

# Heatbath® boosts revenue and reduces cost with **CHEMPAX®**

***“We have the ability to quickly adjust to changing market conditions... translating into better margins for Heatbath.”***



**Pete Chrzanowski, Chief Financial Officer**

Heatbath® Corporation was established in 1923 as a manufacturer of heat treating salts, quenchant and metal finishing chemical products. They maintain locations in Chicago, Detroit and Massachusetts. Heatbath® has grown to become the leader in metal finishing and heat treating salts technologies.

In the ensuing years, Heatbath® needed new capabilities to run their business more efficiently. They were looking for the ability to track products from cradle to grave for ISO compliance. Heatbath® also required up to date cost and product information on a customer level which would allow them to adjust to inflationary and competitive pressures quickly.

Heatbath® chose Datasor's Chempax® CS and eChempax software. According to CFO, Pete Chrzanowski, “There was no other acceptable solution. Other software candidates had products which lacked critical features and needed modifying for the chemical industry. With Chempax, we can easily compare raw material costs by plant location to make sure our purchasing managers are getting the lowest possible prices. We can now make more informed finished good production decisions.”

Pete credits Chempax with being a key factor in his company's accomplishments. “We have eliminated the need for numerous forms, documents and reports and although our company has grown, our administrative staff has decreased. Chempax software satisfies the needs of chemical manufacturers, the Datasor people are top notch and they treat their customers as partners.”



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