



# The Macomb Pipeline

Volume 2, Issue 3

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

### With Custom-Built Parts, There's No Such Thing As a Dead-End Project

Custom solutions always cost more, right? Wrong. For the DTE Energy Monroe Power Plant, a one-of-a-kind coupling for a valve-replacement project offered a potential savings of over \$60,000. (Page 2)



## Macomb News

### What Our New Facility Expansions Mean for You

The Macomb Group is expanding its facilities in Akron, Ohio, and Carrollton, Ky. These exciting changes ensure we can keep up with customer demand and continue enhancing our specialized services. (Page 4)



## Solution Spotlight

### No Wiggle Room for Maintenance? No Problem

For a Detroit-based hospital, a simple valve replacement turned into a seemingly unfixable predicament. The hospital looked to the experience and creativity of The Macomb Instrument Group to get it out of a tight spot. (Page 6)



## Did You Know

### Lead Free Is the Way to Be!

Are your plumbing products for ingestible water unleaded? If you haven't started switching to lead-free alternatives, then it's time to give The Macomb Group a call. The federal deadline for compliance with the Lead Free Act is just around the corner. (Page 7)



## Chuck's Quick Tip

### "Sprinklers Save Lives and Property"

Fire protection is one of the most critical pieces of building design. How can you make sure your sprinklers are a perfect fit? Chuck has the answer. (Page 9)



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## Success Story

# With Custom-Built Parts, There's No Such Thing As a Dead-End Project

At The Macomb Group there are no dead-end projects. The DTE Energy Monroe Power Plant was pleased to discover this when it was recently faced with the potential replacement of 30 valve assemblies. With the help and innovation of The Macomb Group, DTE saved more than \$2,000 per valve assembly — a potential savings of over \$60,000 if all 30 valves were replaced.

### Identifying the problem

Shirl Yoas, a buyer for the Monroe plant, and Ed Czapich, from the electrical shop at the DTE Monroe facility, were concerned with the functionality of the plant's 15 Hellan self-cleaning filters. These filters are designed to keep debris out of the water that's pulled into the plant for general-service water applications. The strainer assemblies have two automated dump valves with an electric actuator on a two-inch, full-port, stainless ball valve. When energized, these valves open and allow dirty water to dump through the waste line.



For the DTE Energy Monroe Power Plant, a one-of-a-kind solution for a valve-replacement project offered a potential savings of over \$60,000.

The system is functional, *except* for its 30 valves, which were failing regularly. They wanted to replace the valves with a new assembly, but they didn't want to replace the electric actuator for every unit.

The Macomb Group's National Sales Manager, Chuck Raymond, was called in to evaluate a valve replacement. Chuck quickly determined which valve would serve DTE's purpose. However, linkage from the valve to the actuator was an issue; a linkage with the right coupling simply didn't exist.

### Nothing is impossible

Fortunately for DTE, The Macomb Group doesn't believe in impossible projects. The company's experienced representatives know they don't have to limit themselves to offering existing products to their customers. Instead, they have the option to work directly with manufacturers to design custom solutions when necessary.

"We took their existing linkage as a template to make sure we had the right dimensions to bolt up to their actuator," Chuck explains. "I was able to drop off the components to a local linkage kit supplier we work with and they supplied us with the correct linkage that will allow us to take our valve and mate it to the customer's existing actuator."

From diagnosis to installation, the process took only a couple of weeks.

The original Hellan filter valve assembly retails for \$2,400 each. The custom valve assembly provided by The Macomb Group is only \$375. A \$2,025 savings for each of the 30 assemblies meant DTE could save up to \$60,750 on its valve replacement project. And this number is conservative: These significant savings don't

factor in the labor expense of potentially having to disconnect their existing electric actuator and reconnecting a new one, which would have cost much more.

Shirl and Ed were grateful for The Macomb Group's expertise and willingness to transform a dead-end job into simple, innovative, and budget-wise solution.

The Macomb Group ([www.macombgroup.com](http://www.macombgroup.com)) 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](mailto:info@macombgroup.com) or by phone at 888-756-4110.



## Macomb News

### What Our New Facility Expansions Mean for You

Three years ago, The Macomb Group's Akron, Ohio, facility in Richfield served customers out of a space measuring just 14,000 square feet. When that space became inadequate, Macomb moved to a 35,000-square-foot facility with cranes. Now, just two years later, we've outgrown that space too! We've just acquired a 75,000-square-foot building that we expect to house our growing inventory and personnel well into the future.



This location will support our expansion eastward into the areas including Steubenville, Ohio, and Pittsburg, Penn. The new facility is being renovated, and the move from the current location is expected later this year.

Macomb's General Manager Dennis Roberts is excited about the upgrades in the new facility. "We're going to make this a first-class facility," he says. "We're modernizing all the utilities to take advantage of eco-friendly lighting and heating options. We'll have fast-moving overhead doors. And we'll also increase the space devoted to will-call, as we expect that traffic to increase significantly in this more central location."

