



# The Macomb Pipeline

Volume 2, Issue 4

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

### Sweet Success: Extend Valve Wear Life from 2 Weeks to 9 Months!

Are you replacing valves way too often? There's a better way. See how a couple of simple fixes made a sugar producer's operations much sweeter. (Page 2)



## Macomb News

### What Our Newest Acquisition Means for You

Stop juggling vendors! The Macomb Group's recent acquisition of R.L. Bondy Insulation Inc. means you'll have a single, trusted resource for all of your piping projects. (Page 4)



## Solution Spotlight

### Your Piping System's "Safety Net"

Proactive, preventive measures are priceless when the alternative is to risk everything. Learn how a simple solution can save your business. (Page 6)



## Did You Know

### It's True: You Can Have Total Containment for Any Need

IPEX USA, The Macomb Group's manufacturing partner, offers innovative solutions for preventing leaks. In fact, the company has a dedicated team that focuses solely on designing double containment systems made of innovative state-of-the-art materials. This way, clients can be leak-free in any application. (Page 8)



## Chuck's Quick Tip

### What's the Proper Way to Put Together PVC Pipe?

Interested in refreshing your memory on joining plastic pipe and fittings? Chuck can help. (Page 9)



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[www.macombgroup.com](http://www.macombgroup.com)

## Success Story

# Sweet Success: Extend Valve Wear Life from 2 Weeks to 9 Months!

Michigan Sugar in Bay City, Mich., runs 24/7 from August to April. The sugar season is brisk, and manufacturing occurs in three shifts with continuous operation. Holidays are ignored while the factory keeps chugging, processing the sweet stuff for stockings and Easter baskets.

### A sticky situation

This well-oiled, meticulous system was getting jammed up by a simple cast-iron butterfly valve with an EPDM sleeve. The valve helps regulate the two-inch “milk of lime” line, which carries a mixture of sugar juice and lime. The milk of lime is a gritty texture, like sandpaper, that was eating away at the liner of the butterfly valve when it was partially open. With the butterfly valve, the stainless steel disc and stem, as well as the rubber liner or seat, came into contact with the media, and its corrosive nature was exacerbated by the 160-degree heat of the line. Production was getting held up every two weeks, sometimes even once a day.

“The milk of lime process does run continually. It is critical to the operation as this mixture helps to purify their system,” explains Dave Eischer, Outside Sales Representative for The Macomb Group’s Midland Division.

### A better solution

After evaluating the conditions and purpose of the line and the valve, Dave recommended a Flowrox pinch valve. The Flowrox pinch valve has a rubber sleeve with several material options, and the valve’s design ensured the media wouldn’t touch the working parts.

Taking the specs back to the factory, engineers decided on a SBR/T (styrene butadiene rubber) sleeve that is resistant to abrasion. The pinch valve package also has an automated pneumatic actuator with positioner and feedback module, allowing Michigan Sugar to control how much media flows downstream.

A resounding success, the new valve lifespan was increased from days to three months.

“Michigan Sugar was ecstatic,” Dave reports. “Not only did it save many labor hours changing out valves, but it also saved downtime for the plant.”

### Additional improvements

But Dave wasn’t completely satisfied with the three-month lifespan, so he kept his mind on the problem. He finally decided that reducing the port sleeve from 2 inches to 1 1/4 inches would increase the lifespan to cover a full nine-month sugar season.



The lifespan of the Flowrox pinch valve is significantly longer than Michigan Sugar’s original valve.

“We wanted to get a full campaign out of this sleeve,” Dave explains. “I thought about it for a while and thought maybe if we used a reduced port sleeve, that it might help. This valve was used for control. The pinch bars did not have to stretch the liner as much when controlled and the liner was thicker in the reduced area allowing for more wear.”

Dave’s persistence paid off. “This sleeve yielded a full campaign of trouble-free use,” he reports.

It wasn’t long before word of this great solution spread elsewhere.

“As this was a success, I introduced this same valve package to their other plant in Sebewaing, which has the same milk of lime process,” Dave says. “Michigan Sugar’s Sebewaing plant had the same lasting results, saved labor costs, and reduced down time. Both plants have since purchased valves to be used as a bypass so if the main milk of lime line gets plugged, they can continue to operate.”

The Macomb Group ([www.macombgroup.com](http://www.macombgroup.com)) works with customers and contractors to be sure every job is the best it can be. 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 Newest Acquisition Means for You

The Macomb Group is pleased to announce that on June 14, we completed the acquisition of R.L. Bondy Insulation Inc. (<http://www.rlbinsulation.com>)



The integration of the two companies is a natural fit that brings another unique vertical market to The Macomb Group's offerings. The merger is expected to make vendor management easier for our customers and also give them potential pricing advantages. In addition, R.L. Bondy will increase its revenue by taking advantage of the greater geographic reach The Macomb Group offers.

