

F R A T E L L I
BERETTA
CASE STUDY



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CASE STUDY: FRATELLI BERETTA

BULK DELIVERY OF SAFE-T-THERM® HD INHIBITED PROPYLENE GLYCOL



In the construction industry, it is common to experience unforeseen logistic challenges during the building process. At Houghton Chemical we are committed to overcoming challenges, which is evident in our bulk glycol delivery to the Fratelli Beretta factory in Mount Olive, NJ. Houghton Chemical coordinated with the contractor in order to implement immediate turn around with back to back deliveries of SAFE-T-THERM® HD.

Building Relationships

Houghton Chemical began cultivating a relationship with a local contractor in the New Jersey area. The contractor was accustomed to purchasing another manufacturer's inhibited glycol. Houghton offered comparable products in both inhibited propylene glycol and inhibited ethylene glycol. Additionally, due to our warehouse location in Carlstadt, NJ, Houghton could provide excellent turn around time and bulk delivery services.

After communication and guidance, the contractor decided to purchase Houghton Chemical SAFE-T-THERM® HD inhibited propylene glycol in a 30% glycol/water premix.

Glycol Delivery Process

With a confirmed purchase decision, the required delivery deadline was within days. In less than one week, Houghton Chemical formulated 5,000 gallons of SAFE-T-THERM® HD 30% premix and scheduled a delivery via the Houghton glycol bulk fleet. The Fratelli Beretta factory experienced a smooth and successful bulk glycol delivery.

During the delivery process, Houghton filled numerous totes in preparation for charging a second HVAC system at a later date. Weeks later, the contractor contacted Houghton with an urgent need for additional glycol. The second HVAC system size was underestimated. In order to provide another delivery, Houghton coordinated with their Carlstadt, NJ, facility, Houghton drivers, and the site contractor. In 2 days, Houghton successfully delivered another 2,500 gallons of bulk premixed inhibited propylene glycol.

Houghton Chemical Commitment

Houghton Chemical operates local manufacturing warehouses and an internal bulk fleet. This infrastructure provides Houghton Chemical the stability and flexibility to meet the needs of the customer. We look forward to solving your challenges.



Alfonso Sira
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