

Top of the Market

by Genevieve Diesing

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Precision Quincy Corp.

www.precisionquincy.com / Headquarters: Woodstock, IL / Employees: 75 to 100 / Products: Industrial ovens and shelters

Precision Quincy Corp. Says It Claims The Top Spot In The Industrial Oven And Shelters Sectors.

In the 66 years it has been in business, Woodstock, ILL.-based Precision Quincy Corp. has gone through a variety of incarnations - first as a gasket and sheet metal company, then as an oven manufacturer, and today it produces industrial ovens and high-quality shelters in a 200,000-square foot facility. In a recent interview with *Manufacturing Today*, Marketing Manager Mike Koontz discussed how the company satisfies its customers.

Manufacturing Today: How would you describe the company's history?

Mike Koontz: The company started in 1943 as Precision Gasket & Sheet Metal Company at 5105 West Diversey in Chicago. The original store had just 1,800 square feet, two full-time (and) two part-time employees, and a few manual pieces of equipment. The product line at this time consisted of teletype machine casings for the war effort, hot plates, pipe gaskets and steel dies.

In 1946, another organization, Quincy Metal Products (QMP), came into existence. With a larger facility, 2,200 square feet, located on Chicago Avenue, QMP manufactured toolboxes and other sheet metal-derived products. Then, in 1950 (we purchased) Homes Metal Products, which was located in downtown Woodstock, ILL., at 220 North Madison. Actually, this is the same location Precision Quincy left in July of 1991. The product line Homes manufactured at this time was industrial and commercial shelving and bed frames. In 1959, the owner hooked up with an oven man named Ed Hayworth and together they formed Quincy Oven Company. The initials QOC also stood for the marketing slogan 'Quality Oven Construction.'

In early 1965, the oven group was moved back to Woodstock on Madison Street, and Precision Quincy Corporation was officially born.

MT: What are Precision Quincy Corp.'s products and markets?

MK: We manufacture industrial ovens and industrial shelters. On the ovens side, our markets include aerospace, automotive, composites, medical, steel, wood, rubber and plastics, but really any market whose products require any type of heat process.

On the shelters side, our markets include utilities, telecommunications, communications, railroad/transit, gas and petrochemical and storage and security.

MT: What sets your company apart from the competition?

MK: Our position is near the very top of the industry for industrial ovens. We have earned a great deal of respect in the oven market for continually producing reliable, high-quality ovens for so many years. We've had ovens in service for decades – companies that depend on our ovens every day to run their business don't forget that level of quality and reliability.

The same can really be said about our shelters division. We've got shelters in nearly every imaginable location, and almost every one is based on a custom design that the customer has had a big part in specifying. Our shelters department is very much in touch with our customers on all facets.

On both fronts, we've got a top-notch parts and service department that can answer any questions that might arise. Our turnover is almost zero and that means that our employees have built up an enormous amount of knowledge about our products and how our customers are using them.

MT: Please walk us through the highlights of your company's manufacturing process.

MK: Our manufacturing process is really highlighted around our capital equipment and our employees' ability to expertly operate that equipment. Over the years, Precision Quincy has made a substantial investment in some fantastic equipment that is not typically found in the majority of plants our size, let alone in our particular industry. (Our success also) includes equal contributions from our entire organization. It's been the sum of these parts that have allowed Precision Quincy to shine over the years as an important, value-added, American manufacturer, all the while keeping an eye on the long-term future of the manufacturing industry and our place in it.

Mike Koontz is the Marketing Manager of Precision Quincy, Woodstock, IL, a manufacturer of batch, walk-in and continuous process ovens. For more information, call (815) 338-2675 or visit www.precisionquincy.com.

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