

# Nitrocision® News

Nitrocision, LLC

151 N Ridge Ave

Suite 260

Idaho Falls, ID 83402

## ***Strategic Alliance***

## **Agreement Signed with Conco Systems**

Nitrocision has a new partner in the industrial cleaning industry. A licensing agreement has been signed with Conco Systems, long recognized throughout the power industry for quality cleaning of condenser and heat exchanger tubes. This alliance brings the NitroJet technology into the tube cleaning industry.

Conco provides tube cleaning services in the petrochemical, chemical refining, power generation, industrial and process industries. The NitroJet system adds to Conco's exclusive line of tube cleaners and plugs. The system will be added to their portfolio.

Conco purchased a mobile system which will be delivered to Texas in early June. The mobile system

includes a skid, liquid nitrogen tanks and a generator as well as the tooling equipment.

In February, Nitrocision joined Conco in Corpus Christi, Texas for a demonstration at Alumina Refinery, one of the largest plants in the country extracting aluminum oxide from mined bauxite.

After the successful demonstration Nitrocision learned it had succeeded where 16 other companies had failed.

Upon receipt of the system, Conco will put it into immediate operations. Under the agreement, Nitrocision will provide service-support labor and equipment to Conco across the nation.



The agreement gives Conco exclusive rights to use the Nitrocision system in the United States and Mexico in the areas of tubing vessels, tanks and flow lines for heat exchangers, reactors, condensers, chillers, fin fans and boilers for the industries of power generation, chemical and refining.

Conco will market the liquid nitrogen cleaning technology under the name NitroLance.

Javier Suarez, general manager of Conco's Industrial Services Division in Houston Texas said, "Our Conco NitroLance technology provides us the ability to serve the petro-chemical and power generation industry better and it expands our ability to serve our customer's cleaning needs in reactors, hard deposit heat exchangers or condensers, and refractory materials.

*Continued on page 2*



Bryan Gillihan works on Conco's mobile system.

### ***Inside This Issue***

Agreement Signed with Conco Systems	1
Milestones	2
New Faces, New Places	2
Praxair and Nitrocision Team Up for Large Demonstration	3
In the News	4

## Milestones

Employees celebrating anniversary milestones between October and May:



**Jeff Halverson**, 7 years  
**Leslie Fekete**, 7 years (part-time)  
**Howard Hume**, 7 years  
**Ron Warnecke**, 7 years  
**Don Duncan**, 6 years  
**Eileen Braden**, 5 years (part-time)  
**Dave Hathaway**, 4 years  
**JD Atkinson**, 3 years  
**Don Noah**, 3 years  
**Dave Snedigar**, 3 years (part-time)  
**Stacey Francis**, 1 year (part-time)

**Nitrocision News** is published quarterly by Nitrocision, LLC.

**Editor:** Stacey Francis  
 208.552.2354 Ext. 107  
 stacey.francis@nitrocision.com

Information in this newsletter may include forward-looking statements. These forward-looking statements are based on current expectations and projections about future events. These statements are subject to known and unknown risks, uncertainties and assumptions about Nitrocision, that may cause actual results, levels of activity, performance or achievements to be materially different from any future results, levels of activity, performance or achievements expressed or implied by such forward-looking statements.

Nitrocision® and NitroJet® are registered trademarks of Nitrocision, LLC in the United States.

## New Faces, New Places

Since the first of the year, several new faces have appeared within the company. Here are our newest employees and their roles.

**Shaun Mulberry**, document control and scheduling  
**Phil Ozmun**, engineering  
**Scott Francis**, manufacturing manager  
**Leonard Scarr**, quality  
**Tyson Bloxham**, electrical

**Gary Palmer and Phil Ozmun** relocated to the corporate offices at O.E. Bell to make room at the Pancheri facility.

“Our employees are what make the company,” said Ron Warnecke. “As we continue to grow and expand, we will continue to add high-quality individuals.”

*Continued from page 1*



Example of a tube sheet. The bottom row has been cleaned.

“For over 85 years we have served this market and keep looking for better ways to satisfy our customer needs. The Conco NitroLance is a great addition to our arsenal of cleaning solutions, eliminating water disposal expenses and lowering turnaround time.”

Conco cleaned over five million tubes last year and has crews and equipment available 24/7 to respond to customer requests.

“We are excited to partner with Conco,” said Ron Warnecke, Nitrocision president and CEO. “They have a strong reputation within their industry. The potential for this partnership is limitless.”

