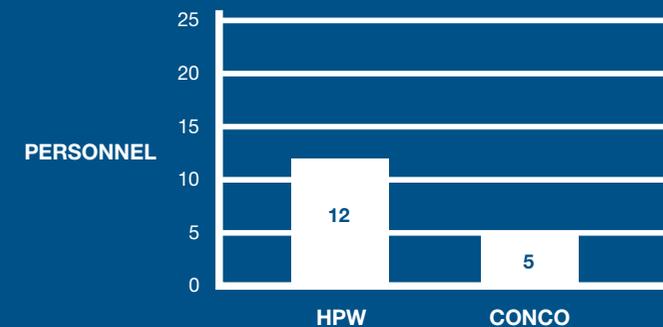
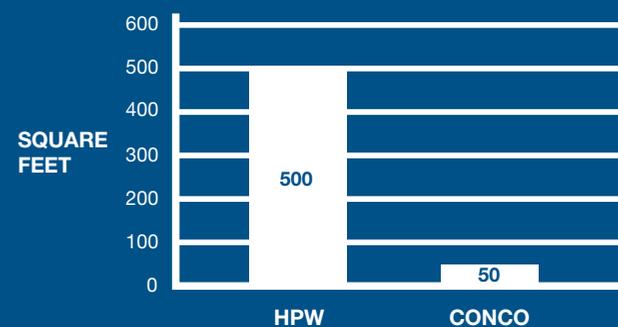


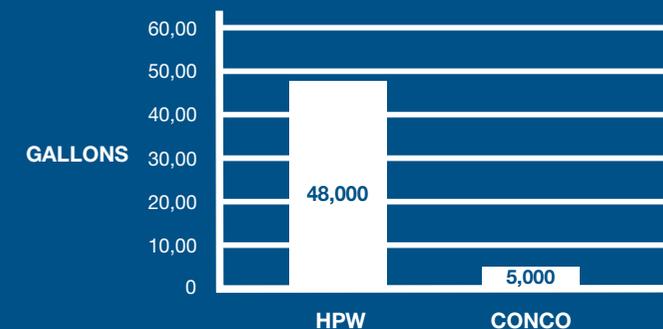
### CREW SIZE



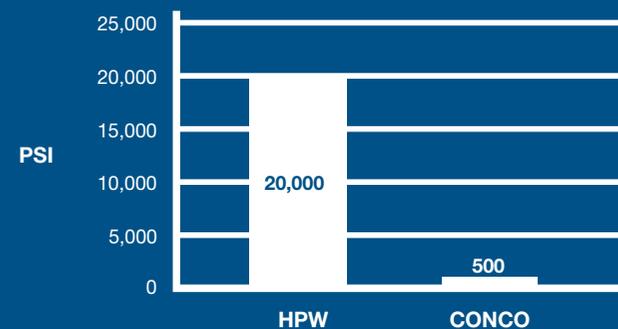
### SAFETY FOOTPRINT



### WASTE WATER



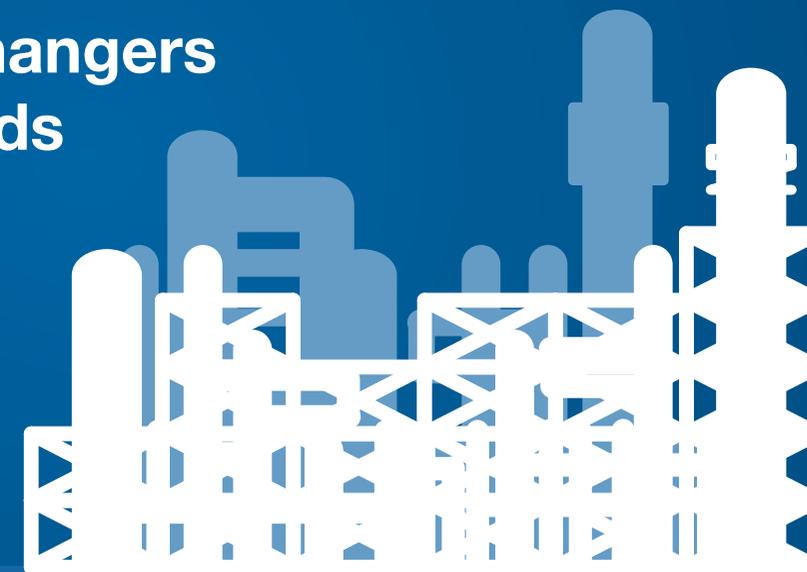
### WATER PRESSURE



# CONCO SERVICES CORP.

## Cleaning 21 Heat Exchangers to Test Ready Standards

Hydroblasting with High Pressure Water  
 vs.  
 Conco TruFit™ Mechanical Cleaning with Low Pressure Water



Since 1923, Conco has been an innovator for industrial heat exchanger tube cleaning services. From condensers to hydrocrackers to sulfur recovery units, Conco technicians have restored efficiency and reliability to over 150 million heat exchanger tubes worldwide.

Conco's exclusive mechanical tube cleaning technologies with low pressure water flush allow our crews to effectively clean more tubes per shift than hydroblasting. In addition, since high pressure water can cut and kill, Conco's low pressure water systems are the safer alternative to hydroblasting. Requiring significantly fewer crew members and using more compact equipment, a Conco cleaning utilizes a footprint 80% to 90% smaller than hydroblasting, and that means less disruption to plant operations. It also generates up to 90% less waste water and cleans heat exchanger tubes to test ready clean at significantly lower overall cost.

