

# CONCO SYSTEMS

## IN THE TUBE

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### Improving System Heat Rate; Increasing Megawatt Output

The increasingly competitive environment in the electric utility industry has all major generators looking for the most cost effective means of generation. In particular, at the top of the agenda is the phrase "Improving System Heat Rate," along with "Increasing Megawatt Output." There are many different approaches to improving heat rate and increasing megawatt output; let's review two solutions that yield some of the largest returns on investment for your maintenance dollars.

#### Effective Condenser Cleaning

When the condenser is effectively cleaned, there is a positive impact on system heat rate. We have reports of 1-2 percent improvements in unit heat rate as a result of cleaning condensers using exclusive Conco technology. These improvements correspond directly with increased megawatt output. Selecting the appropriate and most effective method of condenser tube cleaning is extremely important in achieving such results. Conco tube cleaning services have been included in many heat rate improvement programs as implemented by specific heat rate improvement teams. We have a proven track record of removing more

deposits and improving the heat transfer efficiency of heat exchanger tubes. Therefore, if you are not using Conco in your condenser and heat exchanger tubes cleaning projects, there is room for improvement in heat rate!

#### Detecting Air Inleakage

The well known rule of thumb for acceptable air inleakage is 1 CFM per 100 Mw. Condenser air inleakage has a significant impact on condenser performance and unit heat rate. Detection of air inleakage and the subsequent repair of leaks will improve the heat rate and improve output.

The use of tracer gas techniques has become widely adopted and the reliability of the technique is proven. Air inleakage surveys can be performed by experienced Conco technicians or by your plant personnel at any time utilizing helium or SF6 tracer gases. The Conco Fluorotracer Analyzer and SF6-Pak are sensitive instruments and are extremely accurate in detecting the smallest leaks, while a helium test can quickly and positively identify larger leaks. Essential elements for success are; extensive knowledge of the steam path, knowing what equipment to test, as well as knowing how to use the specific tracer gas.



As a result of detecting and repairing air inleakage, unit heat rate is improved. Scheduling annual surveys per unit is highly recommended to optimize plant output.

One of the largest returns on investment for your maintenance dollars can be realized through an effective tube cleaning program and leak detection survey. Conco customers have recouped the cost of their services in as little as a week of improved operations and continue to reap the benefits of improved heat rate for some time. For more information on how Conco can improve your plants heat rate, call us at (800) 345-3476.

## Conco Exhibits and Presents at Electric Power 2008

The Baltimore Convention Center was the site for this year's Electric Power 2008 Exposition and Conference, May 6-8. Conco Systems' 20-foot booth was manned by Gary Fischer, National Sales Manager and Ken Holmes, Regional Sales Manager, who reported excellent booth activity throughout the show. Over 400 exhibitors were present, representing a wide range of suppliers to the power industry. More than 300 power generating companies, from over 45 countries, sent representatives and delegates. The venue permits industry leaders and technical experts to network with peers from around the world.

Concurrent with the exhibition was the Electric Power Conference, programmed by a 150-member industry based committee and covering relevant strategic and tactical issues. It has become one of the world's most comprehensive conferences for power plant owners, operators and project developers.

Eric Fayard, Marketing Manager, Conco



Systems, Inc., chaired the Conference's Session 13D, comprised of case studies covering a wide range of timely subjects. Mr Fayard also presented his own paper at the Conference, titled *Innovations in Cleaning Technology: Case Studies*. The material covered work performed and results achieved at the South Texas and River Bend nuclear power stations. For more information or a copy of this paper, contact Eric at (800) 345-3476 or email him at [efayard@concosystems.net](mailto:efayard@concosystems.net).



River Bend Nuclear Power Station



South Texas Nuclear Power Station

### Upcoming Events

- Southwest Chemistry Workshop  
Las Vegas, NV  
July 15-17
- ASME Power 2008  
Orlando, FL  
July 22-24
- Southwest Power Conference  
Arlington, TX  
August 7-8
- EPRI Condenser Technology Seminar & Conference  
St. Petersburg, FL  
August 12-14
- AEP BRO Forum 2008  
Columbus, OH  
August 18-21
- Southern Company Technical Conference & Tradeshow  
Panama City, FL  
August 19-20

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ADDRESS SERVICE REQUESTED

## This is Conco

■ Established in 1923

■ Recognized worldwide for "Absolutely the Best"

- Condenser Tube Cleaners
- Tube Cleaning Services
- Air Cooled Condenser Cleaning
- Tracer Gas Leak Detection
- Eddy Current Testing
- Support Services

■ Manufacturer of a wide variety of state-of-the-art equipment that includes tube cleaners, tube cleaning systems, hydrodrills, air-cooled condenser cleaning services and testing instruments engineered to keep you productive and efficient

■ Headquartered in the United States, with offices and representatives throughout the world:

### WORLD HEADQUARTERS

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# Inside Sales Team Goes All Out!

It's 4:57 p.m. on a Friday after a long and busy work-week for Conco Systems' Inside Sales team. Renae Jeffries has just logged off and is preparing to go home for the weekend when the phone rings. A power plant in Nebraska is having an unplanned outage and wants a Conco crew there first thing in the morning to clean its condenser tubes.

Renae quickly logs back in, calls the Conco Service Department and begins the process of putting together a service job. She is not getting out of work at 5:00 p.m. tonight, and that is just something that the Conco Inside Sales team understands. When their customers need them, they do whatever it takes to meet those needs.

