



CONCO SERVICES CORP.

Emerging Trends in Heat Exchanger
Cleaning Improves Safety and
Reduces Wastewater



Shooting



Drilling



Brushing





Who We Are

For over 90 years Conco has designed and developed heat exchanger tube cleaners that have set standards for many industries including:

- Power Generation
- Chemical, Petrochemical and Refineries
- Food and Drug
- Pulp and Paper
- Primary Metals
- Manufacturing



Who We Are

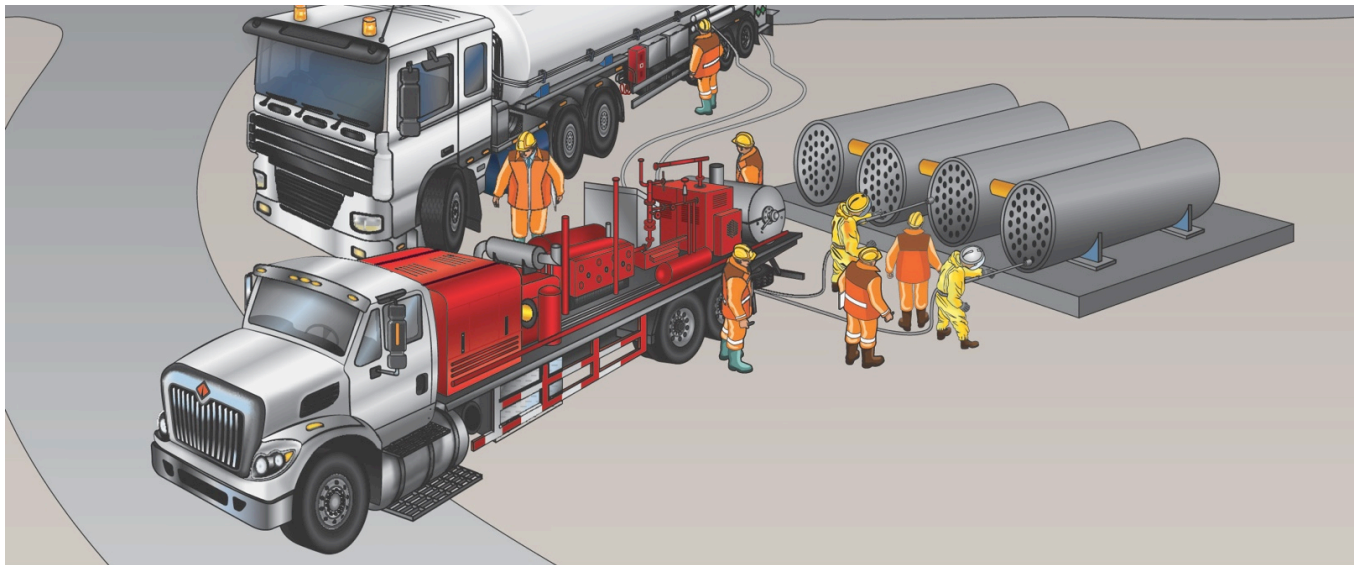
Our tube cleaning technology uses custom sized pigs, drill bits and brushes, and safe low pressure water to thoroughly clean heat exchangers of all shapes and sizes while:

- Maximizing safety
- Minimizing impact to the environment



Current Cleaning Standard

In the Chemical Processing Industry, cleaning has long been performed utilizing high pressure water at up to 40,000 PSI.





Current Cleaning Standard

While popular, waterblasting poses a serious safety hazard, including risk of death.

It also creates a large volume of wastewater which must be contained and treated. A problem for both the environment and your bottom line.



Current Cleaning Standard

While water blasting at high pressures may be necessary for certain applications, it is not the ideal cleaning method for all applications.



Current Cleaning Standard

It is like a



on a



The perfect tool for a particular job...
but is not the only tool in your toolbox.



