of both resistance and safety.
Chemical analyses of polymeric materials for pipe coatings. Saint Gobain PAM Research Centre in Maidières (France).
Innovating for a higher performance

Research and Development is an essential strategic component for Saint-Gobain PAM. Thanks to its significant investment in Research and Development, innovation has always been a key to its high product quality and market competitiveness.

With its research centre in Maidières (France) and a team of over 150 working in the field of Research & Development, Saint-Gobain PAM is continually developing new materials and innovative production methods in order to offer new products which correspond to evolving client requirements.

Thanks to the work of researchers and university partners Saint-Gobain PAM holds 1,500 national patents, registered across the world, for over 150 of its inventions. In Europe, 40% of the company’s turnover is achieved with products developed within the past five years.

The term ‘cast iron’ covers a large variety of iron, carbon and silicon alloys. Discovered in 1946, ductile iron is produced by adding a small amount of magnesium; a process which gives the iron remarkable resistant qualities.

Demonstration of the elastic properties of a ductile iron pipe: up to 10% resistance to bending. Saint-Gobain PAM Demonstration and Testing area in Pont-à-Mousson (France).
Saint Gobain PAM offers advice and technical assistance to clients until completion of works.
Supporting our clients with the PAM brand

Always with the requirements of the clients in mind, Saint-Gobain PAM draws on its extensive commercial and technical network to assure a proximity service to urban collectivities, public and private clients, engineering and design departments, pipe laying companies, merchants and suppliers.

Throughout the industrial and commercial process, Saint-Gobain PAM is there to offer its clients a range of services, assistance and technical expertise, including water testing, soil analyses and hydraulic and mechanical calculations. The company also offers specific materials and training to help with the initiation of a new project site. It is this combination of assets along with a strong command of the supply chain which reinforces client satisfaction.

With PAMCAD software, the technical sales department supports clients through the design phase of pipe systems for potable water or sewage.

Client support for transport and logistics: preparations for ship loading. The port of Antwerp (Belgium).
Laying of a pipe system for the supply of potable water from Algiers to Taksebt (Algeria).
Carrying out projects anywhere for anyone

Saint-Gobain PAM provides solutions for every type of project, from large-scale irrigation and drainage at regional level to local town or district systems. Each year, such projects are undertaken, on average, in over 120 countries amounting to a total of over 40,000 km of pipelines.
Because life springs from water.
Promoting sustainable development

Sustainable development has always been a central policy of Saint-Gobain PAM, from product design through to delivery.

Cast iron is a natural material which is 100% recyclable. By reducing the weight of pipe systems by one third, tripling their life expectancy over the past ten years, and adopting more ergonomic laying techniques, Saint-Gobain has reduced its energy and raw material needs while reducing its CO2 emissions. Throughout the production cycle, all the polluting emissions are filtered and the waste recycled. The environmental impact is controlled by two laboratories: one internal, the other independent. For product shipping, emphasis is placed on more varied and energy efficient forms of transport such as train and boat. At each stage, from design to delivery, Saint-Gobain PAM is keen to promote development based on responsible and sustainable consumption and production.

Principles of conduct and action

Working at Saint-Gobain PAM means following principles of conduct and action which contribute towards the development of a humane and responsible company.

- Professionalism
- Respect for Others
- Integrity
- Loyalty
- Solidarity
- Respect for Regulations
- Respect for Environment
- Respect for Health and Safety at Work
- Respect for Employees’ Rights

Beyond the management of industrial risks and their impacts on the environment, Saint-Gobain PAM has formalised its commitments in an internal “Health, Safety and Environment charter” which has 3 objectives:

1. Zero accidents at work
2. Zero work-related illnesses
3. Zero non-recovered waste
The iron pipe systems are sustainable. In 2010, a large proportion of potable water conveyance in Paris was made up of the Saint-Gobain PAM cast iron pipes laid in 1904.

Saint-Gobain PAM: over 150 years of experience

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1856</td>
<td>Factory founded in Pont-à-Mousson</td>
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<tr>
<td>1866</td>
<td>Production of the first iron pipe</td>
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<tr>
<td>1870</td>
<td>First exports</td>
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<tr>
<td>1927</td>
<td>Acquisition of license for centrifugation process</td>
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<tr>
<td>1933</td>
<td>Creation of the research center</td>
</tr>
<tr>
<td>1934</td>
<td>Mass production of pipes by centrifugation</td>
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</tbody>
</table>
The rise of the company was founded on two principal factors: leaps in technological advancement and a strong internationalisation of its industrial and commercial development. From 1887, Saint-Gobain PAM became the principal supplier for the potable water networks in Paris. Thereafter the company’s exports grew and the first factory in Brazil was founded in 1937. The adoption of centrifugation in 1928 followed by the discovery of ductile iron at the end of the 1940s allowed for the mass production of high-quality pipes. Strengthened by its technological expertise the PAM brand has become the global leader in the field of mains systems. Today, ever responsive to the needs of its clients, Saint-Gobain PAM is continuing its development in the same spirit of innovation, growth and industrial excellence.

**1950**
License agreement for ductile iron

**1970**
Industrialisation of ductile iron

**1980**
Worldwide expansion of Pipe Activity

**2001**
Launch of the global PAM brand

**2002 - 2009**
Launch of new products: Natural, TAG 32, Ivoire, Kameleo, Blutop

**Today and tomorrow…**
Innovation at the heart of our industrial and commercial strategy and respect of the environment

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Staff photographed outside the Pont-à-Mousson factory (France) on the occasion of Saint-Gobain PAM’s 150th anniversary.

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The origins of Saint-Gobain PAM spring from the foundation of the Pont-à-Mousson factory in 1856, the beginning of a history rich in new development.
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