



The Macomb Pipeline

Volume 5, 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 OEMs (original equipment manufacturers) 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

Keep Things Cool Under Pressure

When it's no longer made, you can re-create the wheel.
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Macomb News

The Macomb Group's New Website Is Coming Soon!

With easy navigation and search features, an online catalog of 40,000-plus products, and the support of The Macomb Group's legendary customer service, we aim to transform your eCommerce shopping experience.
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Solution Spotlight

Big Pipe, Short Schedule — That's No Problem!

When Bumler Mechanical was awarded a high-profile job with demanding delivery and staging requirements, they knew who to call: The Macomb Group.
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Did You Know

The Macomb Group Is Pumping into the Future

New pump technologies like those from Grundfos deliver dramatic energy savings. The Macomb Group is working to promote rebate programs that will encourage adoption of more efficient pumps.
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Chuck's Quick Tip

Can I Use Tankless Water Heaters if I Have Hard Water?

Hard water shouldn't stop you from enjoying the advantages of a tankless water heater system. Learn how to reduce scale buildup.
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Success Story Keep Things Cool Under Pressure

Equipment maintenance and replacement is a normal part of any industrial operation. But when an essential part is no longer available, that routine upkeep becomes a critical, time-sensitive problem.

The DTE Energy plant in Monroe, Michigan, faced just such an issue when it needed a replacement bearing sleeve for a fan that is central to the plant's cooling operations. The original bearing sleeve was made by Allis-Chalmers in 1967, and that company has long since stopped making the part.



Reverse-engineered bearing sleeve

DTE Energy's Sheri Kominek began looking for another source for the part. However, she was quickly frustrated. The bearing sleeve is a large, intricate part that is now supplied only on a one-off basis, and the bearing suppliers she contacted couldn't come up with someone to make a replacement.

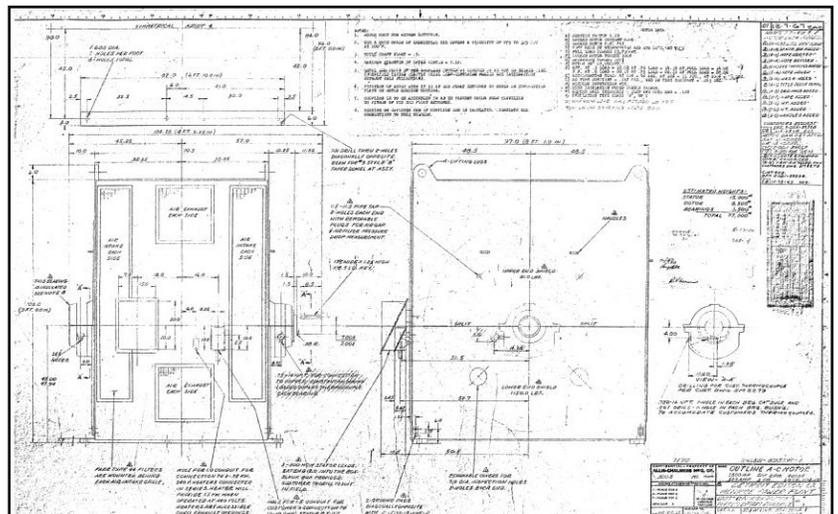
If this part couldn't be supplied, the entire fan and bearing unit would have to be replaced, costing the plant considerable money, effort — and weeks of downtime. The plant couldn't afford such a shutdown.

Steps to the right providers

Fortunately, Sheri works with The Macomb Group all the time and knows we can find solutions when there seem to be no alternatives. When she called us to find an option, The Macomb Group was happy to jump in and find a solution.

The Macomb Group went to work and called a couple of companies that are good at reverse engineering highly specialized parts. The Macomb team was able to find one partner, BCP in Pennsylvania, that thought they could make the part.

BCP Sales Representative Bonnie Weber looked at the engineering drawings and part information that Chuck sent and was fairly certain they could do the job. To be sure, BCP requested that we ship the only sample sleeve that DTE had so they could complete detailed measurements and confirm that they



Original part specification for the Allis-Chalmers bearing sleeve.
(View Larger: <https://goo.gl/HaiEIU>) - STOCK 100035022
BEARING,SLEEVE,7.0000 IN ID,12.0000 IN OD,13.0000 IN
WD,MACHINED PLUS MINUS 0.001 IN 3.1250IN/2.8750 IN
ALLIS-CHALMERS PART 05-417-130-50

had a source for casting the two halves that make up the bearing sleeve. BCP also worked for about a month to find a company that could do the intricate machining once the parts had been forged.