You Need Options

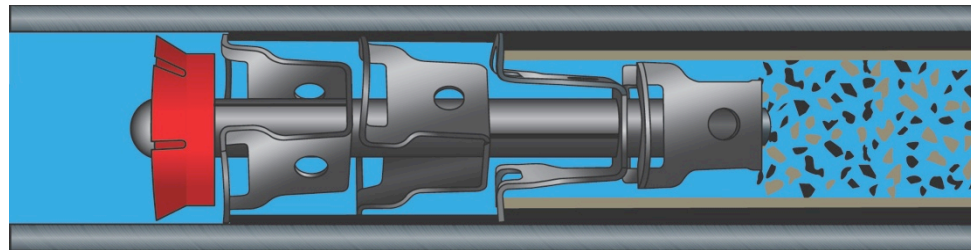


Low Pressure Mechanical Tube Cleaning



Emerging Trends

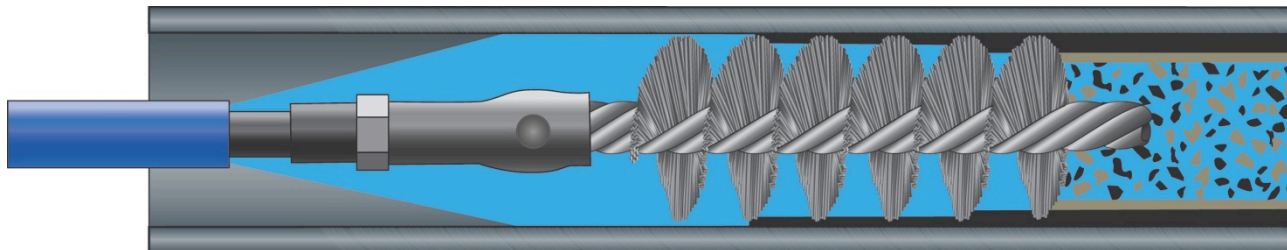
An emerging trend already considered to be a best practice in some of the world's most renowned industrial plants focuses on mechanical tube cleaners (or pigs) propelled by low pressure water to remove deposits.





Emerging Trends

Other methods gaining popularity include rotary cleaning where a bit or brush is spun on a rigid or flexible shaft with a low pressure water flush to remove deposits.





Emerging Trends

While both the shooting and the rotary tube cleaning methods increase safety by utilizing low pressure water, they also use far less water over the course of the cleaning operation.

With less water to contain and treat, these low pressure methods are better for the environment and for your bottom line.



