



The Macomb Pipeline

Volume 1, Issue 2

The Macomb Group is a leading wholesale distributor of pipe, valves, and fittings (PVF), with multiple locations in Michigan, Ohio, Tennessee, and Kentucky. We are presently ranked in the "Top 10" nationally as a distributor of PVF, and a leading PVF participant in our geographic market. We service a diverse mix of end markets, including automotive (OEM's and suppliers), food and beverage, general manufacturing, hospitals, schools and universities, pharmaceuticals, utilities, power plants, steel, pulp and paper, refineries and general industry.

Success Story

Big Pipe, Small Space? Better Have a Backup Plan!

What do you do when equipment won't fit in the door ... or the windows ... or the stairs? Find another way! See how The Macomb Group joined Western Mechanical for a spectacular delivery — by air! **(Page 2)**



Macomb News

Grow a Business Using the Power of People

Bill McGivern and Keith Schatko, owners of The Macomb Group, understand the value of hard work. They also know great employees really make a business thrive. **(Page 4)**



Solution Spotlight

How to Avoid the \$74,000 Steam Trap

Inefficient steam systems cost money that you can't afford to lose. Regular steam system evaluations save money and reduce your carbon footprint. Get energy savings now. **(Page 6)**



Did You Know

Heat Things Up While Keeping Costs Cool

The Macomb Group has a full-service Heating Division that offers complimentary heating and steam evaluations and consultation services. Learn how this experienced team goes beyond the norm to be sure customers get what they need for energy and cost savings down the road. **(Page 8)**



Quick Tip

7 Steam Trap Maintenance Tips to Keep You Out of Hot Water

The U.S. Department of Energy recommends an annual efficiency audit from steam trap specialists like Michigan Steam and The Macomb Group. Take a look at these tips from our experts. **(Page 10)**



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Success Story

Big Pipe, Small Space? Better Have a Backup Plan!

In an impressive display of monumental planning and creative engineering, The Macomb Group and Western Mechanical from Clinton Township used a helicopter lift to raise 14-inch carbon steel pipe to the roof of the First National Building in downtown Detroit, Mich. (You can watch a short video of the helicopter lift here: <http://www.macombgroup.com/play-video/1239>)

The pipe sections, as long as 21 feet, were being installed as part of the building's cooling system, which was undergoing maintenance. The pipe was needed for the chillers on the roof that circulate cool water throughout the building. Cutting and welding of the pipe was completed on the roof.

There was no way to bring the pipe safely inside the building, so it had to be lowered onto the roof for installation. Even a crane was unable to lift the pipe to the top of the impressive 341-foot-tall skyscraper.

The First National Building is a prime office center in downtown Detroit. Originally built in 1930, the 25-story Detroit landmark fills out a whole city block along Cadillac Square and is adjacent to Campus Martius Park. Within the Detroit Financial District, the building is uniquely "Z" shaped, to allow most offices the benefit of natural light and ventilation.

The Macomb Group is one of the few pipe companies that can handle the magnitude of fitting a skyscraper's cooling system. The amount of pipe that needed to be installed was substantial, requiring lengths of pipe to be bundled for weight distribution to enable the helicopter to lift and transport it. The project was so extensive that the helicopter had to refuel numerous times before all of the pipe was on the roof.

The job required coordinating with the mechanical contractor, the city, and the police department. The project closed streets to traffic for several city blocks in downtown Detroit. Extensive setup and preparation were required to transport the pipe and lower it onto the roof. The job was completed on a Sunday morning to avoid causing inconvenient delays on a busy workday.



“This is the kind of specialty stuff that Macomb does deal with,” says Ron Felder, quotations manager for The Macomb Group. “There are often jobs that require extensive planning to make sure we get our materials to a site on time. Frequently, we’re working with a crane instead of helicopters, but the timing is crucial. If you miss a time drop, the whole job is out of whack, costing clients money to bring the equipment back.”

The Macomb Group works with customers and contractors to be sure every job is on time and done right. Learn how we can use our expertise to provide the solutions you are looking for. Contact us by email at info@macombgroup.com or by phone at 888-756-4110.



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Macomb News

Grow a Business Using the Power of People

The Macomb Group has gone from less than \$1 million in annual revenue and one small shop to revenue of \$150 million with 17 branches — in only 20 years. Owners Bill McGivern and Keith Schatko both joined the company on the shop floor, completing odd jobs like sweeping up and running errands. They credit the company's employees for its success.



McGivern and Schatko grew up together winning Little League championships. Right out of high school, McGivern got a job at The Macomb Group, then a mom-and-pop pipe supply company. His uncle worked for the company and was able to get him a job. He put himself through college with his gopher type job, learning the nuts and bolts of the business. Once promoted to the office, McGivern helped his childhood buddy Schatko get a job at the company.

McGivern tested the waters of other pipe supply companies and even moved to California to be a stock broker in the late-80s. He realized, though, there's no place like Detroit. The former owner of The Macomb Group was ready to retire just as McGivern was looking for an opportunity to move back home.