Started by Richard Bondy in 1992 in Madison Heights, Mich., R.L. Bondy brings expertise in the commercial and industrial mechanical insulation market. The company serves a variety of customers in the petrochemical, power generation, automotive, educational, and healthcare industries. The company installs mechanical insulation for piping, duct equipment, and boiler walls, and it installs weatherproof lagging for mechanical piping and plumbing contractors, general contractors, and facility owners.

R.L. Bondy has grown from revenues of \$1 million in 1992 to \$29 million in 2012. "We expect to bring a significant revenue enhancement to R.L. Bondy, which has until now primarily served the metro Detroit area," notes Bill McGivern, CEO of The Macomb Group.

"Because the connection to The Macomb Group will allow R.L. Bondy to expand its geographic footprint throughout the region we serve, we expect to provide a springboard that will increase revenues as much as three to four times in the next five years," he adds.

### **Business as usual**

The Macomb Group and R.L. Bondy have often worked with the same customers and have always had a friendly and complementary relationship. The Macomb Group provided customers with piping and fittings, and R.L. Bondy would follow with the insulation for the piping systems.

Although Macomb is now the owner and operator, R.L. Bondy will continue to operate as an autonomous business, with no changes to its independent operations. President Jay Bath, who has been with R.L. Bondy for eight years, knows the staff and the business and will take over the operational reins.

"We are looking forward to working with and getting to know everyone at The Macomb Group," Jay says. "We strongly believe that our and The Macomb Group's relationships in the industry will lead to many more opportunities for continued success."

### **Better connections offer benefits to customers**

R.L. Bondy currently employs 60 insulators, many of whom have been with the company since it started in 1992.

Adding this level of expertise to the already skilled mix that The Macomb Group offers is great for customers who are looking for a complete piping solution.

"By bringing our companies together, we provide the opportunity for our customers to negotiate with just one vendor instead of two for an overall better price for their piping projects," Bill explains. "The connection will also

simplify their processes as they design and schedule their projects.”

The two companies are a perfect match. As Bill says, “Our traditional PVF business is the meat of the hamburger. R.L. Bondy is the bun.”

We’re excited to welcome our valued new associates at R.L. Bondy!

Customer service is key at The Macomb Group. Our experts can help you solve your system’s PVF *and* insulation challenges. Contact us by email at [info@macombgroup.com](mailto:info@macombgroup.com) or by phone at 888-756-4110.



## Solution Spotlight

### Your Piping System's "Safety Net"

Double containment piping — installing a pipe within a pipe — prevents leaks and provides added security to any piping design. Brilliant in its simplicity, a double contained piping system uses a primary (carrier) pipe that is housed in a secondary (containment) pipe, providing an extra layer of protection should the primary pipe leak. These systems include leak detection devices, which call attention to leaks before the second protective pipe can be breached.



Sewage, dangerous chemicals, or even plain water can cause irreparable damage to a business. Imagine sewer lines running over operating tables, experimental pharmaceuticals being contaminated, or high-tech equipment getting soaked when a water pipe bursts.

It happens. Insurance is all well and good, but insurance can't replace priceless museum artifacts or data backups storing the information of millions of people. When it comes to protecting the vital components of your business, many companies find double containment systems a worthy investment.

#### Protecting companies from harm

IPEX USA, a partner of The Macomb Group, is a specialist in double containment piping, bringing nearly 30 years of experience to their solutions. Scott R. Greyerbiehl, Regional Sales Manager of the Industrial Division, has seen both the tragedies and the prevention that pays off when disaster is averted.

An example of a tragedy involves a major hospital in which the sewer line leaked into an operating room during a surgery. This is a serious liability that caused the health department to step in. They required and supervised the engineering and installation of a double containment piping system.

"Double contained systems should always be considered," Scott insists. "We design systems that protect companies that are conveying hazardous materials. We help companies protect their employees from harm. Even water can be very destructive."

#### Reliable service from beginning to end

Some piping applications can't be handled with off-the-shelf solutions. IPEX specializes in custom engineering and design of double containment piping systems. They prove the efficiency and functionality of each system in a facility dedicated to that purpose.

"Our engineers make recommendations for the most unique situations in fluid conveyance. We assist in system design, quote it, build the system, test it, package it, and ship it," Scott says.

"But we don't stop there," he adds. "We have a Total Access policy. We can assist the onsite technicians with installation and training. If the leak detection system were to fail or detect a leak, we can assist in identifying where the leak is and help recalibrate the system once it's repaired."

He continues: "Total Access is the keyword. We don't shake your hand and say, 'Hey good luck.' Part of the reason we're successful is that we're there before, during, and after the system is installed."

Scott reports that IPEX and The Macomb Group are a well-matched partnership because they have these shared values and a shared mission.

“We share a philosophy and culture,” he says. “We both choose to be there for our customers, even after the sale. We know that our credibility is on the line, so we make ourselves accessible.”

