



# The Macomb Pipeline

Volume 4, Issue 1

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

### Who Will Solve Your Worst-Case Scenario?

A dramatic pipeline catastrophe required quick thinking and even quicker response. Macomb had the resources and partners to respond with an improved solution. **(Page 2)**



## Macomb News

### Our People, Our Prospects — Your Success

Macomb co-founder Bill McGivern gives insight into an exciting year ahead and the importance of employees in driving success. **(Page 4)**



## Solution Spotlight

### 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 6)**



## Did You Know

### ‘Family’ Culture Makes Macomb Feel Like Home

New inside sales rep Doug Wojay explains why Macomb is a perfect fit for his experience and expertise — and how the warmth of the welcome he received took him aback. **(Page 8)**



## Chuck’s Quick Tip

### How to Get the Right Actuator the First Time

Are you going to need to replace that old actuated valve? Contact Macomb first. We will get the right information to recommend the perfect solution for your application. **(Page 10)**



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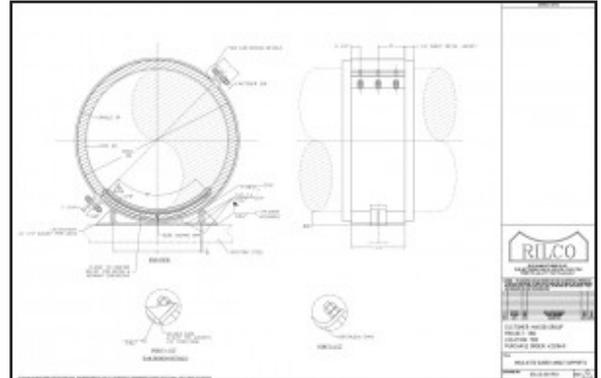
## Success Story

# Who Will Solve Your Worst-Case Scenario?

In late fall of 2014, a major petrochemical customer in Midland, Michigan called Macomb in to look at an emergency situation on a 34" O.D. low pressure steam main (25 PSIG). Something catastrophic had happened — the kind of thing you hope you never have to deal with.

### Twisted metal

The damage happened on a section of pipe that was carried over a plant entrance on a trestle (or pipe bridge). A welded pipe anchor had broken, causing welded pipe slides, guides, and their bases to twist. Additionally, a 28" O.D. vertical riser had tipped over, and a portion of the horizontal main had fallen off the trestle. Fortunately, the pipe's contents stayed inside the pipe.



Download the PDF file (<https://macomb.updatesfrom.co/wp-content/uploads/sites/31/2015/01/solution.pdf>).

Macomb created a custom design for the new pipe support system.

The utilities maintenance division was obviously concerned about what had happened and in a big hurry to figure out what had caused the event. Even more important, they needed to fix this dangerous situation without interrupting building heat since cold weather was coming.

Experienced engineers from the petrochemical company quickly recognized the symptoms of hydraulic shock — commonly known as water hammer — a condition in which water carried by steam can generate extreme force, powerful enough to twist and bend steel or even break it.

Blowdown of the system header revealed the line was still full of condensate and at least two large inverted bucket steam traps had failed. The customer needed a plan to straighten out the steel, put the pipe back in place, and then make structural repairs.

### An improved solution, collaboratively executed

Rigging and crane operators from Three Rivers Co. and Bierlein provided the estimated cost of putting everything back where it belonged. The customer asked Macomb to figure out a solution for supporting the pipe. Macomb went right to work on the design and drawings for the new pipe support system.

A key component in the improved support design is the use of modern pre-insulated pipe supports, which have several benefits over inexpensive welded pipe shoes. Many large companies that are interested in thermal efficiencies, steam quality, and safety prefer to use these innovative supports.

A welded pipe shoe radiates heat out to the support steel, which is costly as well as dangerous to the touch. Modern insulated pipe supports are mechanically bolted on the pipe, so they require no welding. The insulation, which is a combination of calcium silicate and marinite P, marries up neatly to the support insulation and actually helps to support the load.

**Quick turnaround on a complex repair**

Macomb works with several suppliers of pre-insulated pipe supports. For this job, we opted to work with Rilco Manufacturing in Houston, Texas, which consistently stands out as one of our best suppliers. Macomb placed an order for ten 34-inch and five 28-inch supports. Rilco set to work to deliver them in five weeks.

Meanwhile, repairs got underway. The old insulation was stripped off, the old shoes torched off, and the piping temporarily cribbed with treated 6-by-6 lumber beams. The new pipe supports arrived on Christmas Eve, and all the components were installed by early January 2015.

Macomb is proud to have worked with our trusted vendor Rilco to provide a long-term solution for our petrochemical customer.

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

## Macomb News

# Our People, Our Prospects — Your Success

As I ponder the outlook for 2015, and how we can continue to build the Macomb success story, I'm reminded of a quote from John F. Kennedy's inaugural address:

"In your hands, my fellow citizens, more than mine, will rest the final success or failure of our course."

We're looking forward to a very exciting year at The Macomb Group in 2015. And the fact is, we are confident about this year because we are confident in our people!

### Coming from a place of strength

We entered 2014 in what felt like a mini ice age, with record snow, ice, and temperatures often falling as low as 40-degrees below zero. Early in the year, we had 18 separate days when our business stood still.

But once the thaw set in, we really began to get back on track, going at a record pace to keep up with our customers' needs month after month, and finishing 2014 with another record month.

This has teed us up for an exciting 2015. We see a tremendous amount of work in the pipeline (Excuse the pun!) and very positive signs for a general healing of our economy.

### Major projects

This year, we are watching major projects in our area with pride and high expectations. We look forward to supporting contractors working on a brand-new hockey rink in Detroit, an installation I'll call for simplicity an "atom smasher" at Michigan State University, and an additional bridge to Canada over the Detroit River.

