

Quality Designed

Midco<sup>®</sup> International Inc.  
EmberGlo<sup>®</sup>

★MADE in the USA★



Midco<sup>®</sup>  
INTERNATIONAL



EmberGlo<sup>®</sup>



# A Bright Future Built on a Tradition of Excellence

★MADE in the USA★

## *Quality Designed for Proven Performance*

Midco International Inc.® is a world leader in power burners. We have built a reputation for excellence based on our innovative designs, fine products and commitment to customer service, engineering and technical support. We expect these attributes will keep us at the industry's forefront in the years ahead.

Midco International teamed with its EmberGlo® division serves the gas burner markets and the commercial food service industry. Our technically superior products deliver unsurpassed performance and efficient service. Founded in Chicago in 1941, our history of innovation and growth is a testament to the quality and reliability of its products and people. We're known for solving problems, meeting market demands and turning bright ideas into new burner and food service applications.

Behind the technology and product durability, you'll find the true secret to Midco's success is our people. Midco has been family owned and operated from day one. Our employees, from the production line to the executive office, are an integral part of the Midco family. The spirit of teamwork and dedication is visible by their meticulous attention to detail, rigorous approach to quality and a commitment to putting the customer first.

*Where Quality, Service and Customer Satisfaction are a Priority.*

# The Growth of an Industry Leader

The company now known as Midco International started as a manufacturer of products ranging from onion peelers to air heaters. Midco International's emergence as a worldwide leader in gas burners coincides with some of the most significant events in the second half of this century.

## 1940s

The company was incorporated as Mid-Continent Metal Products in 1941. When the United States entered World War II, Mid-Continent's focus was stamping and the machining of small parts for American naval vessels. With the intention of expanding and strengthening the company, Mid-Continent president Art Zitzewitz became interested in acquiring portions of his uncle's Chicago company named National Machine Works. In the process, he discovered the beginnings of a gas burner line of products already being produced by the company. Nationally, there was a fuel conversion to clean burning natural gas. The conversion from coal to natural gas heating systems was eminent. Art Zitzewitz's long range vision secured ownership rights to these burner products and included the burner development expertise of Steve Zavodny and E.J. Haedike. This set the course for the future of Mid-Continent. The escalation of the war in 1942 soon demanded the services of many Americans including Art. This

set the stage for the introduction of Sonya Zitzewitz, his wife, who became president of Mid-Continent Metal Products in her husband's absence. With similar dedication and business savvy, Sonya conducted day-to-day operations as well as negotiated government contracts for Navy terminal tube fittings. During this time E.J.'s son, Edward W. Haedike, joined Mid-Continent.

While in the Army in Africa and Italy, Mr. Zitzewitz was a Lt. Colonel in charge of Mediterranean Tank Maintenance. Upon his return, he brought Frank Weiss, a member of his Army staff, to Mid-Continent as chief engineer. The demand for machined parts diminished after the war. So Art and Frank, along with burner specialists Ed and Steve, worked together to develop an innovative line of burner products that dramatically changed the industry. A blower using forced air was placed behind the burner's flame to create a steady, reliable flame. This design was far superior to traditional burners which relied on ambient drafts. Mid-Continent began manufacturing the "Economite" line of gas fired burners that quickly became the industry standard. Technology and manufacturing expertise kept the company advancing through the end of the century.

Mid-Continent Metal Products

Gas-Fired Burners

World War II



1941



Incineration Industry

EmberGlo Char Broiler



Mid-Continent Teamwork



Art Zitzewitz

Coal to Fuel Oil



Sonya Zitzewitz

Fuel Oil to Gas

1945

1951

1955

1960

## 1950s

The need for waste incineration increased in the 1950s. Mid Continent responded by developing the "Incinomite" line of gas burners for specific use in this growing industry. These burners provided a long, luminous flame ideal for incinerator applications. The company continues to be the sole producer of this burner type.

In 1955, innovation continued with the development of new burner products in a different industry. This was when Hal Beyer's influence in sales and marketing began to take root. He literally became part of the Mid-Continent family when he married Deedee Zitzewitz. Later, he became president and with his commitment to hard work the company continued to grow.

