

Serving the DEF industry, together:

Helping maintain a legacy of superior fuel transfer services by providing reliable, top-quality Diesel Exhaust Fluid (DEF) reels.

Delivering fuel and diesel exhaust fluid is an important but dangerous business. Not only do DEF dispensers need the resources to do the job quickly and efficiently, but they also need equipment that keeps them safe. Since 2016, Fuel Transfer Inc. has been the premier provider of versatile fluid handling solutions, delivering superior fuel transfer measurement and dispensing equipment to customers across the continental U.S.

The fuel transfer industry is far from “one-size-fits-all,” and Fuel Transfer Inc. has made it their business to cover all bases of fuel management systems, fuel transfer pumps, fuel nozzles, DEF equipment, industrial flow meters, camlock fittings, and many other solutions to meet their customers’ diverse needs.

Construction and production come to a halt if equipment doesn’t have fuel. *“Our customers are mainly fuel-jobbers who provide bulk fluids and essential equipment for construction companies and small fleet companies, as well as municipalities and other end users who need reliable solutions,”* says Clark Beesley, president and owner of Fuel Transfer, Inc. *“The whole purpose is for these organizations to have fuel on-site to keep their operation efficient and cost-effective.”*

From the beginning, Fuel Transfer Inc. has used Hannay DEF hose reels on their projects. With a reputation for reliability, maintainability, and flexibility of configurations, Hannay was an easy choice. *“The frame quality of reels is so much better than the competition. They’re made in the U.S., which is a big deal for us,”* Beesley says. *“Plus, Hannay’s three-year warranties go a long way because you’re not getting that with competitor reels.”*

When you provide equipment for a competitive industry, you want that equipment to last, without issue. If one little pump or part fails, an entire operation can be halted, and downtime is expensive.

Hannay DEF reels have helped Fuel Transfer Inc. uphold their sterling reputation for quality. *“We’ve never had an issue with Hannay,”* says Beesley. *“I’ve been approached several times by competitive reel companies to make a switch and I always say ‘No.’ I’m a firm believer in sticking with quality that works.”*

The performance requirements of a DEF reel are a bit different from that of a typical hose reel. Dispensing DEF is particularly tricky because the fluid needs to be as pure as possible. While the frame of a hose reel can be metal, all internal components and wetted materials must be made of stainless steel, EPDM-rated quality materials, or polypropylene to prevent contamination of DEF. Hannay DEF reels fit those requirements.

Fuel Transfer Inc. customers need durable equipment because hoses are going to be dragged all over, and there can’t be any leaks. Tanker truck bellies come in all shapes and sizes, with specialized requirements, including frames and wider drums. Hannay has worked closely with Fuel Transfer Inc. to tailor solutions to customers’ specific needs. *“I just sold a few DEF reels to a customer in North Dakota,”* says Beesley. *“Because of the cold climate there, they wanted arctic-rated DEF hose. With Hannay, it’s easy to fill those requests.”*

Diesel exhaust fluid is a lifeblood of production for construction companies and quarry operations, and Fuel Transfer Inc. and Hannay will continue to work to keep that heart beating. *“The industry standards are high, but we’re dedicated to providing reliable solutions that meet those standards,”* says Beesley. DEF dispensers are in the capable hands of two companies that care about the integrity of the fluid handling process.

DEF reels await installation on tanker trucks. ▼



^ Hannay offers specially designed DEF fuel dispensing reels, built to handle both short and long hose lengths.

Customer

Fuel Transfer Inc.

Location

Ontario, California

Customer Challenge

Bulk diesel exhaust fluid transfer from tanker trucks

Hannay Solution

Diesel Exhaust Fluid (DEF) Reels

“I won’t sell another reel manufacturer because I’ve seen the quality that Hannay provides. I’ve been in the business long enough to see the competition to Hannay. It doesn’t compare.”

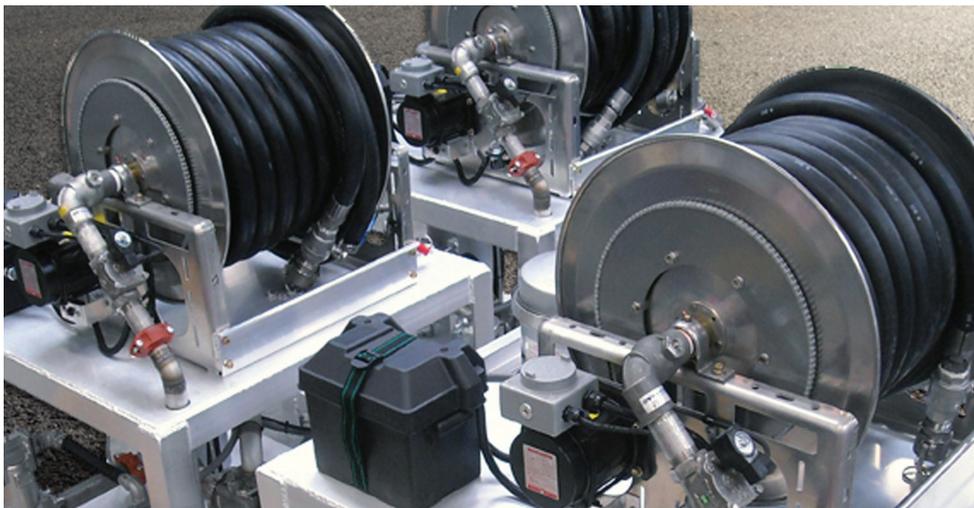
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 **Hannay Reels®**
The reel leader.