

WHITEPAPER ++

BOILER APPLICATIONS

IMPROVEMENT OPPORTUNITIES DETECTED IN THE MARKET



INNOVATIVE ASSEMBLY SOLUTIONS

At ARaymond, we believe the best innovations come from close collaboration with our customers. By close Collaboration & Partnership, both ARaymond and The Customer can exploit their knowledge to achieve Innovative Solutions & Overall Decrease on the Total Cost of Ownership of the Application (TCO) .

THE TEARDOWN

IDENTIFYING ASSEMBLY OPPORTUNITIES IN THE CUSTOMER APPLICATION

The Teardown is our system whereby a specially dedicated engineering team take apart a product and analyze the current assembly solutions. The Teardown allows our engineers to identify opportunities to leverage the assembly process, improve TCO and increase innovation

STEP #1

Selecting the application to be analyzed

Either our customers or our team can suggest a customer's product to tear down, based on:

- Improvement opportunities
- Number of assemblies
- ARaymond expertise
- Customer needs



STEP #2

Assigning the multifunctional team to perform the Teardown

Depending on customer location, account manager, engineers assigned, etc. we define the team to perform the Teardown



STEP #3

Teardown the product & analyze current assembly solutions

Our team of engineers and assembly experts teardown the product looking for all the assembly solutions currently used



STEP #4

Brainstorm, analyze, select and propose new solutions

After identifying all the assembly improvement opportunities the team propose new solutions that provide innovation and TCO improvement to the customer



BOILERS' OPPORTUNITIES FOR IMPROVEMENT

GROUNDING SYSTEMS

ADVANTAGES

- Quick and easy assembly
- Assembly without tools
- Reduction of number of parts



Lugged Grounding Clip

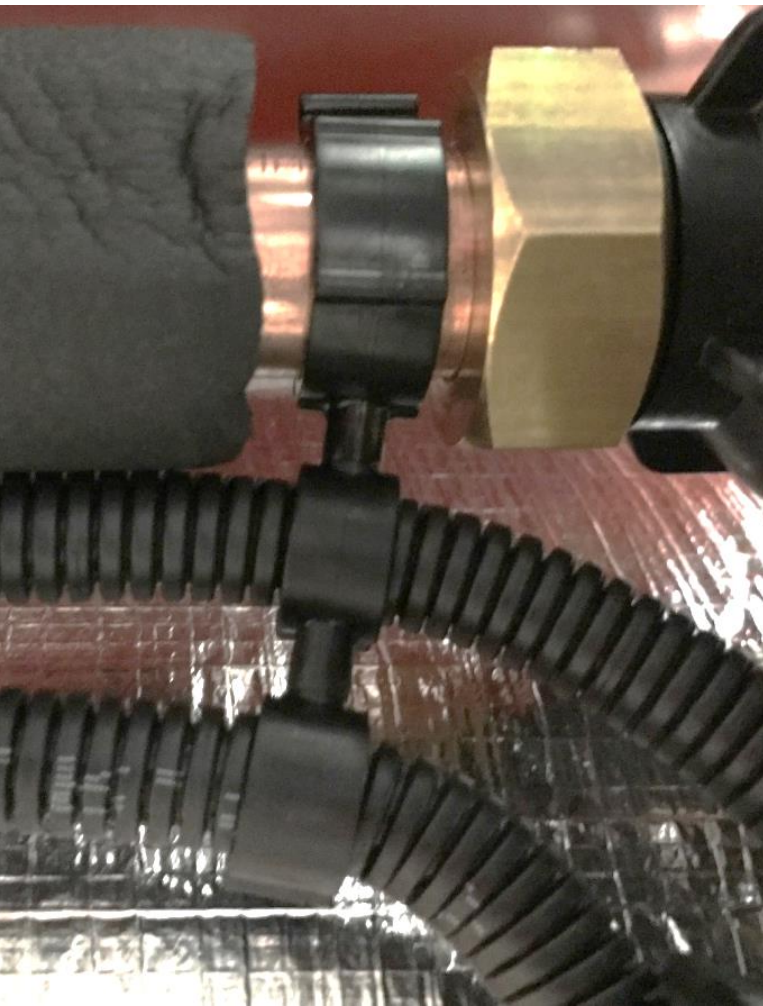
Ensures conductivity between a grounding wire with a lug connector and the front and side panels of the boiler. Fastening without the requirement of holes, welded studs, toothed or threaded washers.

CABLE AND TUBE MANAGEMENT



ADVANTAGES

- Assembly time reduction
- Swivel function available
- Standardization of parts
- Fast disassembly
- Multi-functionality



Swivel Cable Clip

Spacer for two electrical corrugated hoses and a copper pipe. Swivel function that allows different assemblies with the same part.



