



# The Macomb Pipeline

Volume 2, Issue 5

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.



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## Success Story

### Is Your Contractor Ready for Your Biggest Jobs?

Are you facing a large-scale project? Be sure your contractor has the people, processes, and safety procedures in place to get the job done. **(Page 2)**



## Macomb News

### Legacies That Live On

We'd like to bid a fond farewell to Chuck Brinich, who retired June 1 after 20 years with The Macomb Group. Thanks for everything, Chuck!



PLUS, The Macomb Group is proud to distribute the first Gary Stabile Scholarships for the 2013-2014 school year. **(Page 4)**

## Did You Know

### 4 Reasons Why You Need Pipe Insulation

Some companies treat pipe insulation as an afterthought, but it's a critical component of every piping system. Learn why. **(Page 9)**



## Solution Spotlight

### How 3 Energy-Saving Steps Can Save \$165,000 Every Year

Most companies know that saving energy also saves money, but many don't appreciate just how much they can save with relatively simple fixes. Take a look at how one energy assessment changed the bottom line for Menasha Packaging. **(Page 7)**



## Chuck's Quick Tip

### The Do's and Don'ts of Metal Braided Hose Installation

Installing metal braided hose can be tricky. Luckily, Chuck is here to show you how to do it right. **(Page 10)**



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## Success Story

### Is Your Contractor Ready for Your Biggest Jobs?

The Marathon Petroleum Detroit Heavy Oil Upgrade Project (DHOUP) was a major project for the past two years. It employed thousands of contractors and brought the promise of a new facet to the oil refining industry in Detroit.

A project of this size requires focus and expertise from its contractors. So when Marathon Petroleum needed additional insulation outside of the original scope of the project, and the scheduled contractor couldn't deliver, the company turned to another contractor they already knew and respected: R.L. Bondy Insulation, a newly integrated division of The Macomb Group.



#### Keeping a large-scope project on time

Brad Becker, a project manager for R.L. Bondy on the Marathon project, explains that the scope of the project was extremely large because of the type of construction involved.

"Marathon has an existing refinery here," he says, "and DHOUP was a major expansion of that facility so that they could process heavier grades of oil from the oil sands producers in Canada, in addition to a coke byproduct."

During the expansion, Marathon was also upgrading its existing facility, and R.L. Bondy was performing piping and equipment insulation for that portion. The R.L. Bondy teams worked efficiently and established a solid working relationship with the Marathon workers and management.

When the contractor that was insulating in the new expansion area began to fall behind, R.L. Bondy was called in to take over and complete the critical project on time. R.L. Bondy brought the necessary components to the table, including profound enthusiasm for the project.

"I think everyone was really excited to be involved with the project," says Jay Bath, President of R.L. Bondy Insulation. "Projects of this size and scope don't come around that often and everyone enjoyed the personal challenge of tackling a project of this magnitude and making it successful."

#### Keeping it coordinated, keeping it safe

A job of this size takes a great deal of planning and highly trained personnel. R.L. Bondy was up to the challenge. Brad says, "R.L. Bondy provided a full-time staff devoted strictly to this project. Our driven office staff coupled with excellent labor management and commitment at the foreman level was the key to success."

Jay notes that R.L. Bondy's close working relationship with the local unions was a key part of completing the project in a timely and safe manner. "Because of our relationships with the unions, we have the availability of a large pool of highly skilled workers," he says.

That access to workers was essential, Brad says. Over the course of the project, R.L. Bondy completed 250,000 man-hours, and at the project's peak, they had nearly 200 workers on-site. "We hired people from everywhere — they came in from nearly 30 different states to work on this job."

With this many people and this much equipment, safety was one of R.L. Bondy's primary concerns. "Coordination of this kind of project isn't about just getting people on-site," Jay says. "It's about keeping our workers safe and making sure we don't have any lost-time injuries."

Jay is justifiably proud of the great safety record that R.L. Bondy achieved over the course of the project, which lasted two years. Brad notes that R.L. Bondy adopted the culture of safety that Marathon Petroleum had established for the entire site, and that consistent safety practices made this environment one of the safest in the country.

### **Focusing on the customer's needs**

R.L. Bondy always focuses on meeting its clients' specific needs. By providing quality work, a highly skilled workforce, a dedicated management and administrative staff, and an emphasis on safety, R.L. Bondy builds solid, trusting relationships with its clients.

DHOUP was no exception.

The results for both Marathon Petroleum and R.L. Bondy have been so advantageous that Marathon Petroleum has hired R.L. Bondy for additional capital projects and provided valuable recommendations for other jobs.

R.L. Bondy is always ready for a challenge — no matter the size or duration of the project.

