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## Upstate Refractory Services, Inc



**We can take the heat**

### History of Upstate Refractory Services, Inc.

In 1998, David Wetmore and a partner started a small division of a refractories company in Newark. Instead of relocating the business in 2002, as desired by corporate, David decided to purchase the company for his own business venture. Upstate Refractory Services, Inc. was founded in 2002. After outgrowing several rented locations in the Newark area, Upstate Refractory Services, Inc. built their Corporate Headquarters in the newly created Industrial Park on Erie Boulevard in Newark in late 2007.

### We are often asked, "What is it that you do?"

Refractories, by definition, are materials manufactured to withstand destructive conditions and protect equipment and personnel at high temperatures. We service our customers with material sales, precast refractory shapes, furnace related fabrications, in-house and on-site installation services and technical support as required to meet their refractory and furnace related requirements.

Not only do we sell to local companies such as Refractron Technologies and NAFCO but Upstate Refractory Services, Inc. services the heat process industries in New York, Pennsylvania and Northeastern United States. Our customers are typically in the iron and steel, secondary aluminum, ceramics, glass, heat treating, power generation, forging, die-casting, brazing and fusing, ferrous and non-ferrous foundries, incineration and thermal oxidation, as well as waste to energy businesses.

State of the art technologies available to service our customers include: Ceramic Fiber Spray, Low Cement and No Cement Castable, Chemically Bonded Repairs, Surgun Gunning Repairs, Hotwire Direct Foam Cutting, CAD Software, Brokk Demolition Equipment, and Shop Bot CNC Routers.

### Spring 2014 Expansion Project

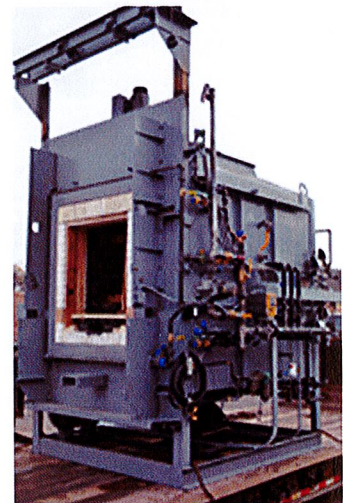
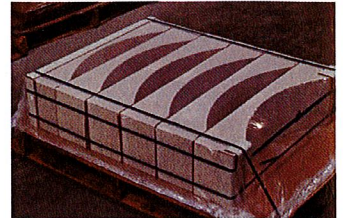
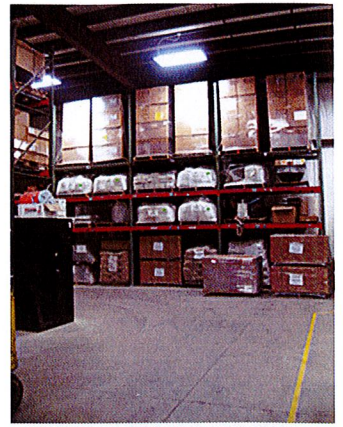
This spring, we are expanding our current fabrication, refractory precast and warehouse areas. We are adding an approximately 20,000 square foot building with new loading docks and infrastructure to accommodate our growing business. The project should be completed in July 2014.





# Types of Services We Offer

- **Refractory Material Sales & Distribution** - Many of our customers perform their own installation and repairs on their equipment. Our warehouse is stocked with a large variety of materials ready for immediate delivery.
- **Engineered Precast Refractory Shapes** - Using precast refractory shapes can help our customers be more productive. This service allows our customers to quickly and easily make repairs to high wear areas of their furnaces. We also custom design entire furnace modular linings that can be installed in a fraction of the time as conventional methods, eliminating the need for costly downtime.
- **Custom Ceramic Fiber Components** - We are the best source for Ceramic Fiber Modules and Fabricated Board Shapes. Standard size modules are routinely stocked and supplied in all temperature ratings from 2200°F to 3000°F. Custom designed modules are also available in all temperature ranges, a variety of installation systems and virtually unlimited sizes.
- **In House Refractory Repairs** - If a customer's equipment can be transported to our facility, we can utilize our highly trained staff to send it back to the customer looking and performing like new without the need for disruption to their production areas by work crews, dust and other distractions. This service is useful for foundry ladles, small melt furnaces, small forge furnaces, covers, launders and furnace doors. Our capabilities include steel repairs, refractory installation, dryout services and logistics to pick up and deliver the customer's piece of equipment on time and cost effectively.
- **On Site Refractory Repairs** - Our staff is committed to performing on site refractory installation services to meet a customer's project requirements in a safe, professional manner. No project is too small to for consideration. We specialize in short duration projects, but larger projects are also within our capabilities.
- **Combustion and Controls Upgrades** - There are times when an existing furnace fits all of a customer's current needs – except maybe the combustion system is older and inefficient, or the controls are outdated and/or no longer meet the customer's standards. Our project engineers review existing systems, operating requirements and desires of the customer, then take this information to develop a proposal to bring your furnace combustion and control system up to today's standards.
- **Custom Designed Industrial Furnaces** - Upstate Refractory Services, Inc. will assist in every step of the way when designing custom furnaces: from taking operating parameters, material handling, floor space, and other preferences into consideration to come up with a proposal to meet our customers' needs. We work directly with our suppliers to come up with a system to bring all of the furnace requirements to life. All fabrication, piping, and electrical installations are completed in our facility under our control and the watchful eyes of our project engineering staff to ensure that what we quote is what the customer gets. We can provide conventional control systems, PLC based control systems, with gas, oil or electric power to satisfy customer requirements in the most cost effective manner possible.
- **Foundry Supplies** – We are ready to supply customers with foundry items such as riser sleeves, core adhesives, crucibles, sand coatings and refractory materials to keep their operation running smoothly.



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