Dennis notes that the new facility will continue to offer the full range of The Macomb Group's products and resources, and it will also house two of the company's specialty service divisions.

He explains, "Our main corporate facility houses our Fire Protection division. This new facility will provide support for those services using the talents of fire protection experts who will specialize in doing take-offs of drawings and fabrication and welding of sprinkler systems."

In addition, the Akron facility will support The Macomb Group's overall vision for having more presence in the oil and gas industry. "The oil and gas fields have presented many new opportunities to us," notes Dennis. "We'll have a significant inventory devoted to the oil field business."

Dennis says the facility's oil-related inventory will include

- high-pressure Trunnion ball valves;
- a \$.5 million inventory of oil field valves from KF/Circor Industries;
- high-yield flanges and fittings; and
- X-grade pipe and coated pipe.

The Macomb Group is planning a special ceremony when the new facility opens its doors. Watch *The Macomb Pipeline* for more details about the event!

#### Further coverage for South-Central U.S. customers

The excitement about the move to the new Akron facility comes right on the heels of another expansion. On April 1, The Macomb Group opened its newest satellite location in Carrollton, Ky.

The Macomb-Group's Midland Division Manager Scott Henegar says the new Carrollton facility completes a trio of locations that serve the region, joining the Dayton satellite location and the regional hub in Cincinnati to allow customers local access to the services they need.

“People like to do business locally,” says Scott. “The goal of these satellites is to establish a presence in close proximity to customers in the region, offering complete service capabilities and inventories. These are smaller facilities with inventories aligned to local need, supported by our much larger hub location.”

The new Carrollton satellite branch will specifically serve a 20-mile radius of North-Central Kentucky, and expand its reach into Louisville and east toward Lexington. Local inventory is still developing but will be aligned with the chemical, steel, and power industries in that area.

In addition to bringing services to the area, Macomb also brings a personal connection. Scott says, “Macomb always favors employing people from the communities we service as opposed to transplanting from other locations and geographies. Our team in the Carrollton branch all call that area home and have a wide personal and professional network.”

Tongue firmly in cheek, he adds, “It has been well documented by every outside contributor to the opening of the Carrollton branch that General Manager Selena Carli literally knows every single person that lives within the 502 area code.”

Customer service is key at The Macomb Group ([www.macombgroup.com](http://www.macombgroup.com)). Our experts can help you solve your system’s PVF problems — and prevent them from happening altogether. Contact us by email at [info@macombgroup.com](mailto:info@macombgroup.com) or by phone at 888-756-4110.



## Solution Spotlight

### No Wiggle Room for Maintenance? No Problem

It almost sounds like a joke: What do you do when you're stuck between a valve and a heat exchanger? But for a Detroit hospital caught in this predicament, there was no punch line.

Jim Ballantyne of The Macomb Instrument Group was called to the hospital to examine a three-way automated butterfly valve assembly on a heat exchanger. The exchanger was installed in a small closet. The valve was essential to the proper function of the heat exchanger and it needed to be replaced; however, it was situated in a very tight spot. To make the situation more complicated, the original tee had been fabricated onsite and wedged into position with absolutely no wiggle room.

The job was so intricate and awkward that less-experienced independent contractors wouldn't risk the job themselves. Knowing that The Macomb Group has decades of experience and regularly creates custom solutions, the customer was confident they could solve the puzzle.



"A lot of people would have walked away," says John Mazzie, Inside Sales Manager with The Macomb Instrument Group. "They would have been intimidated. But we seem to fall into these situations. We've been doing it a long time and that helps; we tackle problems with a lot of twists and turns and find solutions that only experience can bring."

It wasn't long before The Macomb Group found a solution for the hospital. "It was decided that the customer would dismantle the entire assembly and not just replace the valves and actuator, but actually reconstruct a new tee, identical to the old tee, onsite," John explains. "The Macomb Group not only supplied the automated valve equipment, but because Jim took very precise onsite measurements, we were also able to supply all the components to the customer."

When faced with an unconventional problem The Macomb Group doesn't flinch. "Out of stock" doesn't exist. "No longer manufactured" is never a deterrent to an innovative solution. The fact that something "hasn't been invented" is irrelevant to The Macomb Group's ability to supply piping, connectors, fittings, couplings, and valve solutions.

The motto is, "We can make it happen." And thankfully for this Detroit hospital, it did.

The Macomb Group ([www.macombgroup.com](http://www.macombgroup.com)) is proud to offer our customers quality products. To learn more, contact us by email at [info@macombgroup.com](mailto:info@macombgroup.com) or by phone at 888-756-4110.



## Did You Know

### Lead Free Is the Way to Be!

Are you unleaded yet? The Lead Free Act calls for the reduction of lead content in products by Jan. 4, 2014. The Macomb Group is pushing its manufacturers and suppliers to offer lead-free products and solutions by Dec. 31, 2013, to be in compliance with the new law.

