



**THINK
OUTSIDE
THE BOX.**



**ALTERNATIVES TO PURCHASING A NEW INDUSTRIAL
OVEN FOR YOUR MANUFACTURING PROCESS**



THE 5 STRATEGIES

to maximize your thermal processing equipment investment

- 01 | REBUILD
- 02 | RETROFIT
- 03 | REPAIR
- 04 | RELOCATE
- 05 | REPLACE



THE DECISION...

on whether to buy a new industrial oven is not a binary one: life is not black and white, yes or no. If you downloaded this paper, you are likely doing homework on purchasing a new industrial oven. You are researching solutions, ranking options, establishing requirements and specifications, and benchmarking pricing. At PRECISION QUINCY, we will encourage you to change your mind on your purchase-decision and explore all your options.



PRECISION QUINCY WILL *REBUILD OR RETROFIT* **ANY BRAND** OF INDUSTRIAL OVEN

WHEN DOING YOUR HOMEWORK,
4 CONSIDERATIONS
SHOULD SHAPE YOUR RESEARCH:

01 | FUNCTIONALITY

Does your existing industrial oven perform without failure, and is it suited for your current application?

02 | MAINTAINABILITY

Can you operate your industrial oven without excessive lost time due to equipment failure/emergency maintenance?

03 | COST OF OWNERSHIP

What is the cost of purchasing a new industrial oven, versus other options available to you i.e., rebuilding, retrofitting, repairing or relocating your existing industrial oven?

04 | PEACE OF MIND

Can you sleep at night? Is your existing industrial oven, or your replacement solution, safe? The safety of your personnel is more important than any dollars and cents equation, and bad decisions can lead to irreversible consequences.

5 STEPS

TO HELP WITH YOUR DECISION

STEP 01

WHAT ARE YOUR OPTIONS?

You have options with respect to your existing industrial oven.

At Precision Quincy, we call them the 5 R's - **REBUILD**, **RETROFIT**, **REPAIR**, **RELOCATE** or **REPLACE**.

REBUILD

Recondition equipment which is worn or damaged and return it to near-original operating condition.

RETROFIT

Improve and/or upgrade equipment for better performance or for a purpose other than for which it was originally manufactured.

REPAIR

Fix, replace, or restore damaged or worn parts and components.

RELOCATE

If you are moving production to a different location or a new facility, you can relocate your existing oven and repair, rebuild or retrofit the equipment in the process.

REPLACE

Purchase a new industrial oven to replace your old one.



"AS GOOD AS NEW!"

Sometimes this old adage is perfect when it comes to upgrading, rebuilding and retrofitting industrial ovens.

STEP
02

WHAT ISSUE DO YOU NEED TO ADDRESS?

We understand that in the end, you are looking to achieve predictability and profitability in your business, while at the same time, you are looking for piece of mind. Our technical experts will help you assess your situation and explore options that fit your business.

COMMON ISSUES WITH YOUR INDUSTRIAL OVEN

Physical damage
Old age/wear and tear
Lack of safety/NFPA compliance
Relocation
Product changes
Process changes
Production (rate) changes

Physical Damage

- Fire/explosion
- Abuse during loading/unloading
- Collision with a fork lift or other unaccountable damage during the night shift

Recommended Solution:
Repair or Rebuild

Old Age/Wear and Tear

- "Worked fine for the last 35 years"
- Everything with moving parts eventually breaks down
- Stress on metal over years
- Insulation degradation
- Updates to comply with current standards and codes. Is your industrial oven NFPA compliant?