The Macomb Group 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. And if you have any questions about pipe insulation, you can contact R.L. Bondy Insulation directly at [info@rlbinsulation.com](mailto:info@rlbinsulation.com) or 248-547-8616.



## Macomb News

### Legacies That Live On

I'd like to highlight a great friend and long-time employee of The Macomb Group, Chuck Brinich. After 20 years with the company, I'm sad to see him go.

Before I address Chuck's history in the Pipe, Valve, and Fitting business, I thought it would be good to mention some high points from his past. I contacted his wife, Carol, who gave me a few jewels to share. Chuck first met Carol in 1965 when he was 16 and she was 14 at a Notre Dame High School dance. They have been together ever since. On June 9, 1969, Chuck left the states to fight in the Vietnam War, where was a Howitzer Operator. Chuck was honorably discharged from the military in December of 1970. Once he was back in the states, Chuck and Carol were married in 1974. They have three beautiful daughters: Michelle, Katie, and Jacqueline.



Chuck began his career in the Pipe, Valve, and Fitting business as a Truck Driver in the early '70s working for his uncle, Mel Allen, at "MelMac Supply." Chuck worked his way up from Truck Driver to Inside Sales then to Outside Sales, eventually becoming Vice President of the company in the early 1990s.

Dan Scherrer worked with Chuck in the 1980s, and he recalls Chuck having quite the habit back then: Dan remembers Chuck drinking at least an eight-pack of warm Diet Pepsi every day! (Did I mention it was WARM?!)

Bill McGivern, Keith Schatko, and Doug Howe purchased Macomb Pipe and Supply from Mel Allen in 1991. In 1995, Chuck started as an Outside Sales Rep for the Macomb Group; they had a total of 15 people at that time. Bill McGivern said that Chuck had some "interesting and comical ways to pull in an order." Chuck's wife confirmed Bill's comment. She mentioned that he would often tell his customers: "Give me an order — I need to put shoes on my kids' feet!" And when he was cold-calling back in the early Macomb days, he would ask the receptionist if they needed any Butter Ball Valves. The receptionist would laugh and say, "What the heck is a Butter Ball Valve?"

It was also mentioned that on Chuck's first day on the job, he had "freshly blow-dried hair" — a style that his loving wife did for him on a regular basis. Chuck was in a class all his own.

In the 10 years that I have known Chuck Brinich, I have never known anyone who takes care of customers the way he does. It never mattered if you spent \$100 with him or \$100,000; you got the same 110% effort from beginning to end. Chuck is a true sales person; he loves the thrill of the chase and getting the order.

I remember Chuck covering for me one time when I was off on medical leave. I had given Chuck's name and number to Larry Roberts at DTE Energy's River Rouge Plant so he could contact Chuck if he needed anything while I was out on leave. Well, Larry needed Chuck to come down and take a look at some piping out back in the plant where it can get quite messy. To make matters worse, it had rained that morning and there were lots of standing "ash" puddles. Chuck had just purchased a new pair of Hush Puppy shoes that weekend, and after

sloshing around the power plant with Larry, his shoes were ruined. He ended up throwing out his new shoes, but he took care of the customer and got the order. But I could never get him to come back to the River Rouge plant after that!

Chuck is a great family man who truly loves his wife and daughters. He's told me about many of his weekends spent helping his daughters move or fixing things around their homes or apartments. Chuck also loves working on old cars and fixing them up so they run and look like new.

With over 40 years in the PVF business and a host of loyal customers behind him, I don't know where to begin filling in the hole that someone like Chuck Brinich leaves behind. He has been a class act for as long as I have known him, and as the owners of Macomb and our customers have said, Chuck is one in a million. It seems like just a blink of an eye since I met Chuck 10 years ago for the first time; I can only imagine what it has been like for him with all those years and friendships he forged along the way.

Chuck will be dearly missed by one and all, but he will never be forgotten by any of his coworkers or the customers he has taken care of during his career. Thanks for all of your years of hard work, Chuck!

Chuck Raymond  
National Sales Manager  
The Macomb Group

Customer service is key at The Macomb Group, and we're proud of our expert employees. To find out what our committed team can do for you, contact us by email at [info@macombgroup.com](mailto:info@macombgroup.com) or by phone at 888-756-4110.

## Paying It Forward to the Next Generation

The Macomb Group is proud to distribute the first Gary Stabile Scholarships for the 2013-2014 school year. Each year, The Macomb Group will give a \$1,000 scholarship to five college students who are children of Macomb Group employees.

The annual college scholarship fund has been established to honor Gary Stabile, a 40-year veteran in the PVF industry and 20-year employee who passed away last year.

A veteran purchasing agent for Michigan Heat & Cold, Stabile was snapped up by The Macomb Group as soon as that company closed. Stabile was well-known in the industry and is credited with contributing to the explosive growth The Macomb Group has achieved over the years. Stabile fought lung cancer for six years, passing away in April 2012.