Peoples Gas Company of Chicago requested a "one-time-only" application of a charcoal-free gas food broiler for legendary Chicago restaurateur Don Roth who was just opening his new Blackhawk restaurant. Mid-Continent, with its technology and engineering expertise, developed and manufactured a freestanding gas fired flame-controlled char broiler. The word "char broiler" turned into a national phenomenon. America's restaurateurs wanted this innovative product and orders streamed in. To meet the tremendous market demand, the company created the EmberGlo Division. Today, the EmberGlo product line includes gas and electric char broilers, steamers and accessories.

## 1960s

Hal Beyer continued the tradition of Mid-Continent teamwork expanding and refining its product lines. Innovative thinking led to the development of a national network of representatives for the EmberGlo food service equipment division as well as Midco gas burner division. Expansion was eminent and Mid-Continent had to move to larger facilities within this period.

## 1970s

When the oil crisis began at the end of the decade, more and more businesses and residences converted from fuel oil to natural gas. The company expanded its operations again to

meet the new demand for gas-fired equipment. The superior design of Midco's burners made conversions easy. Coupled with high efficiency and reliability, product demand continued to accelerate. The food service industry was also booming, and the EmberGlo division of Midco sold huge numbers of gas char broilers in Japan as the Asian market expanded. Hal's wife Deedee (Zitzewitz) Beyer joined the Midco family in 1970 while their son Ric Beyer began his career as the "EmberGlo Chef" at food conventions with his dad Hal. England purchased great quantities of Make-Up Air burners. Canada imported large numbers of Economite conversion models. Hal Beyer—now Mid-Continent's president—changed the company name to Midco International in 1979, reflecting the growing global interest in its products.

## 1980s

Market diversification was key for Midco in the 1980s. The company expanded heavily into OEM sales and custom designed burners. Emphasis shifted from product development to product refinement for equipment including water heaters, boilers, crop dryers and industrial ovens. Computer technology helped increase production dramatically. With the passing of Hal in 1988, Deedee stepped forward and assumed Midco's leadership as president and decided to expand again and built the facility they currently operate on the north side of Chicago.

## 1990s

The decade began with another oil shortage and Midco's burner production once again expanded. Under the leadership of Deedee Beyer, Midco's president Robert Stacho and the Midco family of employees, the company continued to grow and prosper, providing customers around the world with the finest in residential and industrial grade burners and food service equipment. A company web site for Both Midco and EmberGlo made its debut in 1996.

Midco  
International

**MIDCO**

**EMBER-GLO**  
A DIVISION OF MIDCO INTERNATIONAL

Market  
Diversification

Midco International  
EmberGlo



Hal & Deedee Beyer

1970



1980

Oil Shortage

1996

## 2000s

With the change in the pizza market oven manufacturers required a quicker way to bake pizzas. Midco developed a technology that met the quick pizza cooking times down to less than 4 minutes, while reducing energy consumption substantially.

Lean Manufacturing: Since 2001 Midco has been on a journey to eliminate waste and give its customers as much value as it can in the products that it engineers, builds, and ships.

ISO Certification: Midco subscribes to a rigid quality management system to consistently provide product that meets customer and regulatory requirements that enhance the national and international customer satisfaction through the effective application of the ISO management system.

The tobacco curing industry required replacement of direct fired inefficient style burners used in the curing process. The Midco RE4000 series, the most used product in this market, was the perfect answer with its robust design and reputation of built in AMERICA technology. The market rapidly grew while Midco met the demand for over 20,000 gas burners in a three year time frame. Midco continues to sell to national and international tobacco barn manufacturers who supply the tobacco growers with curing equipment.

Midco redesigned its legendary Unipower G series and introduced the MPG (Midco Power Gas) line of commercial power burners. The MPG burner offers a more robust design and the ability to fire smaller and more efficient boiler applications including the high turndown style of heat exchanger applications.

## 2010's

LNB Series: Midco introduced a line of Low NOx power gas burners that differentiates itself from the competition. Midco uses a premix gas blower, along with a zero governor to insure low NOx emissions. A patented heat exchanger chamber was developed for paint booth applications in the automotive finishing



industry and process oven industry to meet the changing NOx requirements.

