

Customer Success Story: Albemarle Corporation, Emergency Replacement

Indeeco's technical and manufacturing resources exceed those of smaller manufacturers while offering the responsiveness and flexibility that your applications require.

Ask More.

In early 2017, Albemarle Corporation contracted with Indeeco to build six emergency replacement flanged immersion heaters. These six immersion heaters were critical to getting their process line back up to an operational state. Time was of the essence.



Need answers fast? Indeeco can get you to the best answers fast. Ask **More.**

Expect More.

Indeeco sales and manufacturing staff worked closely with Albemarle to quickly provide a quotation and delivery schedule that satisfied the needs of Albemarle.

Do More.

The initial call came in from Albemarle on a Saturday morning to the local Indeeco rep. After speaking with the customer and learning of the urgency, the Indeeco representative immediately called the manufacturing plant. After a few hours of design and planning, the customer had a quotation in hand.

On Monday morning a purchase order was issued and Indeeco started the manufacturing process with a goal of shipping six 6" flanged immersion heaters in two weeks.

By Friday of the same week, Indeeco had shipped two units allowing the customer to get their process line back to an operational state, saving the company from significant lost revenue.