

# *the* **Tube Sheet**

The Atlantic Group Condenser Services Newsletter

Winter 2006

## ***The Eliminator***

**Patents # 5276965 and # 5293682: Another Challenge Leads Atlantic to Another Industry Innovation.**



*The Eliminator in Action*

Retubing a radioactive BWR (boiling water reactor) didn't used to be so routine. The tools simply didn't exist to do the job quickly or efficiently. So Atlantic's Bob Hahn came up with the idea of attaching a splitter to the end of a walker.

Which worked great. In theory. Then the split tube curled up. So he added a cutter on the back, too.

The first generation worked, but because the blades were perpendicular to the tube, the impact of the cut was so great that the tool broke down a lot. So Bob redesigned the cutter to be more like a pair of scissor blades.

This time, it worked great. Eventually though, a way was developed to check flattened tubes for radioactivity. Which left us with a great piece of equipment that was no longer needed in the BWR market.

### **In This Issue**

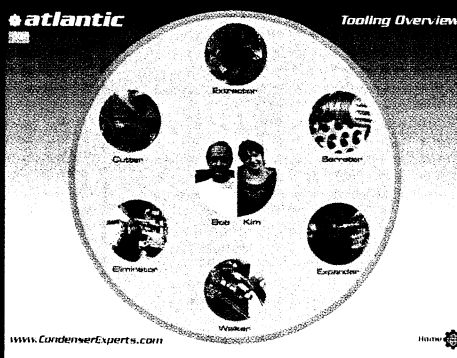
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Atlantic's "Eliminator" actually removes the extracted tube. This hydraulically-operated unit, simultaneously pulls, flattens and cuts the tube into 4" to 6" pieces-all at the tubesheet. Depending on site conditions, the tubes are deposited into containers utilizing a chute, other configuration or manually. The Eliminator can pull, flatten, and chop approximately 200 feet of tubing per minute. It is used during retubings where the waterboxes are removed and for all tube materials, except stainless steel and titanium. See *The Eliminator and The Rest of Condenser's Tooling Arsenal*. Request a free CD. Email [kmassey@atlanticgroup.com](mailto:kmassey@atlanticgroup.com)

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**atlantic**

Tooling Overview



## ***Get your FREE Tooling CD***

when you visit us at Power Gen International  
November 28-30, 2006  
in Orlando Florida. Come by Booth 1900.



*Continued from page 1*

So we took the splitter off and got The Eliminator.

### Why "The Eliminator?"

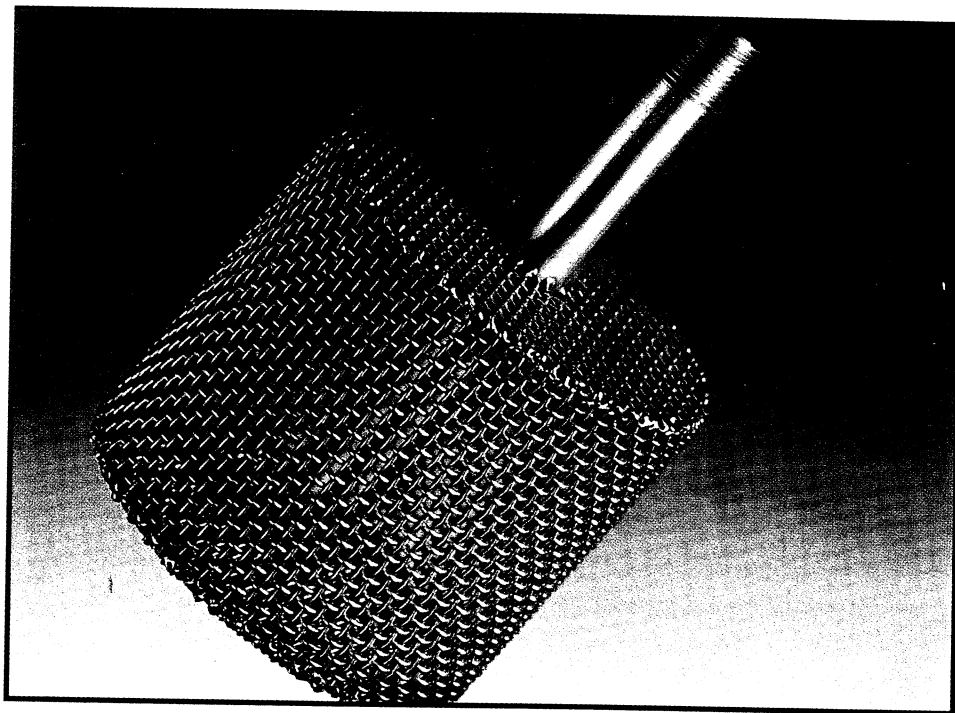
Because it eliminates labor. Traditionally, for every 50' of tube, you had to have 4 persons walking the tubes out and chopping them at another location. The Eliminator does the same job with two persons, saving time and money. It revolutionized the way we do business. Today everything is done right at the tubesheet.