McGivern, Schatko, and another partner signed a deal for the one-shop company, which was pulling in under \$1 million in revenue in 1991. The former owner gave them a motivating parting message: "There is no reason you guys can't double the size of this company."

The best people in the business

The partners and their team met that challenge, and today the company is generating \$150 million in revenue with 17 branches expanding through the Midwest and into the South. After 20 years, The Macomb Group holds its own with mega-conglomerate pipe supply companies 50 times its size.

McGivern and Schatko credit the kids in the shop with the broom for the company's success — metaphorically speaking, of course. Their employees are the backbone of the company, they report, and the people who work at The Macomb Group are the reason the company is so competitive.

The two owners have made it their priority to hire the smartest, most talented people in the business — and *keep* them.

"Our success is built on the backs of folks who are tenured here, many for 15 to 20 years. Some have

been here the whole time we've owned this company," says McGivern. "They are also experts in their given field, and our customers rely on that. A lot of the skill sets in this industry have become rare with the advent of new technologies and mega-corporations. That's an opportunity for us because we have the most talented and skilled people on our team."

Building a place where people *want* to work

The company's average tenure for employees is more than 15 years. McGivern says he sees it as his job to create a working environment where talented people want to work and stay throughout their careers.

Hiring smart, talented people is one thing, but keeping the brightest industry experts in the piping supply industry is where the real secret to success lies.

"We have people who don't just show up to work, but really help build our business and support our customers," says McGivern. "This has allowed us to really thrive and serve our customers very well."

From owner to employee, the work ethic of the company holds true to today. McGivern believes in doing the right thing even when it's the hard thing to do.

"We do the right thing, always, whether we feel like doing the right thing or not. Ultimately, people can trust you when you do the right thing. It removes an awful lot of uncertainty for the customer when they know that's what you're going to do," says McGivern.

"Those values matter to our customers. We come through for our employees, our employees come through for our customers, and our customers come through for us. It's the circle of life," McGivern says.

The Macomb Group owes its success to its employees. Learn how you can use our expertise to get the equipment and solutions you need. Contact us by email at info@macombgroup.com or by phone at 888-756-4110.

Solution Spotlight

How to Avoid the \$74,000 Steam Trap

Inefficient steam systems cost money. According to the experts at Michigan Steam (<http://www.macombgroup.com/files/documents/SteamEnergyOptimization.pdf>), one steam leak can cost anywhere from \$900 to \$74,000 per year depending on the size of the pipe and the extent of failure in the steam trap.

How can your business avoid this catastrophic cost? It really takes just four steps.

1. Find the problem — before it gets bigger

Your first step is a professional steam trap survey. Customers frequently call in steam technicians to evaluate an old system for repairs, upgrades, modernization, or replacement. The Macomb Group partners with steam specialists at Michigan Steam, who provide complimentary steam system evaluations.



A professional system survey will provide you with accurate results to pinpoint weak spots in your system.

2. Determine the right solution

Michigan Steam also provides onsite support and engineering evaluations and is an authorized provider of quality Spirax Sarco (<http://www.macombgroup.com/files/documents/Steam%20Sys%20Mngt.pdf>) products. Michigan Steam representative Paul Turner is an engineer, not a salesperson, so he approaches each job with the goal of making the whole system run properly — not just providing a patch.

“What we offer that’s truly different is our support,” Turner says. “We have exceptional products, and we also have the experience to provide support at the client’s site.”

Before recommending any equipment maintenance or replacement, Turner determines whether there is a steam trap failure or other steam leak, which can be extraordinarily costly. Michigan Steam offers full system support, including Spirax Sarco equipment for steam generation, distribution, and utilization; condensate handling; and environmental controls.

3. Remember, the solution is less costly than the problem

Once the problem is identified, the steam solution experts provide all the options for repair or up-

grade. Frequently, a complete system replacement is not necessary. Turner notes that sometimes customers are surprised when the solution is simpler than they expected.

“A full system replacement might not be the most cost-effective or energy-efficient solution. It might be as simple as replacing a part to lengthen the life of a current system,” Turner says. “Sometimes the repair is the most cut-and-dried thing, the thing that makes the most sense.”

He adds, “People are very interested in reducing their carbon footprint and saving on energy costs. We can eliminate or reduce the amount of discharge, reduce the carbon footprint, and reduce emissions from a system. We can also tie that into energy savings. We understand the benefits and can help customers realize the savings.”

4. Stay on top of testing

A steam trap failure isn't just costly; it can be extremely dangerous as well. A system that fails when open can release carbon emissions into the air. A system that fails when closed will build up pressure and may blow up.

The Macomb Group and Michigan Steam offer complimentary steam trap testing and steam system evaluations. They also provide steam trap testing training to enable an in-house maintenance staff to conduct regular maintenance checks. See the Quick Tip in this issue of *The Macomb Pipeline* to learn seven trap maintenance best practices!

The Macomb Group is proud to partner with Michigan Steam to offer our customers quality Spirax Sarco products. To learn more, contact us by email at info@macombgroup.com or by phone at 888-756-4110.