Recommended Solution: *Rebuild*

Product Changes

- Part size changes
- Bigger parts do not fit in the baskets, on the shelves, cart or on the belt
- Parts become heavier and more complex
- Pre-assembly of components now limit the oven operating temperature
- The size of the oven needs to become longer, wider or taller
- Ovens require larger burners or fans

Recommended Solution: *Retrofit*

Relocation

- Newer/more important equipment takes priority
- Reducing W.I.P.
- Building/business expansion
- Overall productivity
- Lean manufacturing/Kaizen event

Recommended Solution: *Rebuild*

Process Changes

- Different performance required
- Different specified operating parameters (time and/or temperature)
- Different oven temperature
- Dwell time
- Allowable temperature uniformity
- Different material handling or control requirements
- Conveyors and other material handling issues
- Data acquisition

Recommended Solution: *Retrofit*

Production (Rate) Changes

- Customer demand
- Seasonal demands
- Overall cost v. productivity
- Competitors or even different business units

Recommended Solution: *Retrofit*

Inherited Problems

- Incorrectly specified
- Lower expectations at time of purchase
- Marginal acceptance
- Used equipment
- Unacceptable performance, operating cost or reject rate

Recommended Solution: *Retrofit*

STEP
03WHAT ARE THE BENEFITS OF A
REBUILD, RETROFIT OR REPAIR?

Precision Quincy will rebuild, retrofit, repair, relocate or replace industrial ovens of **ANY BRAND...**

The Benefits of an Oven Rebuild or Repair

- Reduce capital costs because you only pay for the parts and components that are replaced
- Reduce shipping and transportation costs
- Reduce down time
- Reduce maintenance costs
- Reduce operating costs

The Benefits of Retrofitting

- Re-purpose old equipment for a new application
- Reduce capital costs because you only pay for the parts and components that are replaced
- Reduce shipping and transportation costs
- Reduce down time
- Better oven performance
- Better data acquisition
- Added automation
- Reduce maintenance costs and operating costs
- Support lean manufacturing and continuous improvement initiatives

NOT JUST OVEN PRODUCTS...
SOLUTIONS



STEP
04

WHAT COMPANY CAN HELP ME?

Work with Precision Quincy. Not every manufacturer of industrial ovens can effectively supply you with effective alternatives to purchasing an industrial oven. Precision Quincy is a different kind of company.

Field Service Team

At Precision Quincy, we have invested heavily in our field service team to ensure that we have well-trained professionals to cover facilities throughout North America. Every technician starts on the shop floor building and testing new ovens. Then they spend months on the road shadowing senior service technicians for more training. Several times a year the service team receives additional training to ensure their skills are up to date.

3D Modeling Tools

In addition, Precision Quincy's 3D modeling tools and CFD uniquely position the company to deliver engineered solutions to rebuild or retrofit any brand of industrial oven. We live in a 3D world, and we use these tools to facilitate communication between our engineers and customers through better visualization of the solution. We simulate airflow and temperature uniformity using Computational Fluid Dynamics (CFD) before we start cutting metal. That way, we know our solution in the field is going to work.

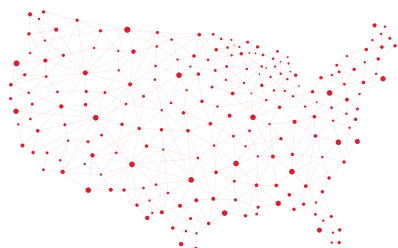
PRECISION QUINCY'S 3D MODELING TOOLS AND CFD

uniquely position the company to deliver engineered solutions to rebuild or retrofit any brand of industrial oven.

STEP
05

WHAT IS YOUR NEXT STEP?

Give Precision Quincy a call or complete the form on our website, and we will walk you through a process that is the “perfect fit” for your business and thermal processing equipment.



PROUDLY MANUFACTURED
IN THE UNITED STATES

01 | Define

We will collect information on your business that will help us determine the best solution for your thermal processing needs, including information on the operating temperature of your oven, temperature uniformity requirements, air flow requirements, the product processed through your oven, your manufacturing process, the existence of volatile organic compounds, building requirements, etc.

02 | Discover

We will set up an interview with one of our technical experts who will work with you to explore the right solution for your thermal processing equipment.

03 | Develop

We will develop a comprehensive quote based on your tailored solution.

04 | Design

Our engineering team will design a solution based on the solution developed in the process.

05 | Deploy

Our team will build and install your solution at your facility, and work with you to ensure that your thermal processing equipment is running properly.

Contact our sales and engineering professionals today to take the next step in selecting the best industrial oven solution for your business.

**GET
STARTED
HERE!**