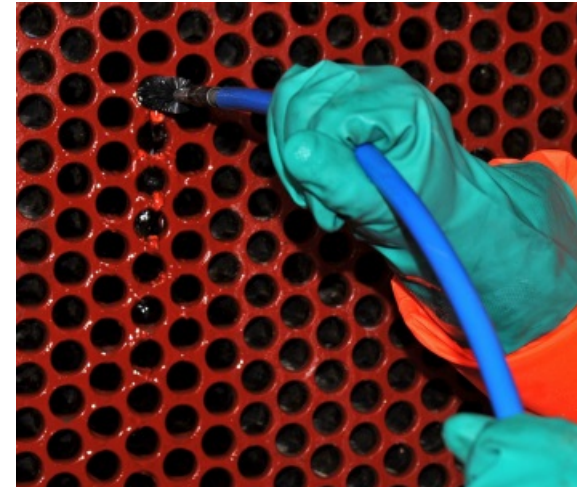
Options for Shell and Tube



Low Pressure Mechanical Tube Cleaning



Low Pressure Mechanical Tube Cleaning





Advantages



Safety



Environmental



Performance



Speed



Safety



<600 PSI v. 10,000-40,000 PSI

Low Pressure Reduces Risk

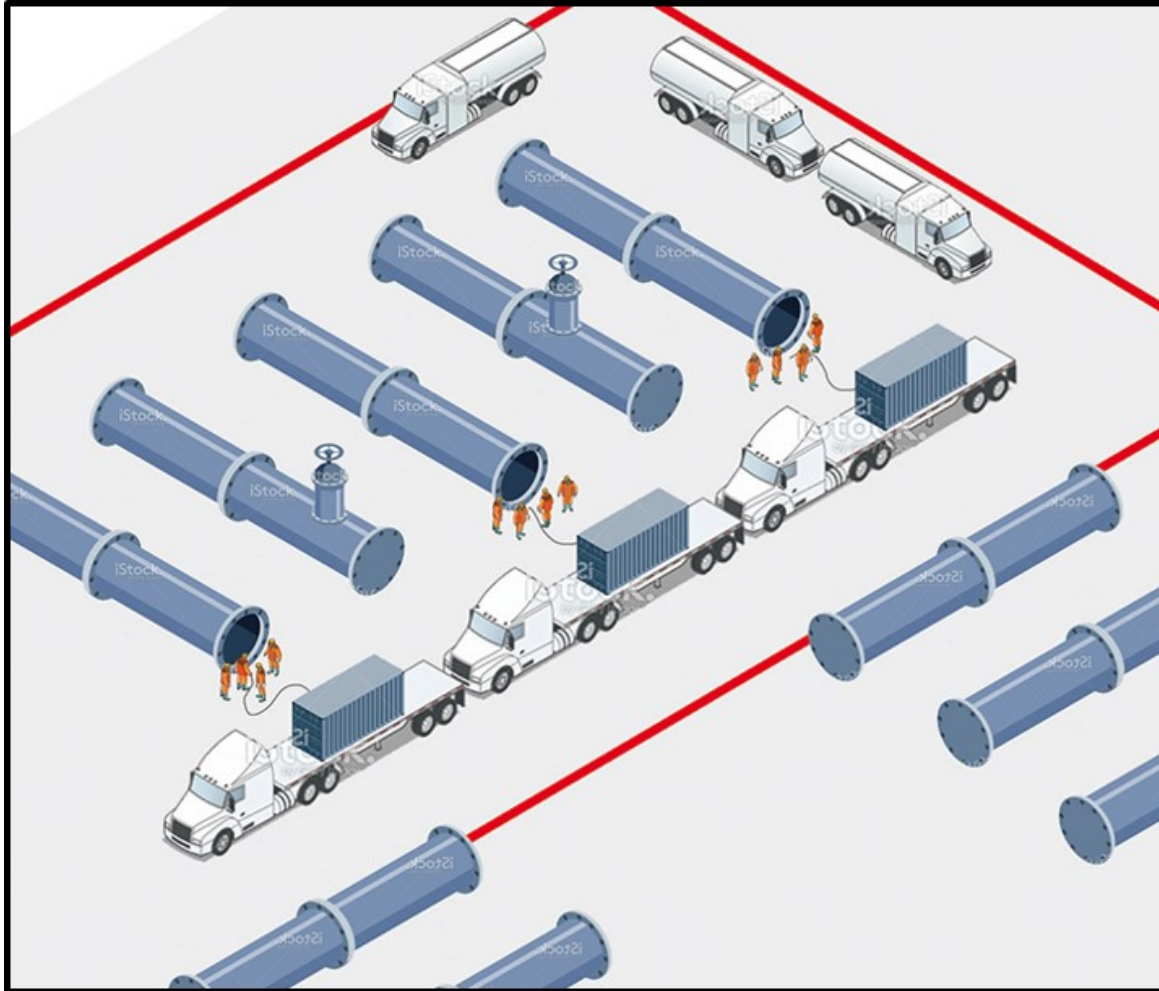
Smaller Safety Zone

Clean in Place

Smaller Crew Size



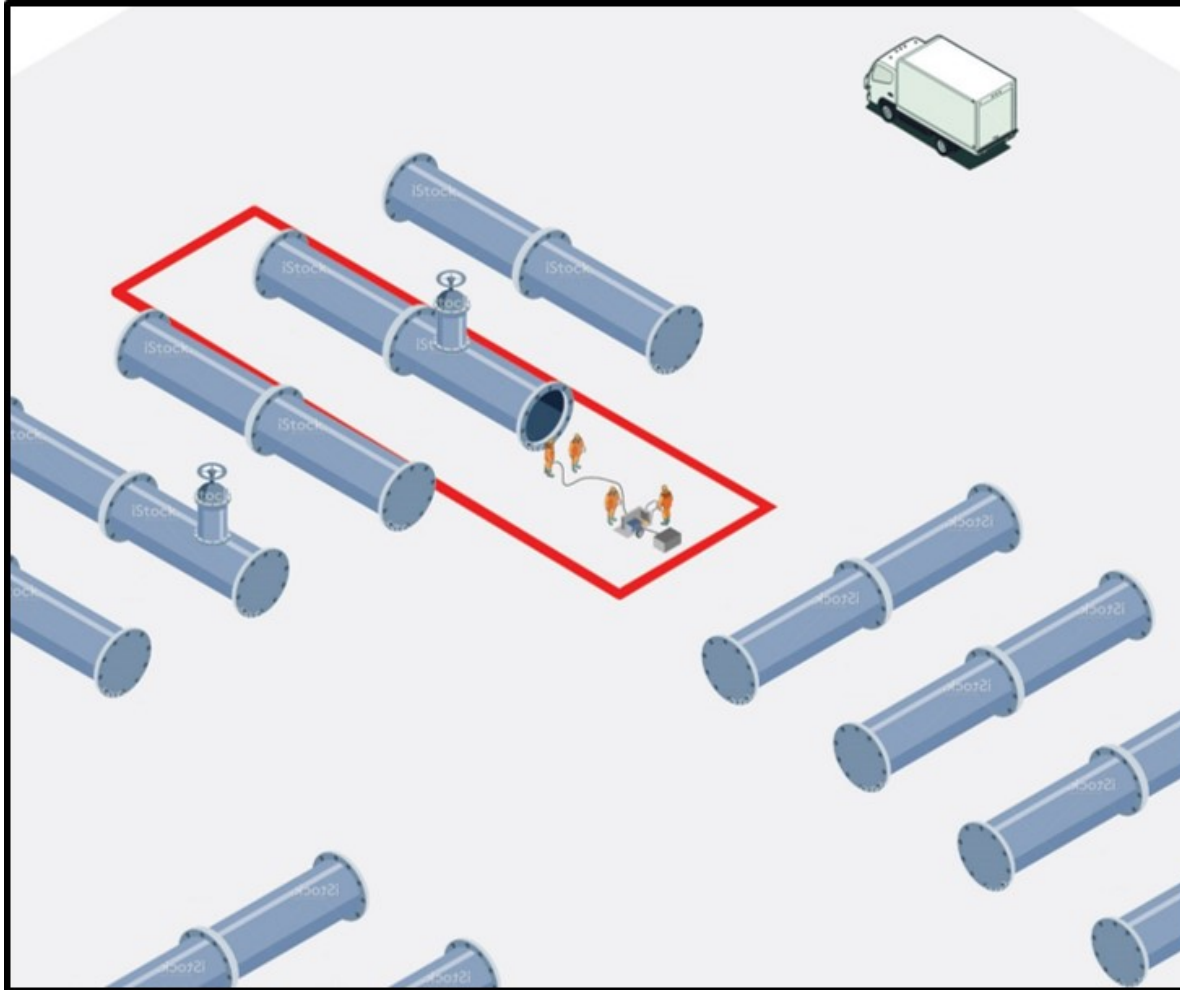