In addition to Renae, Inside Sales is staffed by Rich Lydic and J.C. Karpinski. Their main role is to assist the Outside Sales team in generating the required paperwork for service jobs and equipment purchases; following through with these orders and making any necessary changes along the way; preparing quote worksheets and letters; preparing



(Left to Right) Renae Jeffries, J.C. Karpinski, Rich Lydic

comprehensive bid packages; and assisting customers with their sometimes urgent needs.

Rich Lydic is a proven asset when it comes to helping customers. He began his Conco career in 1985 and has extensive knowledge of Conco products, of customers needs and of the intricacies of the services Conco provides. He has done everything from assembling cleaners to supervising service work, to inside and

outside sales and more.

Renae has also accrued extensive service and systems knowledge during her 9 years with Conco Systems. Her excellent communication skills allow her to quickly determine and provide for customers' needs and requests. Moreover, Renae's organizational skills, attention to detail and thoroughness have been a considerable asset in helping the Inside Sales department streamline its processes.

JC is the newest member of Inside Sales, having only 1 year under her belt, but she has caught on quickly and is every bit as dedicated to providing the very best customer service

possible. As a team, this crew has mastered the art of multitasking as they are often simultaneously handed multiple orders to process, quotes to produce and contracts to execute, all while answering the phone and aiding customers.

When you are ready to improve your plant's heat rate with "Absolutely the Best" condenser cleaning and leak detection services, you'll find that our Inside Sales team "goes all out" to be of service!

## A Customer's Kudos



May 19, 2008

Mr. Anthony LaPorte  
Director Conco Leak Detection Services  
7552 Rickenbacker Drive  
Gaithersburg, MD 20879

**Subject: Many thanks to an excellent Conco employee...**

Dear Conco:

On Thursday May 15, 2008 I had the opportunity to work with Wayne Holt over the phone. Wayne Holt saved the day for a small team of us looking for our Condenser Tube Leak (we purchased our own Helium Leak Detection equipment from Conco about 3-4 years ago).

I had a "serious" issue with our Helium Analyzer and I could not get it to function properly. I called Conco for support and was fortunate to have Wayne Holt take my call.

I called Wayne on my cell phone and explained to him that I was in a very noisy work environment (next to the Condenser and Condensate Pumps), and I could really use his immediate assistance and it would literally take a shouting match between the two of us so I could hear him and he could hear me over the phone. Wayne said he didn't have a problem shouting on the phone to me because he knew what type of situation I was up against. After a 15 minute cell phone call and the both of us being very patient with each other (due to the fact we could only hear every other word in our phone conversation due to the noisy work environment) my analyzer was up and running again and I was ready to start looking for the condenser tube leak.

Without Wayne's help and patience, we would have not been able to find the two condenser tube leaks responsible for the high silica and sodium in our water chemistry.

Thank you very much Wayne!!

Jeff Collier  
AB Brown Station  
Performance Engineer

Conco Systems recently received a letter from Mr. Jeff Collier, Performance Engineer, A.B. Brown Generating Station in Evansville, Indiana. Mr. Collier extends kudos to Wayne Holt of our Leak Detection Services Department for timely assistance rendered and we reproduce the letter here in its entirety.

Thank you, Mr. Collier.  
We appreciate your candor.

## Put The Conco Advantage To Work For You

For over 85 years, Conco Systems has researched, designed and developed condenser tube cleaning technology, tube cleaning services, tracer gas leak detection and eddy current testing technology. This research and development has positioned us as the world leader in condenser cleaning and leak detection. The application of Conco's exclusive technology provides many advantages and typically results in the following benefits; low cost production, increased megawatt capacity, extended tube life, improved condenser performance, maximized plant efficiency, and improvements in overall heat rate.

### Advantage: Conco Cleaners

Conco has more than a dozen different types of tube cleaners to choose from to satisfy the fouling conditions at your site. Whether the deposit types are microbiological organisms, manganese and iron, calcium carbonate scale or anything in between, Conco has a tube cleaner to satisfy your needs. Conco can match the right tube cleaner to your specific deposit, providing the most effective cleaning. This flexibility and range is unique to Conco.

### Advantage: Conco Experience

Conco tube cleaning personnel have cleaned in excess of 100 million heat exchanger tubes and over 5 million last year alone. Conco supervisors and technicians have seen many different situations and have the experience to troubleshoot any problems that you might encounter at your site. Many technicians are capable of performing tube cleaning, leak detection and eddy current testing with appropriate certification.

For technical support our consulting engineers have published over 33 technical publications through EPRI, ASME, popular trade magazines, and more on condenser related topics. Conco is pleased to offer a wide variety of our technical papers to our customers at little or no cost.

### Advantage: Conco Leak Detection

Conco pioneered the use of SF6 as a leak detection tracer gas. Conco's leak detection crews use SF6 and helium to find leaks that can cost your plant thousands of dollars in megawatt capacity. A back pressure deviation of two-tenths of an inch mercury on a 200 megawatt unit can mean an annual loss of \$125,000. Conco can help you locate your sources of both water and air leakage, assuring an immediate return on investment.

### Advantage: Conco Safety

Conco personnel are not only certified for confined spaces

and air monitoring, but also hold certification in American Red Cross first aid and CPR. Conco's commitment to safety has contributed to our excellent record in lost time accidents over the past three years. Conco takes pride in their commitment to safety, and should a situation be unsafe, we will fix it before continuing to do the required work!

With all these advantages, it is clear why Conco is recognized as "absolutely the best" in the industry. Call us today for a no nonsense solution to your tube cleaning, leak detection and eddy current testing needs at (800) 345-3476 and put the Conco Advantage to work for you!