



your source for electric heating and controls

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Founded in 1929 as a family owned and operated business, INDEECO designs and manufactures commercial and industrial electric heating and control systems. A staff of 300 skilled workers builds state-of-the-art heaters and complex heating systems. Its 30-plus engineers and technicians, ASME-certified welders, quality assurance personnel, skilled electronic and electrical assemblers and panelboard fabricators work together to provide customers with turnkey heating solutions. The creativity and spirit of discovery that launched INDEECO in an inventor's basement during the Depression continues today in four air-conditioned plants totaling more than 190,000-square feet.

2 . 3    h i s t o r y

4 . 5    m a n u f a c t u r i n g

6 . 7    p e o p l e

8 . 9    q u a l i t y

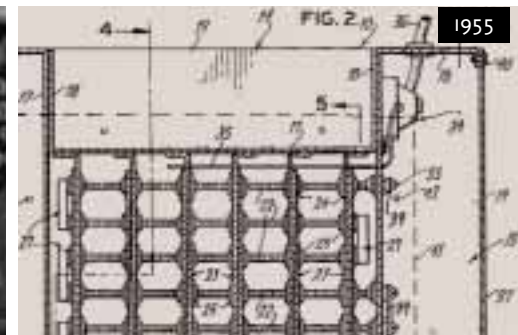
10 . 11    s e r v i c e

12    a p p l i c a t i o n s

c o n t e n t s

## h i s t o r y

- 1929** Milton Epstein and a partner cofound INDEECO as a manufacturers' representative agency six weeks after the stock market crashes.
- 1937** Epstein, assisted by his wife, Zelda, who records the live test data, uses an innovative design to create a new heating element in his basement workshop.
- 1941-46** INDEECO joins the war effort by building furnaces to dispose of defective munitions and manufacturing heaters for film-processing tanks on photo-reconnaissance aircraft.
- 1955** After receiving a patent on an open coil duct heater design, INDEECO enters a new market and begins manufacturing commercial HVAC heaters.
- 1962** The company introduces heater/control packages for comfort heating and industrial processes.
- 1972** SOLITECH, now known as INDEECO Controls, is created to provide solid-state power and temperature controls.
- 1985** INDEECO opens Missouri's first on-site daycare center in an industrial facility.
- 1987** Hynes Electric Heating Company, an acquisition, adds vaporizers and impedance heating technology to INDEECO's product line.
- 1996** "PC Heat," a computer software program, allows field personnel to design and price electric duct heaters.



The late Milton Epstein, an engineer by profession, founded a company that built heating units for space technology and, in addition, he made a separate career of civic projects.



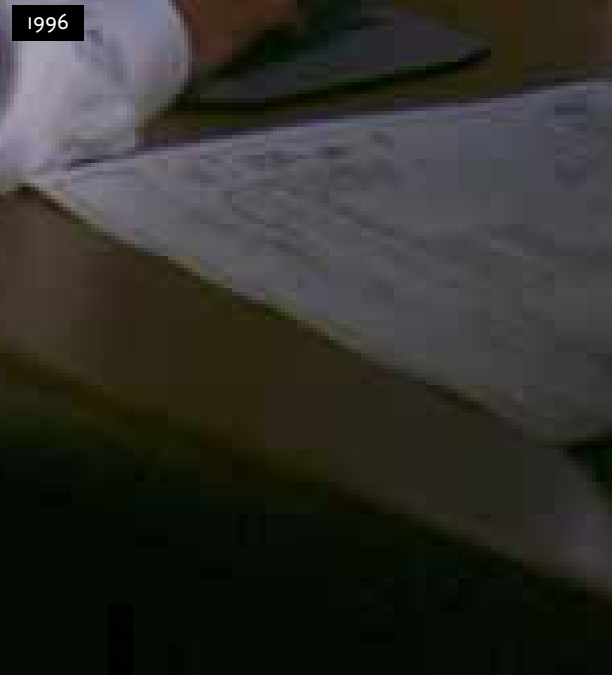


1985



1987

1996





Tubular elements, sold individually or integrated into anything from a simple immersion heater up to and including a complex heat transfer system, are manufactured on site to your custom requirements.