And Atlantic is the one who does it right, no matter what challenges we face.

**Fact: Atlantic's first patent was in 1990 and our latest is July 2005 for the S-Flex II hardware.**

### You Shake it Like a Maraca, Right?

The Basket Tip is an ASME designed pressure sensing device that, when installed into a Condenser, measures the back pressure at that point. Its design breaks up the steam so it doesn't affect the readings. When they got hard to find, we started making them here. Specify threaded or welded construction and contact Kim Massey with your order. 1.800.443.8131.



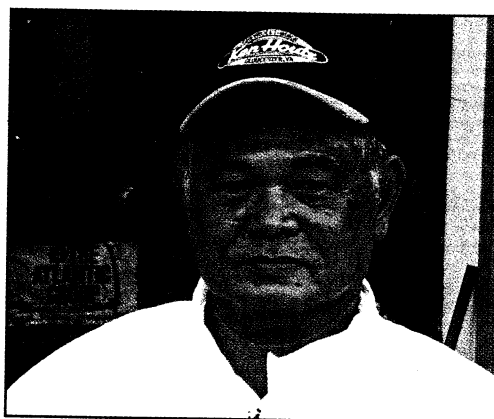
### Meet June Floranza

#### Lead Tool Tech

Originally from Manila in the Philippines, June emigrated to America and applied to work as a janitor at Atlantic. That didn't last long as he was soon promoted to Tool Tech. As a tool tech, June conducts pull-out tests and implements the recommendations that the Plant Engineer and Atlantic have for conducting retubing at the plant.

#### What is the one thing that your client's don't know about Condenser?

You run into a lot of challenges in the field once the tests are done. You have to be ready for anything. Every stage of a retubing presents challenges that must be met with complete professionalism. What do I mean by professionalism? Honesty and integrity in your work. That's professionalism. From the start of the job, all the way to the end, we're all responsible for quality control. That's why we're



*Atlantic's Lead Tool Tech, June Floranza*

continually innovating -- modifying our tools to meet challenges that we face daily. A satisfied customer will always call you back.

#### What's the secret to a successful job?

Sometimes it's the first time that the plant people have seen us work. That

When he's not trouble-shooting a condenser, June is shooting photographs. He shoots with an old-school Nikon F-2. He particularly likes to use the fish-eye or wide-angle lenses.

they see what actually goes into a job after the tests and the recommendations are put into the book. Every job is different and it's a collective effort. From the project manager, the plant engineer, to the office staff and us, the guys in the field. It's the exchange of ideas that makes a successful job.

## Meet Bob Arnold *Ecoservices*

Bob started in the industry in 1982, working for Ecolaire, Inc. in Direct Sales with 25 other reps. One day he was given a choice; "Unemployment or Rep and see if you can make it." The company had done their due diligence and let go 18 sales people, leaving eight to cover the country as independent reps. Bob was one of the lucky eight.

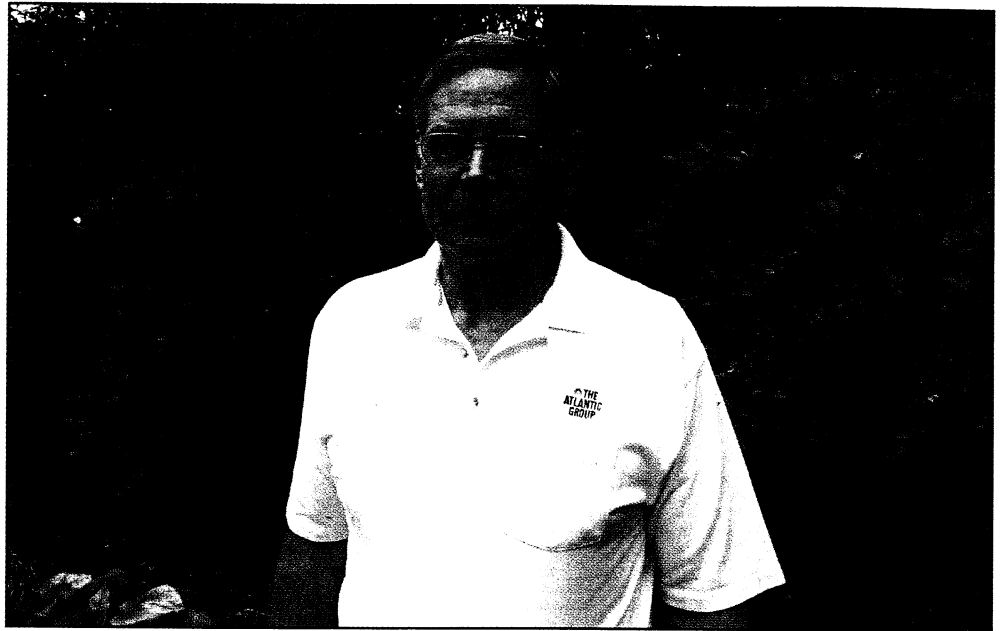
He first met Atlantic during a retubing job at Mystic 7 in Charlestown, MA. Ecolaire was pitching a new condenser to be put in place. They lost the job to Atlantic.