The Macomb Group ([www.macomgroup.com](http://www.macomgroup.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

### It's True: You Can Have Total Containment for Any Need

What is at the heart of your business?

Is it a sensitive customer database, sterile surgical environment, museum artifacts, cutting-edge pharmaceutical experiments, or valuable materials? Some pieces of your business cannot be put at risk. The Macomb Group's manufacturing partner IPEX has a dedicated team focusing solely on double contained piping systems to prevent costly disasters.



IPEX offers a variety of solutions including Guardian PVC, CPVC, Clear-Guard PVC pressure and drainage systems, CustomGuard FRP and metal pressure systems, and Encase PolyPro drainage systems. IPEX also offers customizable CentraGuard and PAL-AT leak detection systems to work with the appropriate piping systems.

While IPEX does offer many off-the-shelf products, one of the company's specialties is assisting with system design and mixing and matching the best materials for each situation. IPEX engineers recommend a comprehensive double containment system based on factors such as the chemicals and materials being conveyed, the sensitivity of areas the piping will be located, temperature and pressure flowing through the system, and space available for effective piping installation.

IPEX systems are designed to incorporate 40-60% fewer joints. Because joints are the primary source of leaks, this minimizes maintenance, repair, and installation costs.

IPEX controls the design and fabrication of the systems as well as the blending of PVC resin and the extrusion and injection molding of most components. Materials include Xirtec 140 PVC, Corzan CPVC, flame-retardant and non-flame-retardant PP, steel, cast iron, and a variety of other state-of-the-art materials. Also available are materials such as thermoplastics, thermosets, metallic, and dissimilar systems. And throughout the system design, IPEX pays particular attention to EPA (Environmental Protection Agency) and OSHA (Occupational Safety and Health Administration) standards.

"We assist in system design, quote it, and build the system. We test it, package it, and ship it. The contractor does the installation, but we are there for them every step of the way," says Scott Greyerbiehl, Regional Sales Manager of IPEX's Industrial Division.

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:

## What's the Proper Way to Put Together PVC Pipe?

*Here are some tips on properly putting together PVC from our friends at IPEX USA:*

We are all aware that a properly cemented joint is a critical part of the installation of plastic pipe and fittings. And no matter how many times we join pipe and fittings, it's very easy to overlook something. So, we just want to remind you of a few things you already know.

1. Have you reviewed all of the instructions on the cement container label?
2. Are you using the proper cement for the job ... for the type and size of pipe and correct fittings to be joined?
3. Do you need to take special precautions because of the unusual weather conditions?
4. Do you have sufficient manpower? Do you need more help to maintain proper alignment?
5. Do you have the proper tools and sufficient quantities of IPEX cements and primer, and is the cement in good condition?
6. Remember primer is NOT to be used on ABS pipe or fittings.
7. Be sure to use a large enough applicator to quickly spread cement generously on pipe and fittings. Then assemble immediately.
8. Avoid puddling excess cement inside the socket, especially on thin wall, bell end PVC pipe, and ABS in any schedule.
9. Be aware at all times of good safety practices. Solvent cements for pipe and fittings are flammable, so there should be no smoking or other sources of heat or flame in working or storage areas. Be sure to work only in a well-ventilated space and avoid unnecessary skin contact with all solvents. More detailed safety information is available from us.
10. Finally, we remind you to INSIST ON IPEX!

**AVERAGE JOINT CURE SCHEDULE  
FOR IPEX PVC/CPVC SOLVENT CEMENTS\*\***

Relative Humidity 60% or Less	Cure Time Pipe Sizes ½" to 1 ¼"		Cure Time Pipe Sizes 1½" to 2"		Cure Time Pipe Sizes 2½" to 8"		Cure Time Pipe Sizes 10" to 15"	Cure Time Pipe Sizes 15" +
Temperature Range during assembly and cure periods	Up to 160 psi	Above 160 to 370 psi	Up to 160 psi	Above 160 to 315 psi	Up to 160 psi	Above 160 to 315 psi	Up to 100 psi	Up to 100 psi
60° - 100°F	15 min	6 hrs	30 min	12 hrs	1½ hrs	24 hrs	48 hrs	72 hrs
40° - 60°F	20 min	12 hrs	45 min	24 hrs	4 hrs	48 hrs	96 hrs	6 days
0° - 40°F	30 min	48 hrs	1 hr	96 hrs	72 hrs	8 days	8 days	14 days

Note: Joint cure schedule is the necessary time to allow before pressurizing system. In damp or humid weather allow 50% more cure time.

\*\* These figures are estimates based on our laboratory tests; extended cure times are required for chemical applications. Due to the many variables in the field, these figures should be used as a general guide only.

Visit our website ([www.macombgroup.com/products](http://www.macombgroup.com/products)) to see our products. Place your order and consider it done! Contact the experts at The Macomb Group by email at [info@macombgroup.com](mailto:info@macombgroup.com) or by phone at 888-756-4110.



***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!***