Because of its corrosion-resistant nature, lead has been used in piping, fittings, couplings, and water faucets and fixtures since the Roman Empire. However, at certain levels, lead in drinking water is unsafe.

#### Get the lead out

As a responsible distributor of piping, couplings, fittings, and valves for a variety of ingestible water applications, The Macomb Group is requiring that all applicable products distributed be in compliance with the new lead levels by Jan. 4, 2014, in accordance with the federal deadline; however, we're encouraging our customers to make the switch by Dec. 31, 2013.



Get The Lead Out Plumbing Consortium (<http://www.gettheleadoutplumbing.com>) is offering education about the manufacture, use, and distribution of lead-free plumbing products. Answers to common questions can be viewed on the Consortium's FAQ (<http://www.gettheleadoutplumbing.com/FAQ.asp>) page.

#### Crucial points of the Lead Free Act

Per the Lead Free Act, The Macomb Group will offer lead-free potable water products that comply with the law.

- All materials that come into contact with water for human consumption must comply with the law.
- Products that currently meet NSF/ASNI 61 Annex G Certification requirements are already in compliance with the new law.
- Products do not need to be third-party certified by federal law. However, states such as California and other jurisdictions have their own requirements and audits.
- Toilets and other sanitary waste plumbing fixtures are exempt from the Lead Free Act.
- Pipe, fittings, and fixtures used for non-potable purposes, such as outdoor irrigation, manufacturing, and industrial processing are exempt from the Lead Free Act.
- The law covers only new products, new installation, and repair of existing products. Old plumbing piping is grandfathered and there is currently not a requirement to remove or retrofit existing plumbing systems or parts.
- Manufacturers must certify that their products comply with the Lead Free Act, an amendment to the Safe Drinking Water Act, by Jan. 4, 2014.
- It is strongly recommended that manufacturers mark all products that contain lead with a message such as "contains lead" to prevent accidental use in potable water plumbing applications.

- Education provided by Get The Lead Out (<http://www.gettheleadoutplumbing.com>) is available for download and distribution to assist the public and the plumbing industry with the Lead Free Act transition.

Macomb is proud to be a responsible industry leader in this change.

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



## Chuck's Quick Tip

### Chuck's Quick Tip: "Sprinklers Save Lives and Property"

"Sprinklers save lives and property," notes Jeff Sancricca with Fire Protection Sales at The Macomb Group.

Although The Macomb Group can supply any type of fire protection system or sprinkler head, it's not a one-size-fits all application. Whether the sprinklers will be installed in a high-temperature manufacturing facility or a high-rise apartment building, the system must be designed accordingly for that specific use.

Fire protection contractors need to have crucial information ready when ordering a fire protection system from The Macomb Group to get the safest, most effective results for every application. When ordering sprinkler components, contractors should be aware of several key considerations:



**Will the system be wet or dry?** Dry systems displace water from the pipes with compressed air to prevent freezing pipes. However, other systems need quicker response and readily available water in the pipes.

**What activation temperature do you need?** The typical temperature of the room determines at what temperature you want the sprinklers to be triggered. In a high temperature manufacturing facility, sprinklers might be triggered at 500° F, whereas in a residential space, 155° F could be the optimal point for sprinklers to go off.

**What orifice size does the system use?** The orifice, or opening through which the water is delivered, determines flow volume. A department store would employ a large orifice, while a small space would narrow the opening. This is a significant element because damage due to copious amounts of water being dispersed from sprinkler systems accounts for more insurance claims than fire damage.

**What is your thread size?** Threads allow the system to fit together smoothly with a custom fit.

**What coverage do you need?** The size and shape of the space is a determining factor for designing a fire protection system.

**What finish do you want?** Aesthetics play a part in sprinkler head design. Head plates can be custom painted to blend with any decor. However, this must be done by the manufacturer as plates have triggering temperature sensors that must not be tampered with.

**Will you use pendant or upright heads?** Spray pattern, size, and landing area of spray, in addition to pipe location, are the determining factors for the type of directional sprinkler that will be used. In smaller applications, a sprinkler will usually face down with a targeted direct spray. However, in large spaces such as department stores, an upright sprinkler may be more effective because it provides wider coverage.

Armed with the right information, you can be confident that The Macomb Group's Fire Protection Specialists will use their extensive knowledge to help you order the most effective sprinkler system for your application.

Sprinklers save lives! We take your fire protection order seriously.

Visit our website ([www.macombgroup.com/products](http://www.macombgroup.com/products)) to see our products. Place your order and consider it done! Contact Jeff Sancricca or any of the Fire Protection experts at The Macomb Group by email at [info@macombgroup.com](mailto:info@macombgroup.com) or call 734-779-0706.



***About Chuck:*** *Chuck has been a PVF industry icon for over 42 dog years. He has never been one to lie down on the job — he has done everything from fetching will call orders, to chasing down trucks to make sure his deliveries are on time. So, remember: **If you've got a problem and you're feeling stuck, don't get discouraged, you can always ask Chuck!***