Plug-in Cable Clip

Self-locking re-openable cable clip for fixing water conduct inside the boiler body. It allows an efficient assembly & maintenance.



FLUID CONNECTIONS

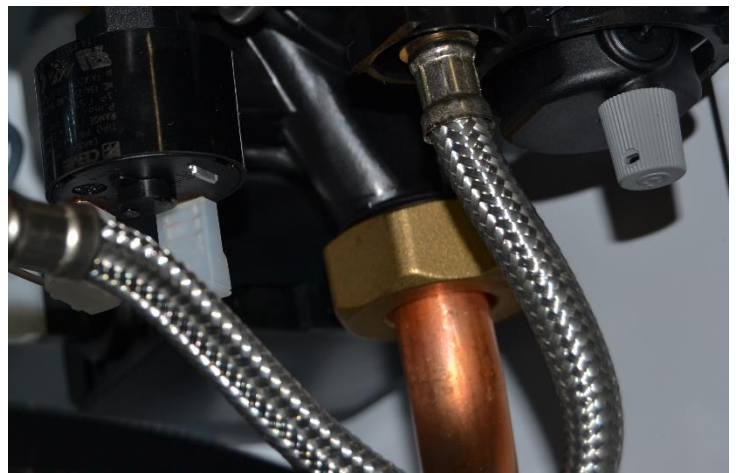


ADVANTAGES

- Reduction of assembly time
- Serviceability improvement
- Blind assembly
- Safe connection
- No tools needed

Potable Water Quick Connector

With QCs the manufacturer can assemble hoses in one click avoiding the screwing process to optimize and facilitate the blind assembly operation.



Cooling Water Quick Connector

These Quick Connectors are designed to withstand high pressure for high flow rates. A metal clip is used to lock the device in place. To disconnect the end piece, the operator just need to lift the metal clip.



SENSOR HOLDERS

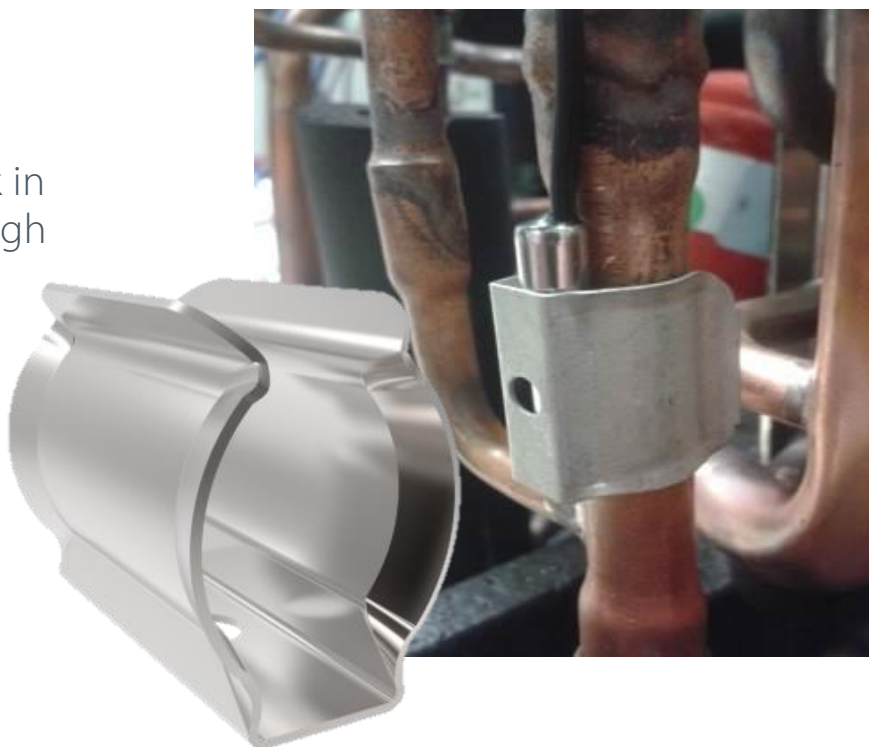
Temperature Sensor Holder

ARaymond Industrial provides to the HVAC market specific Clips to install sensors, non-standard pipes or electronic units, for instance.



Metal Cable Clip

Simple to install and provide reliable retention ready to work in harder environments like the high temperature of the pipes.



ADVANTAGES

- Resist high temperatures
- Easy and quick assembly
- Avoids welding
- Easy disassembly
- No tools needed

ABOUT ARAYMOND

With more than 150 years of experience in product innovation and state-of-the-art manufacturing practices, ARaymond has become one of the world's foremost assembly solution providers.

ARaymond Industrial is an international partner for innovative assembly solutions dedicated to industrial markets. We partner with customers to develop products that meet their market segments' unique needs, simplifying assembly processes, improving the quality of the final product, and reducing the total cost of ownership across the supply chain.

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