Fortunately, Sheri and DTE are proactive in their maintenance, so they could allow for the lead time needed to get the correct part. In the end, The Macomb Group was able to take care of what seemed to be an impossible task, saving DTE Energy from a costly and disruptive shutdown.

When you need a supplier you can rely on at every stage of your project, contact the experts at The Macomb Group. You can reach us by email at info@macombgroup.com or by phone at 888-756-4110. For a complete list of The Macomb Group locations and numbers, visit our website: www.macombgroup.com/locations



Product Spotlight

The Macomb Group's New Website Is Coming Soon!

When you visit a company's website, what do you expect to see? More to the point, how often are you frustrated by what you don't see or your inability to find something specific?

You want information about the company, its products and services, and why you should do business with them. But you also might expect to be able to buy directly from a site. However, although eCommerce is common for consumer products, the same can't be said for many business-to-business (B2B) websites, especially those providing wholesale distribution.

We've tackled this issue head-on at The Macomb Group with a comprehensive new website due to launch soon. And we're sure it will transform your online product-sourcing experience.

eCommerce for contractors? Yes!
Forget any preconceptions you might have about eCommerce in the pipe, valves, and fittings business.

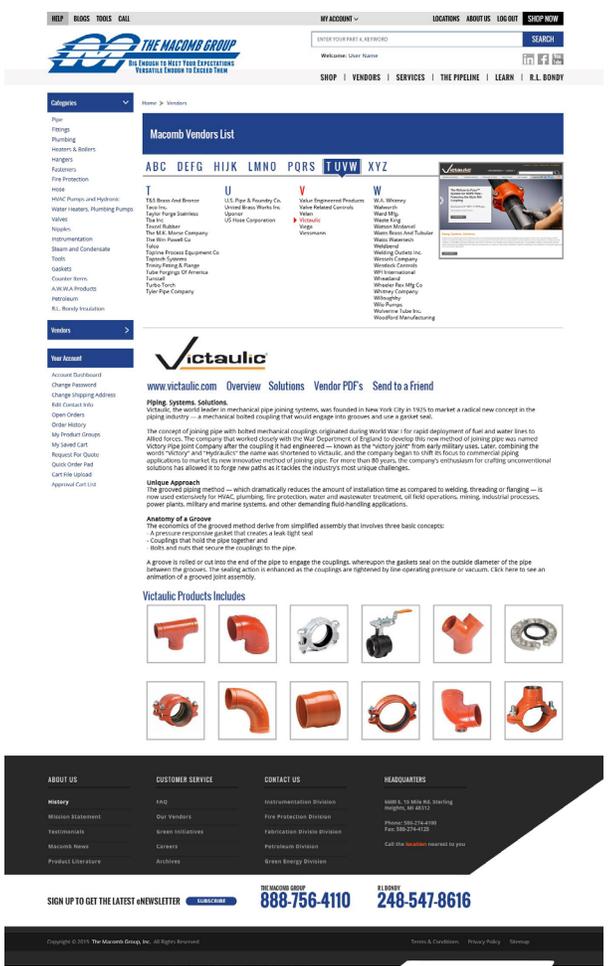
Many companies in our space don't even have an eCommerce offering. And if they do, they often have incomplete product listings and limited traceability. Big industrial sites may offer a better sourcing and shopping experience, but they simply can't handle the unique B2B relationships and great support service that customers expect from The Macomb Group.

Guiding principle

The guiding principle in developing our new website has been to provide the seamless, full-service experience you expect from The Macomb Group. Our goal is to augment and enhance the great customer service we already provide with a leading-edge eCommerce solution that delivers the same best-in-class standards.

The new, easy-to-navigate site will include:

- A fully searchable catalog across 15 categories, mapped behind the scenes with tags and keywords that ensure you always find the products you're looking for
- Detailed information for more than 40,000 products, including images, short and long descriptions, specification sheets, referencing manufacturer, UPCs, plus The Macomb Group and your company's part numbers



- The ability to filter searches for specific attributes such as brand, size, material, and domestic or import manufacturer
- Instant information about availability, lead times, unit cost, and multiple costs, along with the ability to order from assigned job pricing — and then track your order

The site includes improved vendor and location pages, has been designed to be responsive to any access point you use — desktop or mobile — and has been specifically optimized for tablets and other mobile devices.

Total online solution

The new site will also offer real-time integration with our internal enterprise resource planning system, so we can make sure your order is directly linked with The Macomb Group's customer account management service.

In other words, this is a total online eCommerce solution built on our established quality of service. You'll be able to get the information you want and place the orders you need faster and more efficiently than ever — but with the full, person-to-person support and backup you expect from The Macomb Group.