## Testing Pressurized Vessels

Nitrocision recently completed a series of service jobs for a company in New Jersey.

ARDE, Inc. is a small business that designs and manufactures high performance spacecraft and missile propulsion components. ARDE produces specialty tanks made of aluminum, Inconel, steel and titanium alloys.

They contacted Nitrocision to help out with the pressurization of carbon fiber-wound tanks made of Inconel.



The NitroJet 6000 system was used to pressurize the tanks to their maximum allowable working pressure. One of the tanks was pressurized to failure to establish the design safety factor.

Based on the performance of the liquid nitrogen system, Nitrocision is working with ARDE to design a

smaller, lower pressure system for them to purchase. The smaller system would have maximum pressure of 20,000 psi.

Developing a lower pressure system has been in the conceptual stage for a while and has the potential to open up a completely different market segment for the Nitrocision.

# Praxair and Nitrocision Team Up for Large Demonstration

Nitrocision joined forces with Praxair Inc. on April 9 to perform a large demonstration at the Hamilton Sunstrand Government Engine Plant in Middletown, Conn.

Nearly 30 representatives from United Technologies Corporation, Pratt & Whitney, Hamilton Sunstrand and several Praxair divisions attended the demonstration.

Each group brought a variety of parts to be cleaned by the liquid nitrogen system.

Nitrocision has been working with Praxair for over a year to coordinate a demonstration of the technology.

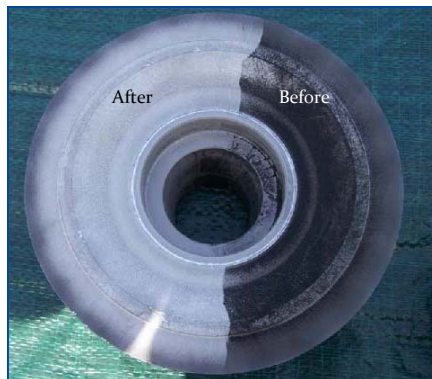
Garth Stapon, marketing manager for Praxair Metal Fabrication, was instrumental in arranging the demonstration.

Following the testing, he said, "I am confident that this demo day will result in a sale of your technology at a key client."

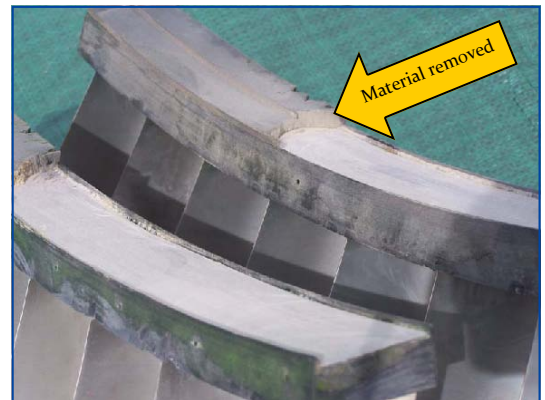
Don Noah, Nitrocision Project and Services Manager said, "This demonstration represented a unique

opportunity to display our capabilities to UTC, a major aerospace leader, and further our relationship with Praxair; the number one gas supplier in North America.

"Our success was clearly defined in the fact that we were able to clean all of the challenges presented by the UTC team. We operated in a very structured environmental and systems safety culture and successfully met all of the customers requirements."



David Hathaway demonstrates the cleaning ability of the NitroJet 6000 on various parts during a demonstration in Connecticut.



Numerous parts from within the aerospace industry were cleaned during the demonstration with excellent results.



Residual material needing to be cleaned up at the end of the testing.



Nitrocision's mobile system has been performing demonstrations and service work on the East Coast. The largest demonstration to date was held on April 9 in Middletown, Connecticut.

## In The News

Two national publications have featured articles on Nitrocision in the past couple of months.

*Process-Cooling*, a magazine for engineers who specify cooling equipment, components and materials and *The Fabricator*, a publication for metal fabricating technology each ran articles on the liquid nitrogen technology.

“Articles in trade publications are invaluable to our marketing effort,” said Stacey Francis, marketing communications manager. “These articles, from an independent source, help build credibility and recognition of our product.”

Copies of the articles are available in the office or by calling Stacey at 552-2354.

---



**Nitrocision**<sup>®</sup>  
The world leader in liquid nitrogen-based cutting and cleaning technology.

Nitrocision, LLC  
151 N. Ridge Ave. Suite 260  
Idaho Falls, ID 83402