## m a n u f a c t u r i n g

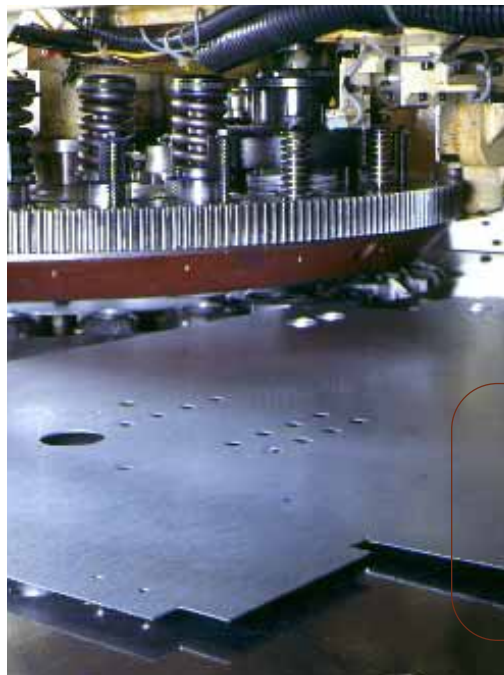
INDEECO's innovative engineers draw from more than 60 years of producing top-notch products. Whether a customer needs a standard heating element or a complex custom-designed heating system, INDEECO satisfies the demand with a product of the highest quality.

INDEECO oversees every aspect of its manufacturing process. Its staff of seasoned machinists designs and builds specialized manufacturing equipment. Customers rely on the company's research and development laboratory personnel to test custom-manufactured products, ensuring they will perform at peak levels.

INDEECO is vertically integrated. The company makes heating elements, fabricates sheet metal, builds electronic controls, welds ASME pressure vessels and assembles complex skid-mounted systems - all in-house. By controlling every step in the manufacturing process, the company delivers the best and most cost-effective heating solutions to satisfy the toughest challenges.



Precision machining of brass headers  
for pipe thread heaters.



INDEECO reinvests in the most  
up-to-date equipment for its plants,  
including this Computer Numerical  
Control (CNC) punch press that  
interfaces with our CAD system.

## people

INDEECO values the personal and professional goals of its employees. Its on-site day care center, commitment to staff development and program of philanthropic giving prompted Working Mother magazine to name INDEECO one of the fifty best companies in the U.S.

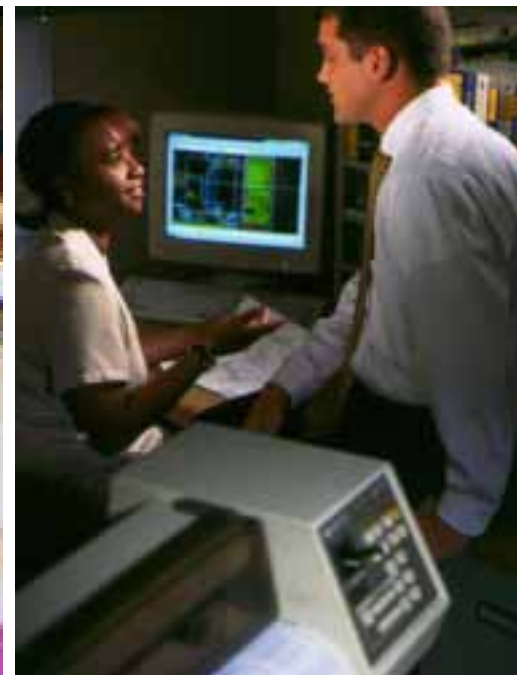
In 1985, INDEECO opened Missouri's first industrial on-site day care center. What began as a fun, safe place for children and grandchildren of INDEECO employees serves neighboring businesses and residents. The recently expanded facility includes children with special needs.

Because INDEECO recognizes the benefits of a well-trained and educated workforce, the company pays full college and trade school tuition for employees who want to upgrade their skills. The business also conducts in-house classes for workers in mathematics, blueprint reading and safety techniques.

INDEECO encourages employees to contribute their time to the community, rewarding volunteerism with service awards and monetary contributions to the employee's charity of choice. INDEECO supports more than 50 charities in its communities every year.



The on-site day care center adds to employee peace of mind, contentment and corporate loyalty.



Customers benefit from INDEECO's partnership with their employees by providing the capable, reliable and experienced service they deserve.



The wiring of intricate control schemes requires an educated and well trained work force, a major factor in INDEECO's decision to pay full college and trade school tuition for employees who want to upgrade their skills.



Pre-assembled and tested control modules allow INDEECO to meet your delivery requirements while adhering to our quality standards.

