



# The Macomb Pipeline

Volume 4, 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

### Curb Chaos When You Know Who To Count On

Picking up the ball when it's dropped by a competitor and turning a potential disaster into a critical success ... it's all part of the Macomb service. **(Page 2)**



## Macomb News

### Is It a "One-Stop Shop" OR a Specialty Shop?

With The Macomb Group, it's both! Discover the range of services our Specialty Divisions offer to support your entire job. **(Page 4)**



## Solution Spotlight

### Oil Industry Pipeline Inventory On Tap

Painstaking research of industry needs and a big investment in specialized parts ensures Macomb meets the exacting and time-critical needs of the oil and gas industry. **(Page 7)**



## Did You Know

### The Key to Maintenance Free

The revolutionary Pestan polypropylene piping system saves time, money, and hassle in a wide range of piping applications — and it's now available through Macomb. **(Page 9)**



## Chuck's Quick Tip

### Boost Steam System Efficiency with the Right Air Venting Solution

Excess air in steam systems can seriously impair heat transfer. Do you have proper air venting in place? **(Page 11)**



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SANITARY PIPING PRODUCTS • HOSE ASSEMBLIES • FIRE PROTECTION • AWWA

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OR VISIT ONE OF OUR 16 LOCATIONS  
[www.macombgroup.com](http://www.macombgroup.com)

## Success Story

# Curb Chaos When You Know Who To Count On

Even when you've planned every step of a project, something can still go wrong. Just think about the insurance company commercials that star "Mayhem." Those spots are entertaining — until you face a real emergency. Chaos and disruption are part of life. We can try to avoid them, but there is always a chance that something will go wrong with our plans.

In the oil industry, every project is structured to avoid this kind of turmoil. Pipeline expansion and maintenance projects are critical investments. Downtime costs are high and production **MUST** resume on schedule. That's why pipeline projects are planned in minute detail — down to the last bolt.



Macomb delivered the ball valve the petrol company needed to avoid extended downtime.

And it's why it is essential to know where to turn when chaos threatens your plans.

### **A missed item on the checklist**

A major petroleum company faced potential chaos when a supplier failed to deliver a critical part during a planned shutdown. The company was in the middle of a major pipeline expansion project that included the installation of several new compressor stations.

And the missing component wasn't just a bolt, either. It was a ball valve with a flow coefficient (Cv) of 93,993 at 2,220 psi and weighing around 20,000 pounds. Because these valves aren't typically "off-the-shelf" items, project planners had allowed plenty of lead time to secure it.

Dennis Roberts, Macomb's General Manager Northeast Operations, says that was when the company called The Macomb Group, "They were in the testing stage for a lot of the components and needed to get the material that had been ordered several weeks earlier. Things basically came down to a point when they were needed the very next day."

### **Record time**

The approaching Christmas holiday added extra urgency, but when the deadline for delivery arrived, the ball valve didn't. The original supplier had dropped the ball (excuse the pun!), overlooking the giant valve; in response to the problem, the supplier quoted a new delivery time — 30 days out.

Under extreme pressure, the petroleum company contacted Macomb, not just about the ball valve but also other items needed for the job.

"They needed everything urgently and we had a lot of it in stock because we maintain a great inventory," says Dennis. "The rest we expedited by making phone calls."

Even then, locating and delivering the ball valve was going to be a tall order at the best of times. Within a

couple of hours, the Macomb team had located a source in Houston, Texas, and set the wheels in motion to ship and actuate the valve in a record 10 days.

“Being honest, most of the people in our industry would have said ‘No, we can’t do that.’ But responding to this kind of urgency is a situation we’re accustomed to,” Dennis says.

Macomb had drivers on standby in Houston to collect and deliver the valve for actuation over the Christmas break and saved the day for the petroleum company which would have faced huge costs for any delay.

The outcome demonstrated how Macomb’s whole environment is geared towards a professional service that enables a fast turnaround.

Ready to handle chaos when it happens; always working to prevent it from happening in the first place! The Macomb Group is the go-to partner for any piping project. Contact us by email at **info@macombgroup.com** or by phone at 888-756-4110. For a complete list of Macomb Group locations and numbers, visit our website: **www.macombgroup.com/locations**

## Macomb News

# Is It a “One-Stop Shop” OR a Specialty Shop?

When you need a specialized part, material, or service, you go to a provider who has expertise in that area so you can be sure you'll get exactly what you need. Then, you look for a specialist for the next part of your job.