Employee Carl Ciechanowski's son, Alex Ciechanowski, is one of the first recipients of the Gary Stabile Scholarship.

Alex has already completed two years at Macomb Community College and is transferring to Central Michigan University in the fall to study criminal justice. The scholarship will contribute to his housing costs at CMU. Both Alex and his parents are grateful for the financial relief that will make their shared education burden lighter.



**The Macomb Group's annual college scholarship fund honors Gary Stabile, a 40-year veteran in the PVF industry and 20-year employee.**

“To remember Gary in this way is really special. I worked with Gary for nine years and his knowledge of the PVF world was second to none,” says Carl Ciechanowski. “This is a great program for any of our children. Any extra money they can get helps in the long run. Hopefully, we can help out a few more employees next year.”

For more information about the Gary Stabile Scholarships, contact The Macomb Group by email at [info@macombgroup.com](mailto:info@macombgroup.com) or by phone at 888-756-4110.

## Solution Spotlight

### How 3 Energy-Saving Steps Can Save \$165,000 Every Year

Menasha Packaging is the nation’s largest independent, retail-focused packaging and merchandising solutions provider with a network of design centers, manufacturing plants, and pack-out and fulfillment service centers. Menasha Packaging collaborates with the world’s leading retailers and consumer packaged goods (CPG) companies to deliver the greatest measurable value across the entire integrated merchandising supply chain.

Menasha Packaging received assistance from the Spirax Sarco team when their Energy Services Group (ESG) performed a complete energy assessment — including a steam trap survey. ESG found ways for Menasha Packaging to save money by reducing its energy usage. To ensure that Menasha’s steam system operates properly and efficiently, ESG recommended a boiler blow down heat recovery package, steam trap replacement, and piping modifications to meet best practices.

#### Steam-heated roller problem

Part of the paperboard manufacturing process involves melting adhesive that bonds the surfaces together. Precise temperature control is critical. If the temperature is too hot, scorching of the paper and burning of the adhesive can occur. Not enough and inconsistent heat causes poor bonding due to uneven and un-melted adhesive. Steam-heated rollers must provide adequate and consistent heat to ensure quality products.

During the steam-trap survey, ESG found that the plant’s existing traps were undersized and not removing condensate adequately, resulting in scrapped and wasted production materials.

To solve this problem, the Spirax Sarco’s Energy Systems Division (ESG) worked closely with Paul Turner from Michigan Steam and Skip Lake from The Macomb Group to provide replacement steam traps, most of which were float and thermostatic with a Steam Lock Release (SLR) feature. The ESG team also incorporated sight check valves for visual inspection.

To ensure maximum heat transfer, condensate must be removed promptly. Otherwise, the heat transfer efficiency of the rollers is reduced. In rotating cylinders such as these heat transfer rollers, steam pockets can form in condensate removal dip tubes, which can prevent condensate from reaching the trap. This is referred to as “steam lock.” The SLR option bleeds the steam pockets from the system to effectively release the steam lock and enable proper steam trap operation and thus effective condensate removal.

By removing the condensate from the steam-heated rollers, the heat is now consistent, which allows the adhesive application process to operate as designed. Since the rollers — and consequently the adhesive — are heated uniformly, multiple paperboard layers now adhere properly.



**After receiving assistance from the Spirax Sarco team, Menasha Packaging is seeing annual savings of \$85K from prevented steam and condensate loss; \$68K from blow down heat recovery; and \$12K from prevented compressed air leaks.**

## **Heat recovery saves energy**

Spirax Sarco's ESG team also provided a boiler blow down heat recovery package. Boilers require a method of controlling the amount of total dissolved solids (TDS) that form in boiler water as steam is generated. When the water conductivity exceeds a preset limit, typically a TDS system opens a valve to discharge boiler water. Feedwater with relatively low TDS replaces the discharged boiler water.

It is important to maintain a boiler manufacturer's recommended TDS level in an operating boiler. This is accomplished by reading the TDS conductivity level of the boiler water and blowing down the boiler when this level exceeds specification. Blowing down a boiler basically throws valuable heat down the drain. However, a blow down heat recovery package such as those available from Spirax Sarco can prevent this energy from being wasted. In some cases, a blow down heat recovery system can recover up to 80% of the heat from the blow down cycle.

The blow down heat recovery package allows pressurized condensate from the blow down cycle to flash in a flash vessel and this steam is fed directly back to the boiler feed tank. In addition to energy savings from heat recovery, flash steam from blow down water is condensed to relatively pure water and goes back into the system, which reduces the amount of makeup water and chemical treatment required. A float trap drains the residual blow down condensate. This residual water is still hot and it is directed to a heat exchanger to warm cold makeup water.