Our new site isn't just a face-lift. It's a comprehensive redesign aimed at making it easier for *you* to do business with us.

Watch for the launch of the new site in early 2016!

Solution Spotlight

Big Pipe, Short Schedule — That's No Problem!

Bumler Mechanical is a contractor that maintains a strong track record of getting jobs done right. After it had successfully completed a building project for Bosch in Plymouth, Michigan, Bosch's owners and general contractors knew that Bumler Mechanical was the best choice to accomplish the second phase of the Bosch Office and Renovation project.

When Bumler Mechanical was awarded the job, the project leaders knew the key to this job was going to be logistics; they needed to coordinate deliveries to their own fabrication shop *and* deliveries of the prefabricated materials to the job site.



Teaming up to make a well-oiled delivery machine

For the job, Bumler Mechanical selected The Macomb Group to deliver 20-inch and down-grooved steel pipe. They chose Victaulic to provide the grooved mechanical couplings and fittings because Victaulic's Advanced Grooving System provides high reliability and ease of installation and is readily available in the sizes they needed.

Grooving the large, odd pipe was a non-issue because Bumler Mechanical and The Macomb Group both have state-of-the-art grooving capabilities.

The biggest challenge in the job was the delivery schedule; it was tight, and because the job started early in the spring, there was a strong possibility that Mother Nature could throw a curveball into the mix. Weather could affect concrete pours, wall erection, and new-area heating, so delivery of piping had to be carefully monitored and all parties had to be responsive to sudden changes in the requirements.

Working with Field Superintendant Bob Griffith, Project Manager Steve Baldwin, and Fabrication Shop Foreman John Griffith, along with Lars Helminen from Victaulic, we were able to keep a continuous flow of both grooved-pipe and Victaulic fittings flowing into Bumler's fabrication shop. Then, we utilized our fleet of semitrucks and flatbeds to coordinate the pickup and delivery of fabricated material to the job site for installation.

One more kink in the works

As any contractor knows, jobs these days rarely go exactly as they are drawn on the blueprint. In this case, a design change mandated that a portion of 4-inch pipe be rerouted — placing it directly over a computer room.

The Macomb Group had the answer. Working with Ipex, we were able to come up with a double containment system that was completely prefabricated with all the elbows and offsets completed — so all the customer had to do was bolt it in place.

Bumler chose the right partner. Because The Macomb Group has a diverse product offering, our team was able to come up with the solution and deliver it without missing a beat.

We are proud of our relationship with Bumler Mechanical. For them, and for all our customers, we commit to doing what it takes to keep every project on track.

Are you facing a big, complex project? Let's get it taken care of. Contact the experts at The Macomb Group by email at info@macombgroup.com or by phone at 888-756-4110. For a complete list of The Macomb Group locations and numbers, visit our website: www.macombgroup.com/locations

Did You Know?

The Macomb Group Is Pumping into the Future

The Macomb Group strives to be on the cutting edge of engineered products. Teaming up with a revolutionary company like Grundfos puts us ahead of the game.

Grundfos (<http://goo.gl/iarQqW>) is a privately owned company that can never be sold or traded. This allows the company's owners to steer the ship. The direction in which Grundfos is headed is very clear. Approximately 5% of company revenue is directed toward research and development. This is an ownership-driven requirement year after year, regardless of sales. This proactive investment keeps them a step ahead of the competition.



Electro-commutated motor (ECM) technology plus “smart” pump technology equals energy savings

Electro-commutated technology has been around for several years now, but we have only recently started seeing real adoption of it. The customers who have it know its value: Out of the box, an ECM circulator will yield the same flow rate as a traditional induction-type circulator while consuming 50% less energy.

When this innovation is tied in with smart technology like the Grundfos MAGNA and ALPHA pumps, energy savings is huge. Smart pumps have built-in variable frequency drives to ramp down speeds. As the valves in the different system sections open or close with rising or falling demand, these pumps automatically ramp up or down to meet the load.

Smart pumps also have an integrated logic board to “learn” the system’s usage patterns. With the data they collect, the pumps automatically adjust further to boost the standard 50% energy savings into the 60-80% range. Customers can choose from a range of different modes to operate in for optional efficiency. Would you like to know more?

Energy companies are on board with Grundfos

The Macomb Group has been working with Grundfos to show these savings in real, local applications. A prime example is a solution in place at Ferris State University in Grand Rapids, Michigan.

We did an energy audit on an existing constant speed pump. We then replaced that pump with a Grundfos MAGNA with the same capacities. After we recalculated the energy usage, we found a 61% savings. The chart on the next page shows the results.

