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Anacostia and Pacific Co.'s Pacific Harbor Line serves the largest port system in North America.

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National Wrecking Co. makes demolition a family affair.

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PLUS Operators continue to ponder how to effectively repurpose energy.

Creating the Game

Conco Systems dominates the tube-cleaning industry it invented almost 90 years ago by continually striving to meet its customers' needs. *by Brian Salgado*

Like Xerox is synonymous with copy machines, Conco is synonymous with industrial tube cleaning. The company created the mechanical tube cleaning industry when it developed and patented the first offline mechanical tube cleaner in 1923. The company remains a world leader in condenser and heat exchanger tube cleaning, leak detection and non-destructive testing

through its uniquely integrated platform of products and services.

"We created the mechanical tube cleaner industry, and we have never rested on our laurels," Marketing Manager Eric Fayard says. "While other companies offer a few off-the-shelf tube cleaner designs, Conco continued to develop its new cleaners over the past 90 years to meet its customers' site-specific needs."

The company's early success was through the use of its own Conco

Cleaner, the first spring-loaded metal tube cleaner brought to market designed to remove accumulated deposits found within condenser tubes at power

Conco Systems

www.concosystems.com

2011 revenues: \$30 million

Headquarters: Verona, Pa.

Employees: 220

Specialty: Industrial tube services

Eric Fayard, marketing manager:

"We made the industry we are now leading."

Conco Systems developed the first offline mechanical tube cleaner in 1923, and the company has led the market for tube services ever since then, it says.





plants. The design was simple, safe and effective, and it revolutionized the process of condenser cleaning to its current form today.

In addition to leading the industry in mechanical tube cleaners, Conco offers a wide variety of cleaning methods including its newest technology, NitroLance™, which utilizes high-pressure liquid nitrogen to remove deposits from industrial heat exchang-

ers. The technology produces no secondary waste streams and is incredibly effective and fast. In addition to its effectiveness, the zero secondary waste stream benefit provides an eco-friendly solution to the current problem of what to do with millions of gallons of wastewater produced during heat exchanger cleanings using traditional water-based methods.

“Typically, a water-based method to

clean a rotary air preheater at a fossil-fueled power plant can generate between 3 million to 5 million gallons of wastewater that has to be collected and properly disposed,” Fayard says.

Quality Control

Along with serving as a world leader in tube-cleaning research and development, Conco Systems also manufactures most of the equipment used to deliver its applications in-house. Its manufacturing facility, located in Verona, Pa., is just a few miles from the company’s corporate headquarters and nondestructive testing offices.

In addition to these facilities in the Pittsburgh area, the company also has full-service locations across North America, as well as offices in Europe and Asia Pacific to provide global coverage to their customers.

Improving the World

According to President Greg Saxon, Conco Systems’ products and services don’t just improve its customers’ facilities; Conco’s operations also help decrease its clients’ overall carbon footprints, which helps save the environment one customer at a time.

“We make a contribution to make the world a better place while helping companies achieve better results while reducing their carbon footprints,” Saxon says. ○



Latest Mission

With the addition of air-cooled condenser cleaning and waterless cleaning technologies, Conco Systems has come a long way from its original operation of tube cleaning services. The company touts its “Conco Total Performance,” which is defined by its mission statement:

“Conco enables power plants, refineries and industrial production facilities to improve profitability, productivity and reliability through a uniquely integrated platform of products and services for condensers and heat exchangers.”



CONCO Means Total

Condenser Performance



Improving condenser performance is only the beginning...

As the world leader in condenser tube maintenance, Conco has developed the **Total Performance** platform – a unique combination of services to provide a comprehensive and effective cleaning solution.

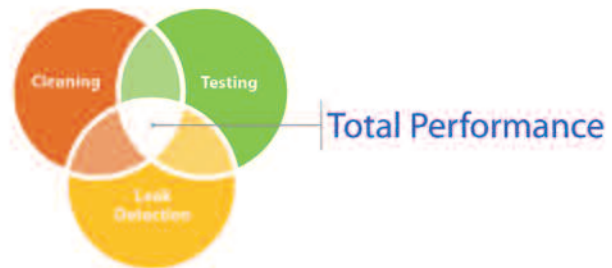
Tube Cleaning



Nondestructive
Testing



Leak Detection



With **Total Performance**, you can anticipate problems and keep your condenser tubes at optimum efficiency – improving productivity, profitability and reliability. The three part process identifies the status of condenser tubes, detects equipment fatigue that can cause inefficiency, and cleans the tubes to improve flow and heat conduction. Together, Conco's Total Performance platform can increase efficiency by as much as 4%.

Contact Conco today for your **Total Performance** Audit.



1-800-345-3476
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