VA Series Gas Burners were developed for efficiency, high turn down and precise temperature control. The VA series uses direct fired burner technology, a variable speed blower and a modulating gas valve to promote better control over the combustion process resulting in a linkageless, modulating high turndown burner. This design requires less time for burner setup while maintaining a true high turndown firing rate that controls precise temperature needs and reduces fuel consumption that the industry demands.

With strong family ownership and the vision of the current management team and employees Midco will continue to focus on supporting the present customer base while expanding into larger commercial and industrial markets. Midco's core efforts will be on the legendary product lines while developing new high efficient and low emission gas burners and food service equipment that bring value to the customer with products *Made in the USA*.

ISO Certification and Lean Manufacturing



Expanding the Burner Line



Moving Forward



2010

2020

Midco Innovations

Third and Forth Generation

*Burners are shipped  
fully assembled, tested  
ready for installation and  
Made in the USA*



# Marketplace Leadership Through Quality Burners

★MADE in the USA★



Midco is a world leading manufacturer of direct fired and power gas burners, thanks to a combination of innovative product engineering and rigorous attention to quality at every step. We create durable, top-of-the-line products for a wide range of residential, industrial and commercial applications.

Our comprehensive line of products feature something for virtually every need and budget. Interchangeable parts and modular designs allows for flexibility and customization, at mass-production prices.

## **Industrial Burners**

All of our power gas burners feature optimal combustion efficiency and rugged reliability in both standard and customized applications. These products are used in such diverse applications as boilers, furnaces, make-up air heaters, industrial and baking ovens and crop dryers.

## **Incinerators**

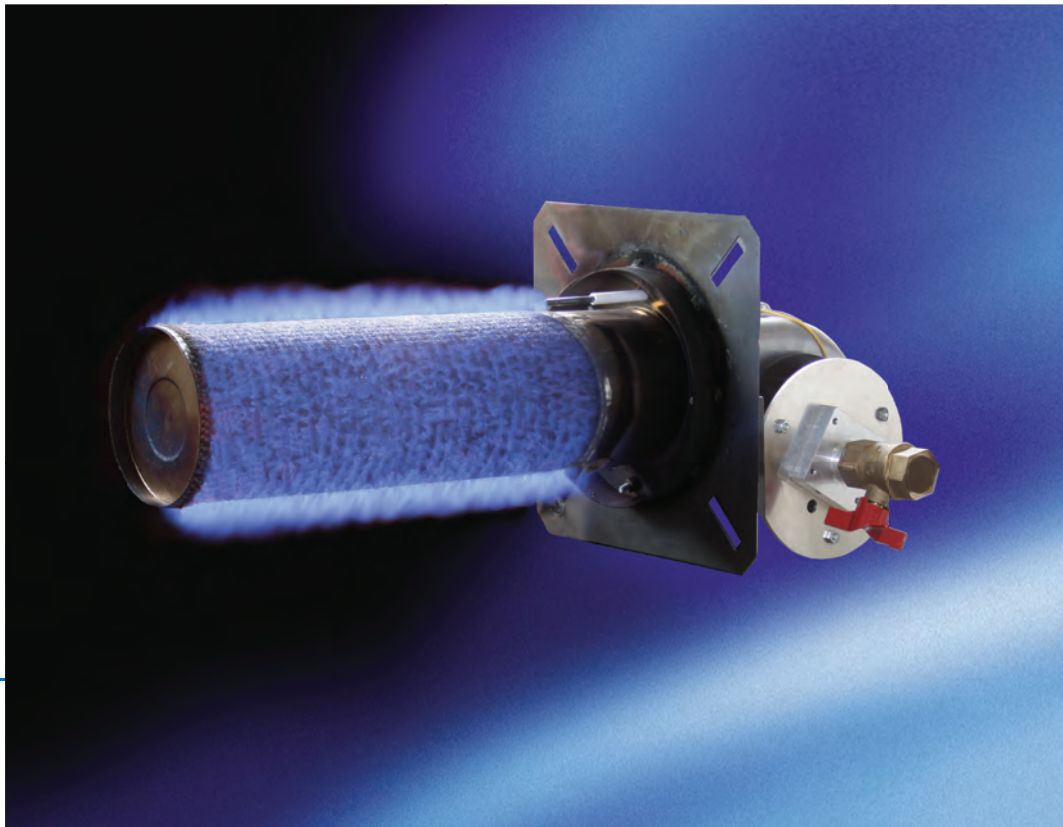
Midco pioneered the long-flame Incinomite® burner for commercial and industrial incineration and process ovens. After more than 40 years, the Incinomite® line still dominates the market.

