The Unique Challenge
A commercial heat treater located in Elmira, NY provides heat treating services to a variety of companies manufacturing various parts.

The customer was using Heatbath’s Park AAA cold quenching oil, but could not achieve specified hardness levels on parts unless they made additions of additives to increase the cooling speed.

The maximum cooling rate of Park AAA was decreasing throughout its life and therefore not providing the required hardness to achieve metallurgical properties.

The Houghton Approach
Houghton recommend Houghto-Quench® 3440—a cold quenching oil that already has a robust additive package. This eliminates the need for additional products.

Results and Benefits
The customer is now meeting their hardness requirements, and metallurgical properties without the addition of any additives.

They continue to purchase Houghto-Quench® 3440 and also utilize our Heat Treatment Technical Service Laboratory for periodic testing of their cold quenching oil.
Fluid Partnerships Making A World Of Difference

Case study after case study demonstrates why Houghton International is leading the global Metalworking Fluids market today. More than 20,000 customers worldwide across a diversified range of manufacturing processes have improved operations due to the mission-critical product portfolio of Houghton.

Building A Team For Customer Success

An approach that combines chemistry and technology with business expertise uniquely positions Houghton to support customer growth and changing market requirements. With around 2,000 employees in 80 countries, and 12 manufacturing facilities in 10 countries, we are well prepared to capture regional and local business opportunities and support growing expansion of global customers.

Through innovation, expertise and efficiency, our engineers and business specialists are able to build a team with the customer that ensures product optimization, employee health and safety, procurement and logistics management, and reduction of environmental impact. By providing both the solution to customers’ fluid challenges and the foundation for continued improvement, Houghton offers a proven method of sustainable profitability.

For immediate consideration and evaluation of your fluids needs, and to request additional support material, please contact your Houghton International sales representative at www.houghtonintl.com

Established Client Relationships

Houghton International has long-standing partnerships with over 20,000 Leading Global Customers

serving their metalworking fluids needs across a wide range of applications and diversified end-markets including automotive, aerospace, fabricated metal goods, bearings, energy, non-ferrous and steel.