

Abstract: New vs Used Equipment: How to Determine Which is Best Suited for Your Business Needs

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English Abstract: Buying a new or a used furnace is a crucial decision for heat treaters, as it affects the quality, productivity, and profitability of their operations. This presentation will compare the advantages and disadvantages of both options, based on various criteria such as initial cost, energy efficiency, reliability, performance, safety, environmental impact, and availability of parts and service. It will also provide some real-life examples and case studies of successful and unsuccessful furnace purchases in the heat treating industry, such as Atmosphere Carburizing BIQ Furnaces, Atmosphere Generators, and Vacuum Furnaces. The goal of this presentation is to help heat treaters make informed and rational choices when investing in furnace equipment.

Resumen: Equipo Nuevo Versus Usado: Cómo DeterminarCuál es el Más Adecuado para las Necesidades de Su Negocio

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Spanish Abstract: Comprar un horno nuevo o usado es una decisión crucial para los tratadores térmicos, ya que afecta la calidad, la productividad y la rentabilidad de sus operaciones. Esta presentación comparará las ventajas y desventajas de ambas opciones, basándose en varios criterios como costo inicial, eficiencia energética, confiabilidad, desempeño, seguridad, impacto ambiental y disponibilidad de repuestos y servicio. También proporcionará algunos ejemplos de la vida real y estudios de casos de compras exitosas y no exitosas de hornos en la industria del tratamiento térmico, como hornos BIQ de carburización atmosférica, generadores atmosféricos y hornos de vacío. El objetivo de esta presentación es ayudar a los tratadores térmicos a tomar decisiones informadas y racionales al invertir en hornos industriales.

Tom Wilkins, Commissioning Engineer, Surface Combustion, Inc.

Tom Wilkins is a Commissioning Engineer at Surface Combustion, a leading manufacturer of heat treat furnaces and related equipment. He has been with the company for over eight years, providing startup services on both new and used equipment, giving him a firsthand perspective to customers' long-term experiences with different types of furnaces. He holds a Bachelor of Science in Chemical Engineering from the University of Toledo. In his presentation, he will share his insights and recommendations on how to decide whether to buy used or new heat treat equipment, based on technical, economic, environmental, safety, and regulatory factors.