## **Gas-Fired Conversion Burners**

We developed the Economite® line of power gas burners to meet the growing market demand for gas-fired burners. Residential, commercial and industrial customers use these burners to convert from oil or coal-fired furnaces and boilers to clean, economical and efficient gas. Midco's unique design features and quality manufacturing produces long lasting products with minimal service requirements.



# Midco® International



*Modular assembly engineering  
enables custom designs  
at mass production costs*

## *Quality is a Continuing Process*

*Midco's history of innovation and growth  
is a testament to the quality  
and reliability of its products*

# The Midco Difference

*We believe in building long-term relationships with our customers, and we're proud of the high levels of customer's satisfaction and loyalty we've achieved. We attribute our success to our commitment to four key principles: customer service, quality control, product development and teamwork.*

★MADE in the USA★



Customer Service  
Attentive  
& Customer Service  
& Satisfaction

*“A customer who has owned one of our products for years is just as important to us as the potential new customers we seek.”*

Midco products rarely require service or repair. But, when a customer does need assistance, Midco's trained, friendly customer service and sales engineering teams respond quickly. If you have a question, a knowledgeable staff member will provide any information you need. When it comes to replacement parts or repairs, a skilled service technician will get your burner up and running with minimal inconvenience to you or disruption to your business. At Midco, customer satisfaction is the first job.



# Quality Control

Vigilant

Quality Control

*“Customers throughout the world rely on Midco’s strict quality control to ensure that their products are reliable, safe and long-lasting.”*

Midco guarantees burners to fire at 80% to 90% combustion efficiency—a very high standard, indeed. We are able to make this pledge because of our meticulous attention to quality control throughout the production process, from design and manufacturing to shipping and installation. Every part is thoroughly tested and every power gas burner product is test-fired multiple times before shipping. If your new Midco burner does not live up to your expectations, we will work with you until the problem is resolved.



# Product Development

*“The secret to Midco product development process is the awareness of customer needs and ability to apply the right technology and techniques to satisfy them.”*

All of the product lines have superior design by using Midco's engineering expertise and cutting-edge manufacturing techniques. We constantly look for the best controls, the most reliable systems and the right technology to build into our products...all in the name of customer satisfaction. If we do not have a burner that is just right for you, we will build one to your exact specifications.

# Management and Staff

Dedicated

Management and Staff

*“Midco is like an extended family. You will never find a more dedicated, caring group of people. It shows in our day-to-day work, the quality of our products and the satisfaction of our customers.”*

In a world dominated by major corporate enterprises, Midco has managed to maintain a family owned and operated company. Everyone on the Midco team is treated like a member of the family. We expect excellence in our people at every level, and we place a premium on teamwork and mutual support. In a company like ours, everyone wears many hats and maintains a whatever-it-takes attitude to achieve work success and customer satisfaction.

*Increase your operating efficiency  
and profitability while offering a  
great variety of appetizing foods  
with food service equipment that is  
Made in the USA*



# Delivering Quality Products to the Food Service Industry

★MADE in the USA★

EmberGlo was born out of a request from famed Chicago restaurateur Don Roth. In 1953, Roth asked Midco to create a charcoal-free, gas-fired grill for his new Blackhawk restaurant. The innovative product we delivered became the talk of the food service industry. Word of our new open hearth gas char broiler increased demand for these products which resulted in the need for a new division dedicated to this market.

Over the years, the EmberGlo Division expanded to encompass not only char broilers (both gas and electric) but a full line of heavy-duty counter top food steamers and commercial kitchen accessories. All our products are rugged, attractive and built to perform the first time and every time. We offer unique design features for the ultimate in customer use and convenience.