What if one supplier could provide the expertise you need — for all parts of your job?

At The Macomb Group, our Specialty Divisions bring you experts with highly specialized knowledge. In addition, they are all a part of our connected organization, so they can quickly bring you creative and accurate solutions for every step in your contracting projects.



Just take a look at the amazing diversity of services you can get!

### **Oil and Gas Division** ([macombgroup.com/capabilities/petroleum-division](http://macombgroup.com/capabilities/petroleum-division))

The biggest challenge for petroleum producers is immediate availability of materials, so we've invested in making sure we have large inventory of PVF that's specifically suited for petroleum industry requirements, including large pipe and pipe and fittings that will handle pressures of 150 to 900 pounds. Having this inventory means we can ensure on-time delivery of the right materials, and compliance for any application or project.

Our team members are highly trained and knowledgeable. They are not just there to pick parts, but truly understand the requirements of oil and gas industry applications and can make recommendations to ensure correct product selection.

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### **IAP/AWWA Division** ([macombgroup.com/capabilities/waste-water-treatment](http://macombgroup.com/capabilities/waste-water-treatment))

The AWWA Division specializes in ductile iron pipe and valve solutions. We have 29 years of experience in the ductile iron pipe and valve industry and are backed by an engineering group that is unequalled in the industry. This means we can help customers with their most challenging pipe problems!

#### **Contacts:**

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### **Hose Division** ([macombgroup.com/capabilities/hose-assemblies](http://macombgroup.com/capabilities/hose-assemblies))

The Macomb group Hose Division offers all types of specially fabricated hose for flexible piping solutions. The Hose Division is also responsible for Teflon-lined spool pieces for the chemical and power generation industries.

The Hose Division engineers and delivers innovative solutions for customers' fluid, steam, and air-handling needs. We are dedicated to finding the safest and most economical solutions to flexible piping needs.

Together, the personnel of the hose division have more than 75 years of experience in rubber, chemical, and welded metal hose as well as the PVF industry. We understand our customers' needs and wants when it comes to hose solutions.

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**Valve Automation/Instrument Group** ([macombgroup.com/capabilities/valve-actuation](http://macombgroup.com/capabilities/valve-actuation))

The Macomb Group's Instrumentation specialists perform a wide variety of automation and actuation services. We certify pressure gauges to NIST-traceable standards, and perform pressure gauge and diaphragm seal filling and mounting with our own in-house vacuum chamber. We can supply automated ball and butterfly valves as well as natural gas pressure regulators out of stock.

Our personnel have across-the-board product knowledge for many different brands, so we can offer the best, most economical solution to a customer's particular application. Our ability to take minimal information and turn it into a viable solution for the customer is invaluable, and we provide turnaround solutions quicker than any of the competition.

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Steve Barton — 586-825-6943

**Fire & Fabrication Division** ([macombgroup.com/capabilities/fire-protection-products](http://macombgroup.com/capabilities/fire-protection-products))

Macomb Fire & Fabrication Division offers big pipe fabrication and welding services for fire protection contractors. Our teams operate out of multiple locations and specialize in turning projects around faster than anyone in the industry.

Most construction and service projects are very time sensitive, and the fire protection portion is crucial in getting the certificate of occupancy and the building or business open on time. Macomb Fire takes pride in meeting stringent delivery schedules with no backorders. We deliver a quality fab product, bundled and labeled to the customer's specifications, ready for installation.

All of our welders are certified, and we have state-of-the-art fabrication equipment in multiple fabrication shops, all of which are NFPA certified. Our stock listers all have blueprint reading expertise, so customers can simply send their drawings and trust us to take care of the rest.

Regardless of where your job is located — from Kentucky to the Eastern Seaboard — we can reach you easily; we have three locations that offer welding capabilities, and all our locations offer fabrication capabilities.

All of this, coupled with a knowledgeable, experienced sales staff and a partnership with top-shelf, industry-leading manufacturers of fire protection pipe valves and fittings, equates to a quality fab product and materials delivered to the jobsite.

Let us meet your Fire Protection needs!