Projects such as the Detroit River bridge will give us a huge opportunity to provide the high quality steel and pipe supplies contractors will need. It is, of course, a government-sponsored project, underlining our continued interest and involvement in services to government agencies through our GSA contract (<http://www.macombgroup.com/gsa-information>).

We are also glad to be part of the recovery and expansion of private industry, including the oil and gas industry, which we are now serving through our West Penn location in Pennsylvania ([http://www.updatefrom.com/macomb/1405/macomb\\_news.asp](http://www.updatefrom.com/macomb/1405/macomb_news.asp)). Even though oil prices are currently low, those organizations are prepared to serve customers into the future, and we're prepared to serve them.

I think one of the most exciting upswings we're seeing is the continuing healing of our auto-based economy here in the Midwest, specifically in Detroit. We're glad to be part of the local recovery and proudly support the contractors who are strengthening our local communities.



### **Looking up for the long term**

The long-term outlook for Macomb and our customers remains extremely positive. The company is firing on all cylinders and we continue to be opportunistically acquisitive, seeking strategic opportunities to further expand. Even now, we have some prospects in our pipeline that should continue to help us provide better service to our growing customer base.

In 2015, The Macomb Group expects to grow 10 to 15%. Can we do it? As I said at the outset, it's our people who make this happen. We depend on them and are greatly appreciative of what they do to make Macomb the successful company it is today.

And what does this mean to our customers? As we grow and thrive, we're always looking for better ways to serve you. And just as we rely on our people to ensure the health of OUR company, you can rely on them for the health of YOUR company.

You can be assured that your projects are in good hands!

Whatever your project is, Macomb will help you get it done on time, on budget. Contact the experts at The Macomb Group by email at [info@macombgroup.com](mailto:info@macombgroup.com) or by phone at 888-756-4110. For a complete list of Macomb Group Locations and Numbers, visit our website.



## Solution Spotlight

# 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.

A prepared, experienced contractor can help your business take on large-scale contracts. Contact R.L. Bondy at 248-547-8616 or by email.



## Did You Know

# 'Family' Culture Makes Macomb Feel Like Home

The PVF industry is one place where you can make a lifelong career — everyone needs these products, and there is always a demand for reliable suppliers. But a PVF company still requires the right people and the right leadership to be successful.

That's why we're pleased to welcome seasoned industry professional Doug Wojay to our Plumbing Division Inside Sales team. He's been in the business for 34 years, building up the sort of breadth and depth of expertise Macomb is renowned for.

Doug says he has admired Macomb from the ranks of competitors over those decades. Wherever he was in his career, he always took note of how The Macomb Group seems to thrive — even during times of adversity.

"There have been ups and downs — the slow periods and the upswings, and when I was in the wholesale arena with the competition, I was always astounded how during the recession times and the slow periods Macomb continued to grow," he says.

"It always amazed me how they kept on growing over the years when everyone else was trying to downsize to survive. They were prosperous and buying other companies and growing their company to where it's at today."

Since he started in the business in 1980 — while completing his college education by night — Doug has worked in nearly every area of the PVF business, from warehouse to stocking, counter, sales, and ultimately management.

### Special focus on plumbing

And even though his experience is wide-ranging, he'll bring a special focus to serving the needs of commercial plumbing contractors.

"Macomb has built strength in industrial PVF but to some extent has been missing out on the commercial end, fixture-wise," he observes. "The company wants to get more involved in the commercial side, so the role seemed like a really good fit for me."

In fact, in the few weeks since he joined Macomb, he has renewed many existing contacts on the commercial side, and, with his team of sales people, has already landed several new contracts. At the same time, he is helping Macomb to build and strengthen inventory for customers to ensure quick turnaround and best pricing.

Outside work, Doug enjoys softball, golf, and family time at a lakeside cottage. And because family is important to him, he really appreciates the family feel at Macomb — the culture of treating each other and our customers well.



He gained first-hand experience of our culture after telling a colleague about his mother, who had suffered a stroke. Not long after, that colleague sent a gift for his mother and offered Doug his prayers and personal support for them both.

"I've only been there for a little over a month and this guy is already doing good, showing me what kind of person he is," he says. "It took me aback and I do appreciate it. That's the kind of place this is."

Welcome, Doug!

Can Doug help your commercial contracting company with your plumbing needs? Contact him through our main office by email at [info@macombgroup.com](mailto:info@macombgroup.com) or by phone at 888-756-4110.



## Chuck's Quick Tip

# How to Get the Right Actuator the First Time

Are you looking to purchase a new actuated valve? The Macomb Group instrumentation division is here to help. We'll take the time to learn about your specific application, then recommend best, most cost-effective solution.

The experts at Macomb can adapt a new actuator to your existing valve or a new valve to your existing actuator. In addition, we can make all types of valve assemblies to adapt to your application, whether it's a high temp/high pressure application, three-way diverting valve for a heating or cooling loop, or any of 1000 other applications.

We'll start by getting the right information from you. We have developed a questionnaire that helps you know what information we need and allows us to provide the best solution for your specific application.

Please download the questionnaire here: <https://macomb.updatesfrom.com/wp-content/uploads/sites/31/2015/01/MACOMB-VALVE-ACTUATION-QUESTIONNAIRE.pdf>

Then, give the Macomb Group a call to get a quote on your application today.

Do you already know what you need? Visit our website (<http://www.macombgroup.com/products/steam>) to see our products, then 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. Find a complete list of Macomb Group Locations and Numbers here (<http://www.macombgroup.com/locations>).



Flowtek 4-way ball valve with air torque and VRC positioner.

**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!***