Safety



Low Pressure Mechanical Tube Cleaning



Safety



Low Pressure Mechanical Tube Cleaning



Environmental



Use Less Water

8,750 gallons vs. 193,500 gallons

Based on 5,000 tube exchanger using high-pressure water blasting



Performance



End to End & Around the Bend

Probe Ready – Reduce Re-cleaning
Less Frequent Cleanings
Efficient Heat Transfer



Performance



Low Pressure Mechanical Tube Cleaning



Speed



Takes Less Time

70% less – hours vs shifts

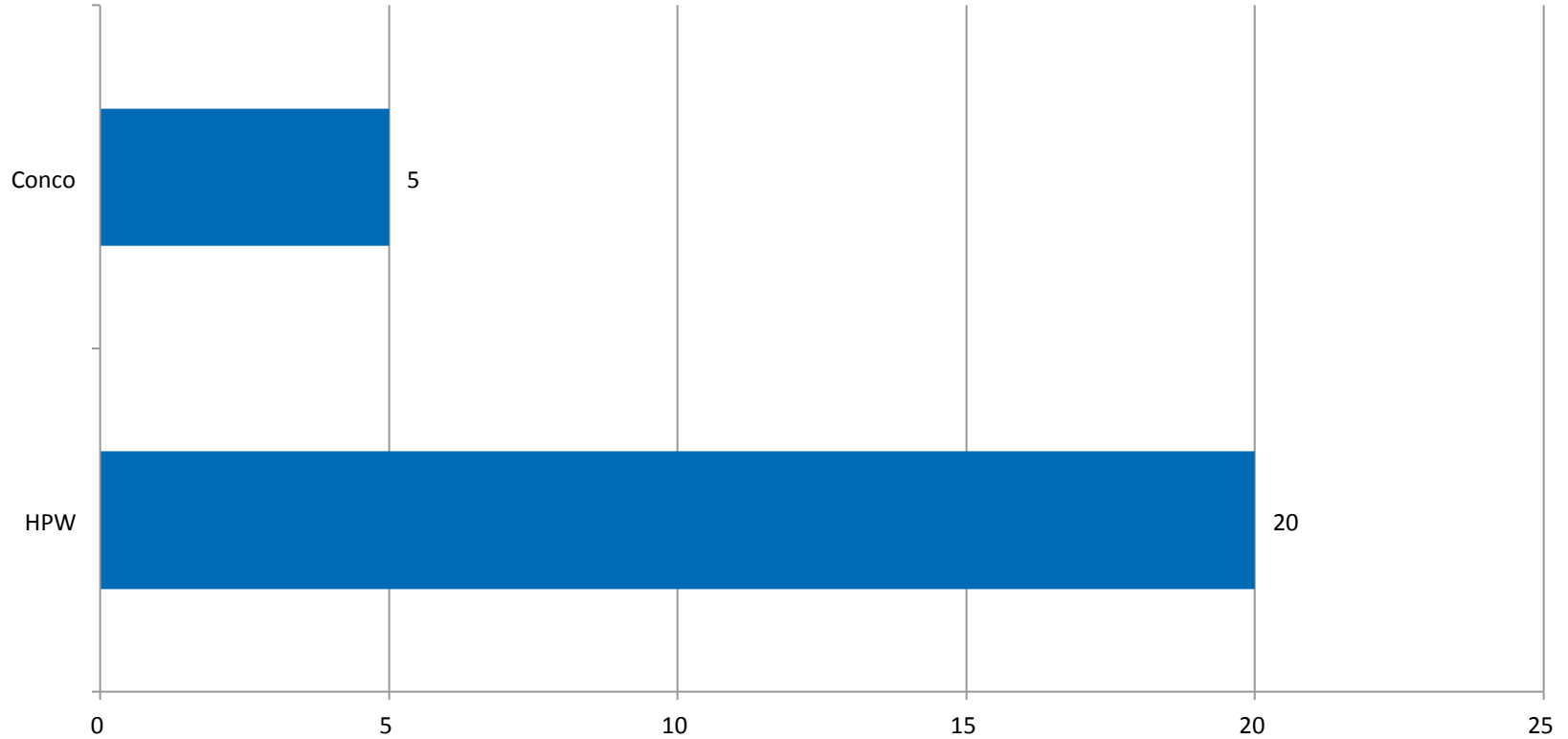
On-line and Producing Faster

Smaller Safety Zone, Less Unit Congestion

Reduce Time Moving to Pad



Speed



■ Job Duration (Days)



Low Pressure Mechanical Tube Cleaning

Safer

Environmentally Friendly

Effective

Faster



Questions?

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