

### Product Type:

Molded with inserts

### Industry / Application:

Oil & Gas sealing components

### Challenge:

Costly metal inserts are often used in molded products and can be re-used if they are able to be reclaimed. Typically the reclaim process involves shipping the part to multiple locations, which adds to lead time and cost. A customer who was using reclaimed inserts was consistently late getting them to Longwood for molding, yet still wanted the finished product delivered on time.

### Analysis:

Longwood needed to understand the customer's reclaim process flow. At the time they were bringing the parts from field locations back in-house and then shipping them out to a third party to burn off the rubber. The reclaimed inserts were returned back to the customer, and then finally sent to Longwood for molding. In addition to the amount of time this process took, it also generated significant freight costs, paperwork and the need for the customer to maintain inventory. Reclaim wasn't their focus, finished parts were. If Longwood could reclaim the inserts for the customer in-house or through a local facility, lead times and freight costs would be reduced.



Longwood's Burn-Off Oven  
(Brenham, TX)



Reclaimed  
Inserts

### Solution:

After a thorough cost analysis, Longwood determined that purchasing a burn-off oven and offering in-house reclaim services was the more cost effective option. This allowed the customer to modify its reclaim process and send the returned field parts direct to Longwood. Inserts would be reclaimed using new the burn-off oven, cleaned up and ready for molding. Longwood was now able to control when the reclaim took place and schedule the finished part molding to make sure the customer's due dates were met. The addition of the burn-off oven benefitted the customer by reducing reclaim costs, lowered inventory requirements and generated less paperwork.

The burn-off oven has also afforded Longwood the ability to work with other customers on development projects that have reusable inserts. In addition to cost savings and faster turn-around times, the proprietary nature of the product and inserts is protected by keeping them in-house with Longwood.

For more information on this and other case studies, please visit us on the web at: [www.wabtecelastomers.com](http://www.wabtecelastomers.com)