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Did You Know

Heat Things Up While Keeping Costs Cool

Many people know that The Macomb Group provides unparalleled quality heating and steam process equipment. However, not everyone knows that we have an exemplary team of heating experts to assist with all aspects of heating and steam system evaluation and planning.

The Macomb Group's Heating Division assists Utility Companies, Contractors, Schools, Colleges, Industrial, and Automotive customers. We can supply pipe, valves, and fittings to hook up the heating equipment, and we can also help customers engineer and design a water heating system, steam and condensate systems, and in-floor radiant heating systems.

Experience yields high ROI

The Macomb Group's heating experts can answer questions about any type of water heating or building heating system.

"For example, many contractors want us to help them determine the right size for a water heating system. They might ask how many gallons of water they are going to need on any given day. So we ask a few questions, run a few calculations, and we steer people in the right direction," says Kevin O'Neill, Heating Division Manager. "We can help customers save a lot of energy, time, and money when they call on us for our knowledge."

O'Neill says he regularly has customers ask questions like "If I buy or sell a high efficiency boiler, how much will that save me versus an 80 percent efficiency boiler? What's the five-year payback, or a one-year payback?" The heating team runs the numbers and estimates the potential return on investment for customers.

The Macomb Group sends its highly qualified and experienced heating technicians out to a site to examine the existing system. They do a full evaluation, looking for problems, inefficiencies, outdated processes, and safety issues. They can fully troubleshoot existing systems, gathering enough information to help customers determine the most cost-effective way to fix a problem or update what they have.

Keeping it simple and quick

Many times The Macomb Group can simply replace a part; this saves the customer thousands of dollars they might otherwise have spent replacing an entire heating system.



Our consulting services, M.E.R.I.T. (Macomb Energy Resource Integration Team) (<http://www.macombgroup.com/green-initiative>) and the Heating Division evaluate a system. The experts then create discounted bundled packages that include all of the parts necessary to repair, upgrade, modernize, or replace existing heating, boiler, or steam systems.

“We’ve gone out on quite a few job sites thinking we will need to replace boilers. Then we went in and ended up showing them how to make what they already have more efficient,” says O’Neill.

The Macomb Group makes a priority of keeping more than enough parts on hand so orders can be filled almost immediately. In addition, the company’s team of logistics experts is incredibly prompt with scheduling.

Full service for every job

Improving efficiency reduces carbon footprints and lowers energy bills. That’s not the extent of savings, though. The Heating Division at The Macomb Group also helps clients realize the residual benefits of making their systems more energy efficient by maximizing tax write-offs meant to incentivize energy efficiency upgrades.

“We look past the initial cost and what will really be the best deal for them, taking in all of the factors from reduced energy costs, lower maintenance costs, increased tax credits, and long-term payout so they can get the biggest bang for their buck,” O’Neill says.

The Macomb Group can provide exactly what you need with any heating or steam process, whether it’s a boiler system for a stadium, a steam process for an Auto Plant, or lowering the gas usage and increasing comfort for a heating system at a retirement home.

Let us take care of the details for your heating repair or installation. Visit our website (<http://www.macombgroup.com>) or contact the heating experts at The Macomb Group by email at info@macombgroup.com or by phone at 888-756-4110.



Quick Tip

7 Steam Trap Maintenance Tips to Keep You Out of Hot Water

A failed steam trap is one of the most common ways steam systems lose energy. One steam trap leak can cost from \$900 up to a staggering \$74,000 annually (<http://www.macombgroup.com/files/documents/SteamEnergyOptimization.pdf>). Not only is it a huge expense, but a faulty steam trap also increases your carbon footprint and creates a serious safety risk.

A steam trap that fails when it's open releases steam and carbon emissions into the air. A steam trap that fails when it's closed builds up pressure and has the potential to blow, posing an enormous safety hazard.

Michigan Steam, in collaboration with The Macomb Group, offers testing of steam systems. Training for on-site maintenance crews is also offered so you can perform more regular testing. To keep your steam system in top shape, follow these seven tips:

1. Schedule monthly preventative maintenance checks on the system.
2. Replace internal parts at regular intervals; getting ahead of problems saves money.
3. Replace sealed traps periodically.
4. Check temperature controls.
5. Check water pressure.
6. Look for corrosion on any of the parts.
7. **Look at the bills.** Increasing costs can indicate a possible steam trap failure.



Are your steam traps in top shape? Here are two videos showing properly working steam traps at the Spirax Sarco training room in Lisle, Ill.:

- **Bucket steam trap** (<http://www.macombgroup.com/play-video/1358>)
- **Float and thermostatic steam trap** (<http://www.macombgroup.com/play-video/1359>)

The U.S. Department of Energy recommends an annual efficiency audit from steam trap specialists such as Michigan Steam and The Macomb Group.

Visit our website to see our steam products. Place your order and consider it done! Contact the experts at The Macomb Group by email at info@macombgroup.com or call Tim Chapman at 734-943-1009 or Jennifer Jessen at 734-943-1010.