If you look at the life cycle of the pumps, represented in the bars, you will see shown in blue the initial cost: only 5% of the total cost of ownership.

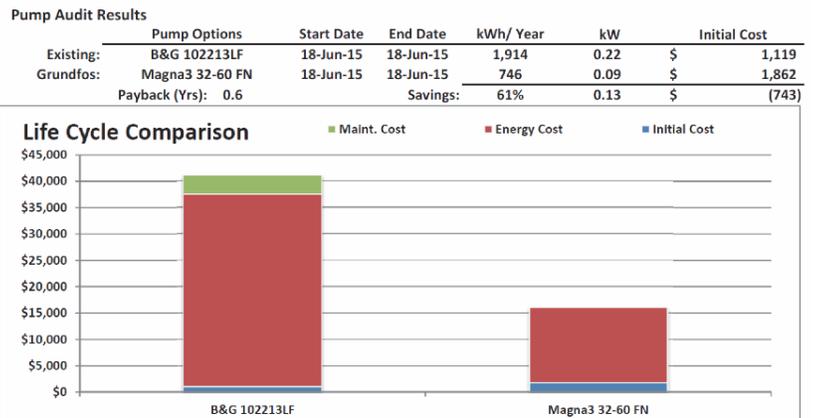
You will also notice that the MAGNA has no maintenance cost (the green section of the bar) built into the life cycle. This is because Grundfos MAGNA and ALPHA pumps have no mechanical seals. They have a “wet rotor

design” that saves the maintenance team both time and money.

Auditing pays

The Macomb Group and Grundfos have used audits across the state of Michigan to successfully prove large savings time and again.

Why go through the whole audit process? We are not just providing proof of return on investment to our customers; we are educating energy companies about the large-kilowatt savings Grundfos can bring to the table.



This education effort is important because companies like DTE Energy and Consumers Energy are looking to lower power output to meet new emissions laws. With energy savings of this magnitude applied to pumps across the state, energy companies and their customers can realize *megawatts* in savings.

Because of this direct benefit, we are working with energy companies to make the ALPHA and MAGNA pumps *proscriptive*. This means that when you buy one of these pumps, you will be reimbursed a good percentage of the cost without much paperwork.

This program has already been established in Minnesota. For every ALPHA pump you purchase, you’ll be reimbursed around \$100. For every MAGNA pump you purchase, you’ll be reimbursed between \$300 and \$350. We are close to getting to this program running in Michigan and may see it as soon as early 2016.

Stay tuned and contact your Macomb Group representative for details and updates.

Regardless of your challenge or application, The Macomb Group has a solution. Visit our website to see our products: www.macombgroup.com/products. Place your order and consider it done! Still have questions? Contact us by email at info@macombgroup.com or by phone at 888-756-4110. Find a complete list of The Macomb Group locations and numbers at www.macombgroup.com/locations.

Chuck's Quick Tip

Can I Use Tankless Water Heaters if I Have Hard Water?

The Macomb Group understands the importance of choosing the right engineered equipment. For commercial or residential applications, going to a tankless water heater can be the perfect solution. But can you use them in areas where hard water is the norm?

Takagi's durable design incorporates true long life. All aspects of Takagi tankless units are designed to add durability and reliability. Although many heaters are currently working well without water treatment, we recommend that customers in areas with hard water protect the unit's lifespan and extend the time between servicing.

This can be accomplished several ways.

To reduce scale in areas with hard water:

- Install a water softener before installing the tankless unit.
- Install a water treatment device before the tankless unit.

In areas with exceptionally hard water:

- The heat exchanger inside the unit may require periodic flushing to remove scale.
- Keeping temperatures just a little lower helps prevent scale buildup.
- A vinegar-like solution can be run through the unit to clean out any scale buildup.

Less scale and minerals in tankless water heaters

The minerals that are responsible for hard water deposits tend to precipitate out of water when subjected to high heat for a long period of time. This is the exact condition found in typical tank-type water heaters.



Visit our website to see our products: 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 or by phone at 888-756-4110. Find a complete list of The Macomb Group locations and numbers here: www.macombgroup.com/locations

Those conditions do not exist in a tankless water heater, so mineral buildup is minimized. Further, there is no low-pressure water storage in a tankless water heater, so most minerals, sediments, and other debris easily pass through the unit with the water flow, rather than accumulating.

Want to learn more? Watch this video: <https://youtu.be/KFyc-xBiThQ> to learn how to flush your tankless

water heater.

Also, read The Tankless Advantage: <http://www.takagi.com/why-tankless.aspx>

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!***