## q u a l i t y

INDEECO leads the competition in producing heaters and heating solutions of the highest quality. The company manufactures all heating elements, fabricated tubes, electronic controls and welded ASME pressure vessels in-house. Employees conduct stringent performance tests on the production line. This commitment to the manufacturing process gives customers a better performing product that INDEECO backs 100 percent.

The company places top premium on providing products at a fair market price that satisfy performance and reliability standards and safety requirements of customers. Every INDEECO employee gives the customer's needs and expectations the highest priority. Employees take responsibility at every step – from order entry through final shipment. Because of their dedication to product quality, they continually strive to do the best job they can.

INDEECO works closely with support laboratories like Wyle Laboratories and St. Louis Testing Laboratories to conduct specialized tests and check specific measurements. Its academic affiliates, which include Washington University and the University of Missouri at Rolla, help the company meet design challenges. Testing facilities at each of the four plants ensure that products bearing INDEECO's name meet high company standards, satisfy third-party approval standards and comply with specific customer requests.



Our ASME qualified welders allow INDEECO to code stamp equipment per your specifications.

INDEECO products are tested and listed by major national and international agencies:



## s e r v i c e

Customers can achieve their goals only if INDEECO meets their professional commitments. Thus the staff provides timely service and support. For instance, its Cuba and Boonville plants deliver custom-engineered, fabricated-to-order products in as little as three days. They exceed 95 percent of their promised delivery dates.

INDEECO's integrated manufacturing information system keeps tabs on the status of every order – from initial agreement through billing.

The network of representatives who sell INDEECO products are among the most knowledgeable professionals in the industry. They can answer specific questions and offer general application information. They provide customers with close and easy access for sales and service.

INDEECO's team of field service engineers is available for start-up or to troubleshoot a heating problem.

INDEECO combines its knowledge of heating and control systems with its commitment to service to help customers become more successful.

By combining these control panels with our pipe thread heaters, INDEECO provides a complete freeze protection package to the cooling tower industry.



Attention to your requirements begins with our local representative and is followed through by our in-house sales and engineering staff.










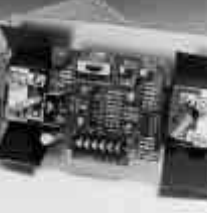


Incorporating a 'demand-flow' manufacturing process, the Cuba, Missouri, plant exceeds 95% on-time delivery.



Attention to detail in both the design and manufacturing process assures a quality product at a competitive price.

# applications

INDEECO manufactures quality electric heating and control products for a range of industries that include:

<p><b>Duct Heaters</b></p> <p>(Open Coil and Finned Tubular) Heating the living areas and working areas of newly constructed buildings, passenger trains and ocean-going vessels</p>		<p><b>Tubular Elements</b></p> <p>Air and gas heating applications for Original Equipment Manufacturers (OEM's)</p>	
<p><b>Process Air Heaters</b></p> <p>Industrial ovens, autoclaves, printing machines, part dryers</p>		<p><b>Compressor Heaters</b></p> <p>Heating of crankcase oil during low ambient conditions and to prevent combination of refrigerant (slugging)</p>	
<p><b>Unit Heaters</b></p> <p>Comfort heating and working areas of hazardous and corrosive locations such as: waste water treatment plants; offshore oil platforms; liquid natural gas plants</p>		<p><b>Immersion Heaters</b></p> <p>Cooling tower freeze protection packages; parts washing; pre-heating heavy fuel oil; desalinizing water in offshore locations; manufactured to commercial, industrial and MIL-SPEC standards</p>	
<p><b>Heat Transfer Systems</b></p> <p>Chemical and petrochemical production; petroleum refining; synthetic fiber production; pulp and paper production</p>		<p><b>Controls</b></p> <p>A complete line of custom controls including SCR's, time/temperature dual controls, and sequencers</p>	
<p><b>Circulation Heaters</b></p> <p>Fuel oil; hydraulic oil; tank (process and storage); high-pressure gases and liquids</p>		<p><b>Pipeline Heating</b></p> <p>For both stationary and railcar tanks; high viscosity oils; molten lead production; chemical and petrochemical production; wax, chocolate and heat sensitive products</p>	

For the name and number of your nearest INDEECO sales representative, call 800-243-8162 between 7 a.m. and 8 p.m. CST, or visit our website at [www.indeeco.com](http://www.indeeco.com)



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