

Industrial Heating Equipment Association Member Benefit Summary Sheet

IHEA is the process heating industry's leading trade association representing designers and manufacturers of industrial heating equipment and related supplies and services. The organization focuses on driving its members' success by providing the knowledge base and authoritative voice for industrial heat processing in the United States. IHEA provides its members with the following benefits:

- IHEA helps members make contact with government agencies when needing business assistance, such as with the U.S. Department of Energy, Department of Commerce, Environmental Protection Agency, Bureau of the Census, Small Business Administration and other government agencies.
- IHEA influences and helps develop policies and standards that are in the best interests of IHEA members, their customers, the environment and the industry by having representatives work with rule-making organizations such as the National Fire Protection Association and International Organization for Standardization.
- IHEA helps develop certain government programs that encourage end-users to buy new or upgraded industrial heating equipment for their applications, such as programs of the U.S. Department of Energy.
- IHEA helps develop software tools for heat processing end-users to measure their equipment's energy efficiency, such as the PHAST program through the U.S. Department of Energy.
- IHEA brings technical training and education through workshops and online courses to members' customers, who are the users of heat processing equipment.
- IHEA's Infrared Equipment Division, through distance-learning courses and seminars, teaches end-users about infrared technology and its advantages in process applications, and educates electric utility company account executives in identifying potential infrared applications for their customers.
- IHEA keeps members abreast of heat processing trends overseas by working with overseas organizations such as Europe's CECOF and the Japan Industrial Furnace Manufacturers Association.
- IHEA brings members directly to new customers by organizing overseas representation — including booths, shipping assistance, interpreters and hospitality area — at a pavilion at Germany's ThermProcess trade show.
- IHEA helps members assess market conditions and fine-tune their short- and long-range business plan by gathering statistics and other information directly from its members, and reporting results in aggregate terms.
- IHEA helps members expand their business know-how through speakers, roundtable discussions and committee meetings during the year.
- IHEA provides an informal venue in which members can discuss important issues facing the industry.
- IHEA promotes member companies through www.ihea.org.
- Discounts on IHEA training manuals, seminars, courses and events.