**Contact:**

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Contact us 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:  
[www.macombgroup.com/locations](http://www.macombgroup.com/locations)

## Solution Spotlight

# Oil Industry Pipeline Inventory On Tap

Pipe is pipe is pipe, right? Oh, so wrong!

Every industry has different requirements, different application challenges, and different compliance rules to adhere to.

But they have at least one thing in common: the critical need for direct, ready access to the pipe, valves, and fittings they need, when they need them. And the companies that serve them with material supplies are often put to the test — and sometimes found lacking.

Not so with The Macomb Group, a company known for extensive inventory, enabling quick turnaround of orders and precise delivery of materials on time, anywhere.



### Up to speed for oil and gas producers

The oil and gas industry is a powerful case in point. It's a specialist field Macomb entered only recently, and immediately set about securing the inventory the industry needs.

“When we began working with oil and gas companies about 3 years ago, we already had a lot of products in our existing inventory that the oil and gas industry uses — probably accounting for 50% of project needs,” explains Dennis Roberts, General Manager Northeast Operations for Macomb.

To identify and stock the other 50%, Macomb undertook an in-depth analysis of the industry's needs, then committed millions of dollars to building comprehensive inventory.

For a quick introduction to the range of products we offer oil and gas customers, download our line card [here](#).

“There are so many different pipe diameters, sizes, thicknesses, and grades, you really have to be extremely analytical about your approach to supporting this industry,” Dennis adds. “That's what separates Macomb from the rest — we go in and look with a fresh perspective at everything.”

For a quick introduction to the range of products we offer oil and gas customers, download our line card [here](http://goo.gl/EkCWLm): <http://goo.gl/EkCWLm>

### More than just inventory

But inventory isn't the end with Macomb. Being a true one-stop solution for oil and gas industry customers means total support that includes:

- **Ready documentation** — Macomb delivers **mill test reports (MTRs)** with the products it supplies to enable material traceability.

In addition, we cross-check all products to ensure they are on our customers' **Approved Manufacturer Lists (AMLs)** before we provide the product. We provide confirmation of that qualification with delivery of the parts.

- **Specialty divisions** — Beyond piping, Macomb's specialists provide hose, valve actuations, underground services, fire suppression systems, heating and cooling solutions, insulation, and more — and all our divisions can specify, custom create, and deliver to clients' needs.
- **Highly trained and expert employees** — Our personnel don't just match skus. They are knowledgeable about every product and its uses – and will be there to help with selection, decision-making, troubleshooting, and to walk you through processes.

"Our Akron, Cleveland, and Pittsburgh operations are all completely set up to support oil and gas producers, and they all have roughly the same amount of size and capacity," says Dennis. "But we really look at ourselves as one team, not individual branches. One team focused on servicing that oil and gas segment."

The scope of Macomb's commitment shows that a company that is ready with materials and able to support your entire project is more than a supplier. They're a true partner.

What do you need today? With Macomb, you know you'll get it! Contact us 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: [www.macombgroup.com/locations](http://www.macombgroup.com/locations)

## Did You Know? The Key to Maintenance Free

For contractors installing water reclamation and transport systems, finding a way to provide a system that will provide long service in any conditions is a priority. Finding a system that's easy and quick to install is icing on the cake.

Macomb is proud to offer a new, state-of-the-art technology product line that can help with both requirements: pipe from Pestan North America.

Pestan pipe creates virtually maintenance-free piping systems. Made of non-corrosive polypropylene materials that resist expansion and contraction, Pestan products tolerate hot and cold temperature extremes.



Pestan Purple Pipe, available in ½-inch to 4-inch diameters, is an ideal pressure pipe system for the collection and transportation of recycled, reclaimed, and rain water. The smooth inner surface of the piping eliminates buildup of calcium and other sediments. The Purple Pipe can be used in non-pressure applications, such as venting.

Pestan piping also features Mechanical Pipe in the same range of sizes as Purple Pipe. The solid green and green-striped Mechanical Pipe is a multi-layer pipe made of the most advanced polypropylene random copolymer (PP-RCT) material with a unique fiber middle layer.

Pestan Pipe is an economical product that's incredibly easy to install and connect.

How easy? Take a look at this video!

These fibers inhibit expansion and contraction in heating and cooling applications. Furthermore, the pipe absorbs its own stresses and does not require trust blocking when buried.