## Gas Char Broilers

Our Open Hearth Gas Char Broiler is the only completely ceramic broiling hearth in today's food service industry. Infuse your meats with that unbeatable **char broiled outdoor flavor** by searing the meat at over 1600° and rendering the drippings into smoke. The EmberGlo Gas Char Broiler has **no grease tray** and is self cleaning making cleanup a breeze.

## Electric Char Broilers

Our Electric Broiler models offer more production capacity in the same amount of floor space than any of our competition.

## Steamers

Cook or re-thermalize any menu item to 'Out of the Oven' freshness. Provide your customers with the benefits of healthy cooking in an EmberGlo Steamer. Our line of counter top and under the counter food steamers re-thermalizes and cooks hot dogs, veggies, seafoods and a whole lot more. EmberGlo steamers come in top or front opening, tap water, and self contained or direct water hook-up models.



# EmberGlo®



*Representing the highest  
level of quality in reliability,  
durability and customer satisfaction*

*EmberGlo: An industry leader in commercial food service equipment  
representing the highest level of quality in reliability,  
durability and customer satisfaction*

# An Industry Leader in Food Service Equipment

*Providing the best in customer service, quality control, product development and teamwork*

★MADE in the USA★



Customer Service  
Attentive  
Customer Service  
& Satisfaction

*“EmberGlo’s char broilers have maintained the finest quality, giving you the best results.”*

Today, EmberGlo products are standard equipment in commercial kitchens, from global fast food chains to world-class gourmet restaurants. As consumers become more sophisticated in their demand for top-quality indoor kitchen equipment, EmberGlo will be there to meet their needs, as well.

While the product line continues to grow, the basics remain the same. When it comes to customer service, quality, reliability, and durability...EmberGlo delivers.

# Quality Control

## Vigilant Quality Control



*“Throughout the years we have worked rigorously to develop the most durable equipment to service your cooking needs.”*

### Open Hearth Gas Char Broilers

EmberGlo gas char broilers feature attractive stainless steel construction and the exclusive Flaretrol® system, which provides the most effective cooking flare-up control for open hearth broiling in the industry. This unique system gives control to keep flames where they belong—below the broiling grate. When grease starts to flare up, a simple flip of a switch turns on the FLARETROL system producing a steady stream of air that brings the flames under control. Flames equal poorly broiled meats; while ‘No Flames’ equals perfection. Solid and durable in construction, these broilers also include a heavy-duty ceramic Barbriq® hearth.

### Electric Char Broilers

We designed this grill to offer more usable broiling space than any comparable electric broiler on the market. Its raised, cast iron ribs with recessed heating elements evenly “char-brand” the meat’s surface, all with the safety of flame-free cooking. These broilers also feature easy-to-clean, stainless steel cabinetry and infinite temperature controls for maximum efficiency.



## Product and Innovative Product Development

*“We take pride in providing our customers with the unique Flaretrol® system—to ensure their ability to control the quality of char broiled products.”*

### Food Steamers

EmberGlo food steamers allow customers to increase their operating efficiency and offer a greater variety of menu items at the same time. With a wide range of features and configurations, our steamers can meet any restaurant’s need for fast, efficient and reliable food preparation.

### Equipment Accessories

We also offer a full line of durable accessories to help realize the most from EmberGlo steamers and char broilers.