Backed by over 90 years of experience Conco tube cleaning services feature a full line of TruFit™ tube cleaners that can tackle anything you can throw their way. Whether your heat exchanger is fouled with hydrocarbons, chemicals, sea life or scale, Conco has the field-proven expertise to quickly and efficiently return it to optimal performance. FAST... SAFE... and TEST READY CLEAN... these are just a few of the benefits our customers enjoy on every job.



TruFit™ Tube Shooting



Excaliber™ Tube Brushing



HydroDrill™ Tube Drilling

Conco Services Corp.

1-800-569-5523

www.conco.net

What would it take to clean 21 heat exchangers?

What are your accepted tradeoffs when using high pressure water cleaning in terms of SAFETY, TIME, WASTE WATER and PERFORMANCE?

Are you measuring this?... We are.

To clean 21 heat exchangers with 20,000 PSI of high pressure water would take a crew of 12 technicians 20 days to clean to test ready standards, with a risk of rework to get them test ready.

On the plant floor, **safety is always the number one priority.** Because high pressure water can cut and kill, this 12 person crew would need an average safety area of at least 500 sq. ft., restricting your ability to work around the units being cleaned.

**Don't forget about the waste water.** In today's environment, it is usually an issue. Using high pressure water, you will be required to capture and send approximately 48,000 gallons of water to waste treatment per heat exchanger.

At Conco, we use our **patented TruFit mechanical tube cleaners** and low pressure water to deliver superior safety and performance over high pressure water in many common applications.

To clean the same 21 heat exchangers with Conco's TruFit mechanical tube cleaners and low pressure water system would take a crew of 5 technicians only 5 days to clean to test ready standards.

By using safe, low pressure water and compact equipment, **Conco's safety area is 80% to 90% smaller** than high pressure water applications. This smaller footprint allows your team to work around us, rather than waiting until the job is finished.

Also, with Conco's low pressure water method, you will generate only 10% to 20% of the waste water generated by high pressure alternatives. That's **up to 90% less waste water** to capture and send to a waste treatment facility.

Our ability to quickly turn around test ready heat exchangers results in a **shorter turn around for critical path jobs.** This may give you the ability to reengineer your turn around schedules to save time. Ask yourself, **"What is the value of an extra day's production?"**

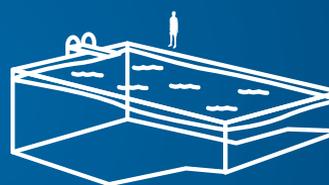
Lower pressure, less people, smaller footprint and faster time all contribute to a safer plant site. We are proud to have had **Zero OSHA Recordable Safety Incidents** in our Industrial Services Division since 2008.

What does this all this mean for you? If you are responsible for heat exchanger maintenance, Conco is the partner to help you achieve the safest, fastest, cleanest and most profitable heat exchanger cleaning.

Let us help you identify where Conco can add the most value to your facility.

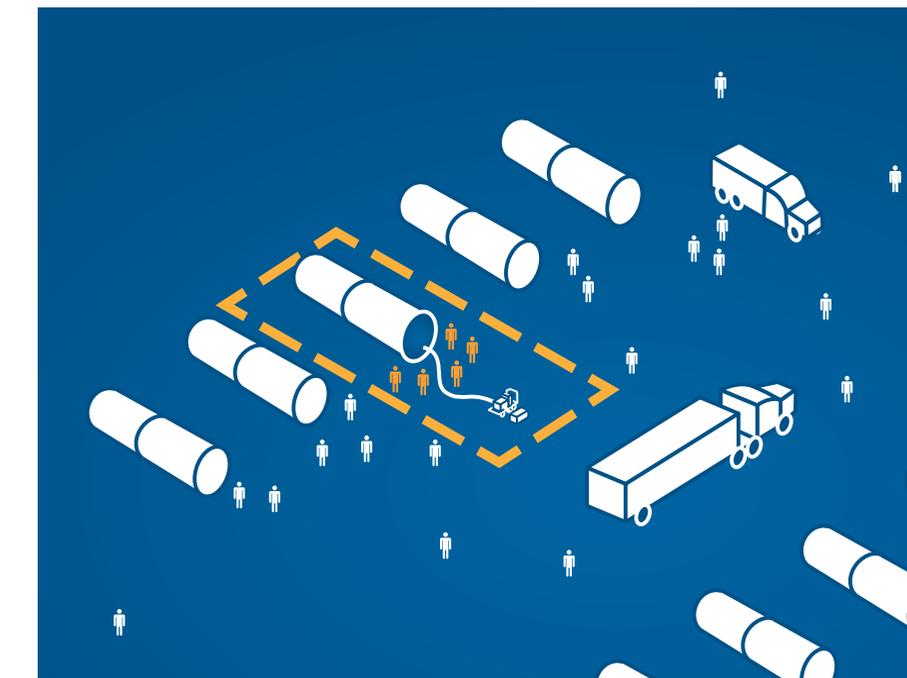


**20,000** PSI  
**48,000**  
Gallons of Waste Water



## Hi-Pressure Water

- 20,000 PSI
- Large Footprint – 500 Sq. Ft. Perimeter/Safety Zone
- 12 Crew Members and 20 Days to Clean to Test Ready Standards
- 48,000 Gallons of Waste Water per Heat Exchanger



**500** PSI  
**5,000**  
Gallons of Waste Water



## Conco TruFit

- 500 PSI
- Small Footprint – 50 to 100 Sq. Ft. Perimeter/Safety Zone
- 5 Crew Members and 5 Days to Clean to Test Ready Standards
- 5,000 Gallons of Waste Water per Heat Exchanger