### Heat fusion: Easy assembly, permanent seals

A crucial feature of the entire Pestan range is the use of heat-fused connections, which provide a solid seal that won't leak. Heat fusion can save up to 50% labor time compared with traditional welding and soldering.

Pestan is a time-proven, reliable product that offers extended life service in multiple applications, and peace of mind for both contractors and end users.

Pestan Pipe is an economical product that's incredibly easy to install and connect.

How easy? **Take a look at this video:**  
<http://tinyurl.com/pestan-demo>

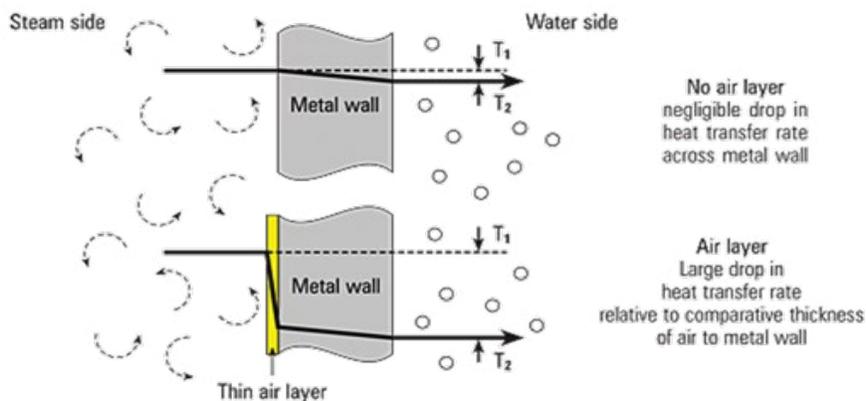
To learn how Pestan pipe can improve your next project, contact your Macomb Group representative by email at [info@macombgroup.com](mailto:info@macombgroup.com) or by phone at 888-756-4110. For a complete list of Macomb Group Locations and Numbers, visit our website: [www.macombgroup.com/locations](http://www.macombgroup.com/locations)

## Chuck's Quick Tip

# Boost Steam System Efficiency with the Right Air Venting Solution

Sometimes, the most powerful forces are the ones we can't see. Take air, for example. Colorless and completely invisible, it exerts constant pressure on everything it touches. It can be as gentle as a spring breeze or as mighty as a hurricane.

In addition, air is widely used as an insulator because of its low conductivity. For example, double-pane glass used in today's windows is simply two layers of glass with an insulating layer of air sandwiched between them.



However, air isn't too helpful in steam systems. Any place air occupies, steam cannot. Air is at a much lower temperature than steam — thus, when air is mixed with steam and flows along with it, pockets of air will remain at the heat exchange surfaces where the steam condenses. Gradually, a thin layer builds up to form an insulating blanket, hindering heat transfer. A film of air on the steam side of a heat transfer surface is resistive to the flow of heat, reducing the rate of heat transfer.

The removal of air from a steam system is essential to its success, but can present a challenge. Air is present within steam pipes and steam equipment at startup. Even if the system is filled with pure steam when it's in use, the condensing steam causes a vacuum and draws air into the pipes at shutdown.

The most efficient means of air venting is with an automatic device. Air mixed with steam lowers the mix temperature. This enables a thermostatic device (based on either the balanced pressure or bimetallic traps) to vent the steam system. An air vent fitted on the steam space of a vessel or at the end of a steam main will open when air is present and close in the presence of steam.

For maximum removal of air, the discharge should be as free as possible. A pipe is often fitted to carry the discharge to a safe location — preferably not a condensate return line, which could restrict the release of air and may also encourage corrosion.

During startup, air will be pushed toward the outlet of the coil where a float and thermostatic trap should be fitted, incorporating a balanced pressure air venting trap. Air typically accumulates near the top of a steam coil

under normal operations, so an additional air vent should be fitted to the top of the coil.

Most modern day steam coils, such as Colmac, can be purchased with a connection for both an air vent and vacuum breaker.

Need a venting solution for your steam system? **Visit our website** to see our products ([www.macombgroup.com/products/steam](http://www.macombgroup.com/products/steam)). 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: [www.macombgroup.com/locations](http://www.macombgroup.com/locations)

***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!***