Midco®  
INTERNATIONAL



EmberGlo®

# Committed to Helping Our Customers Succeed

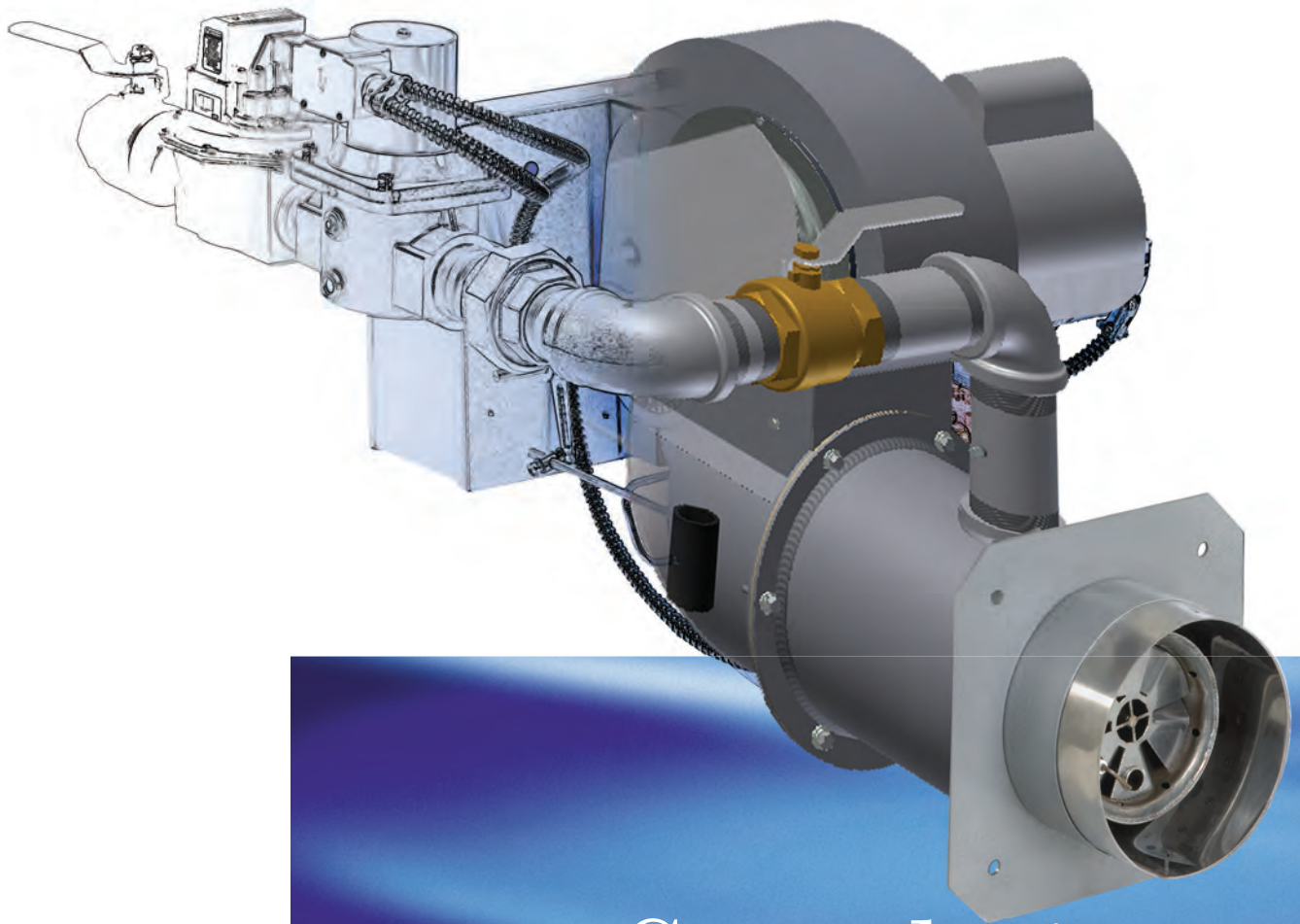
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Midco's commitment to product excellence, innovative design and exemplary customer service has fueled our growth and success for more than half a century. We are determined to keep that tradition alive. Our customers rely on us for products of highest quality and greatest reliability for their homes and businesses. Helping our customers succeed is our first measure of success.

For more information on Midco burners or EmberGlo's equipment, contact us to find the perfect solution.

*Quality Designed for Proven Performance*

# From Concept...



# ... to Completion

*You can be assured of a great Value in Quality Products from Midco and EmberGlo*

## *A Rich History* *Midco International Inc. and EmberGlo*

Family business operations that endure beyond a single generation are getting harder and harder to find. Yet Midco and EmberGlo are one of the tried and true businesses that has managed to maintain private ownership and subsequent growth over the years, passing the company down through four generations. The company's footprint stretches across the US and international countries as well with quality products manufactured in Chicago, Illinois. Midco and EmberGlo's success, which is *Passion* mixed with *Progress*, has remained the same in the Quality Designed Products that **are** Proven in their Performances.

★MADE in the USA★

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