"I realized I should learn more about retubing as there seemed to be a lot of work," he says affably. "A lot of the plants were getting some age on them, and retubing was more cost-efficient."

One of the guys who had been with Ecolaire started talking to Atlantic and all eight of them wound up repping. Not all of them stayed through the years, as Bob has done. More than a few things have changed.

He explains: "Starting out in this business, you showed some intelligence and knowledge of the industry -- the do's and don'ts -- and you won the jobs. Atlantic's experience made it an easy sale. Over the years the people at the plants, the engineers and maintenance people, have dwindled and the utilities started looking for more capabilities from their suppliers. Once purchasing got involved in the buying decision, it became a commodity. But Atlantic still holds a very strong position because of their capabilities and experience."

He shares an example: "A utility was coming up for a bid. I talked to the guy writing the specs and realized that he was under the gun to go low dollar unless the vendor could prove he was something special. When we wrote the proposal, it included the entire list of installations that Atlantic had done. I asked the guy at the plant if he got the proposal... 'Got it? I didn't think that the printer was ever going to turn off.'"



*Bob Arnold*

It turns out that the proposal was 185 pages long -- over a 1/2" thick.

"I feel pretty sure we'll get the order," Bob laughs. "Experience sells and we made it easy to say 'here's why you should hire us.'"

Where does he see the industry going? "Well in our part of the world, we've done 'em all. There are maybe a half dozen condensers left and they're all small; we can be in and out before they even know it."

For Bob, the best thing about working with Atlantic has been having access to our expertise.

"I haven't seen their competition be able to deliver as efficiently. They make it easy to do business with a client. It's been super over the years. The speed and accuracy with which they do the jobs -- they're ahead of schedule almost all the time and always finish on schedule. You'll never see them be two weeks late on a job. Makes our job in sales a whole lot easier. Especially as the number of experienced people in the plants has dropped. They just don't have the people to be able to self-perform anymore. They don't have the money."

When asked to leave us with a few Words of Wisdom gathered over his long career he quickly boiled it down to the basics.

"Come early. Stay late. You've got to cover everybody. Listen and learn from those with the expertise. Get to know everybody."

Bob Arnold covers the New England territory. He will retire this year.

### Inside

Submit your *Inside* snapshots, questions or comments to:

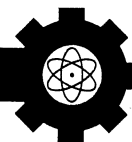
Mel Miller  
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Pictures cannot be returned.  
Photos submitted by email must be a minimum of 150 dpi.



Norfolk Commerce Park  
5426 Robin Hood Road  
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*The Tube Sheet*



## **Quand Vous Avez Besoin, Nous Sommes Ici\***

### **Atlantic Answers the Call of A Major French Utility.**



proud to be a part of one of the few  
French - American collaborations in our  
industry. Count on Atlantic:

*\* When you need us, we're here!*

*(Translated from the French.)*

Friday 16 June, Atlantic Group and Enwesa  
are honored for their great diligence in  
matters of security and scheduling.  
The modifications made on the condenser  
testified to the professionalism of the  
crew. A tip of the hat goes to Atlantic  
Group and Enwesa who proved their  
adaptability and delivered a quality job.

### **Upcoming Tradeshow**

- Power Gen International  
Nov. 28-30, 2006  
Booth 1900  
Orlando, FL
- EPRI Heat Rate  
Improvement Conference,  
January 24-26, 2007  
Charlotte, NC
- Electric Power 2007  
May 1-3 2007  
Chicago, IL  
Booth 1308

When it comes to plant maintenance,  
we share a common language with our  
French clients: quality. Atlantic recently  
won an award for modifications made to  
a condenser at a major French utility.  
Our crews were praised for their profes-  
sionalism and model efficiency. In short,  
our Atlantic way of doing things. We're