## **The proof is in the savings**

Spirax Sarco's ESG team determined that the long startup times and cold spots on the rollers were caused by improper condensate removal. The new steam traps solved these problems. The traps also helped remove air from the system, which helped to dramatically reduce startup times. Additional savings were realized with the installation of the blow down heat recovery unit in the boiler room. Payback for the unit is less than a year.

According to an old saying, "if something sounds too good to be true, it probably is." Spirax Sarco's ESG team documented the estimated savings. In addition to providing quotes, drawings, and estimated savings, the team provided all the formulas and thoroughly explained the theories to multiple people at Menasha Packaging.

Menasha had a concern regarding the change out of the steam traps. As the existing traps were undersized and did not have the SLR (Steam Lock Release) feature, it was of no use to keep using the existing inventory. The SLR feature was a must in order to keep the rollers at the correct and consistent temperature. A few piping changes had to be made but these changes simplified piping geometry and actually saved space.

The team's extra efforts worked for Menasha Packaging. Menasha's energy savings and increased production convinced the company to have the Spirax Sarco team conduct a complete plant audit to find even more energy savings and process improvements. In addition to being able to take advantage of energy rebates from a natural gas supplier, Menasha realized the savings were so significant that they have replaced every trap on their corrugator.

Annually, the company is saving \$85K from prevented steam and condensate loss; \$68K from blow down heat recovery; and \$12K from prevented compressed air leaks. Not only are the energy savings significant, but by installing these units, both the facilities and the environment will benefit as well.

The Macomb Group 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

### 4 Reasons Why You Need Pipe Insulation

Regardless of how the economy is doing, manufacturing and industrial organizations always keep a close eye on the bottom line, and most are not inclined to invest money in expenditures that are just “nice to have.”

Pipe insulation isn't one of those expenditures. Although some organizations treat pipe insulation as an afterthought, it's a critical component of your piping system that should be built into any piping project.



The North American Insulation Manufacturers Association (NAIMA) (<http://www.naima.org/insulation-knowledge-base/piping-and-equipment-insulation.html>) offers some practical reasons for insulating piping:

- **Safety** — An insulation layer protects workers from extreme temperatures on the surface of pipes.
- **Energy savings** — Insulation prevents heat loss or gain, keeping the energy you're paying for inside the pipe system — where you want it.
- **Improved process performance** — An insulated process system experiences far less temperature fluctuation, helping ensure consistent system performance and a better end product.
- **Longer system wear-life** — Insulation protects piping systems from condensation and corrosion in harsh environments, reducing the need for replacement due to wear.

Pipe insulation comes in a variety of materials, including fiberglass, rock wool, and slag wool blanket insulation. The experts at The Macomb Group's R.L. Bondy division can help you select the proper material and thickness for your application.

Don't let any more money leak out of your pipes!

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: The Do's and Don'ts of Metal Braided Hose Installation

The experts at The Macomb Group always make sure that any hose is installed correctly and safely. To be sure your metal braided hose is secure and reliable, use these handy tips.

Whenever you install metal braided hose ...

#### Do

- Follow any instructions included with the flexible connector.
- Follow industry-recommended practices and use care in handling and installing flexible connectors. (See the safety page from the National Association of Hose and Accessories Distributors (NAHAD).)
- Install flexible connectors so that the bend is as close to the center of the connector as possible.
- Observe the minimum bend radius as published by Penflex.
- Trial-fit threaded connections by hand, unmake, then make permanent.
- Use a flexible connector of proper length to suit the installation.
- Only wrench on the fitting hex flats as provided.
- Design the installation to allow for ground movement such as settling or frost heave after installation.
- Install the proper length connector to allow a 2-inch straight run or neutral zone of hose at each end fitting.
- Use pipe wrenches on both mating hexes to avoid twisting the hose.
- Keep hose free from all objects and debris.
- Handle and store connectors carefully before installation.

#### Don't

- Apply a wrench to a hose, collar, or assembly.
- Twist hose assemblies during installation or when aligning the bolt holes in a flange or when making up pipe threads.
- Pre-flex a flexible connector to limber it up. Over-bending could cause damage and result in leaks.
- Over-bend a flexible connector.
- Install a flexible connector with the bend next to the end fittings. This could cause damage and result in leaks.
- Lay the flexible connector on rocks or objects that could puncture the hose and cause leaks.
- Attempt to stretch or compress a flexible connector to fit an installation.
- Restrict flexibility by allowing a connector to come into contact with other components or equipment during installation.

- Additional information is available from NAHAD, which publishes its own Hose Assembly Guidelines for Corrugated Metal Hose.

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!***