

Special Interest Articles:

Proprietary?

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Prices for Stainless
and Nickel are down
again.↓

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Proprietary?

This month I wanted to visit the subject of what some manufacturers call "Proprietary" information on heat exchanger designs and prints. Then I want to suggest a few ideas on how to get around manufacturers that claim Proprietary information.

I recently had a customer send me an inquiry for three (3) heat exchangers. He included a plan view of each unit with a few email notes as to the history of the vessels.

After received the inquiry I contacted the customer explaining there was not enough information to bid the units from the plan view print. The tubesheet layout and the baffle number and arrangement was missing, would he please send me that information. He replied he did not have that information and he was unable to obtain it from the original manufacturer. It appears the original manufacturer was claiming Proprietary drawings.

Hog -Wash, the drawings are not Proprietary; the manufacturer wants to insure if you every need another unit you will HAVE to come back to them because they didn't furnish the customer the information he paid for. This tactic was used more prominently in the 70's and 80's.

Don't get me wrong, there are some heat exchangers that fall under the Proprietary label. In my career I have run into vessels with Proprietary closures, Proprietary baffles, and some OEM units built specifically for

diesel engines on boats. These have patents and cannot be fabricated without the permission of, or payment to, the patent holder.

However, drawings of vessels without any Patents do not give the manufacturer the right, in my opinion, to declare Proprietary.

How can you get around these types of manufacturers? First, when you order a vessel the purchase order should stipulate that detailed prints and designs must be included with the purchase. Make sure you are not sent a plan view print only.

If you have already purchased a unit from an organization that will not furnish complete prints or other information, claiming Proprietary, here is what Trumbo will require in order to fabricate a vessel that will perform correctly.

1. Fill out a TEMA sheet or a Heat Exchanger Specification Sheet. This gives us all the information required to thermally and mechanically design the unit.
2. If a TEMA sheet cannot be supplied Trumbo will need the following information for both the tube and the shell side:
 - a. Product
 - b. Operating Pressure and Temperature

- c. The design pressure
- d. The flows
- e. Inlet and outlet temperatures
- f. Phase changes, if any.
- g. Tube size preferences, if any.
- h. Material of construction.
- i. Fluid density, specific heat, and viscosity.
- j. Footprint or allowable space the unit will be installed.

Based on the above information, Trumbo will be able to fabricate a vessel designed to efficiently perform the task required.

We will also give you detailed prints, MTR's, designs and any other information you find pertinent to the vessel. This will allow you, the customer, to have better records of the vessels and also assist you if a replacement or repairs to the unit is ever needed.

Trumbo does NOT adhere to the philosophy of withholding information, forcing the customer to return to us for any future replacements or repairs.

I have attached a blank TEMA Sheet for your review.

NON FERROUS SURCHARGE CHART

Stainless and Nickel prices are down for March deliveries. Remember, this chart is for surcharge only, it does not include the base price for materials.

Alloy	Jan	Feb	March	April	May	June	July	Aug	Sept
2205	0.3715	0.385	0.3414						
304 CLAD	0.1723	0.1752	0.1689						
304/304L	0.3352	0.3321	0.3195						
304H	0.3352	0.3321	0.3195						
304LN	0.3352	0.3321	0.3195						
304N	0.3352	0.3321	0.3195						
309/309S/309H	0.4592	0.451	0.4334						
310/310S	0.6373	0.6208	0.5963						
316/316L	0.4112	0.4155	0.4003						
316LN	0.4112	0.4155	0.4003						
316Ti	0.4267	0.4303	0.4146						
317/317L	0.4724	0.4801	0.4628						
347	0.6186	0.6145	0.6012						
AL-6XN Plus	1.0365	1.0024	0.835						
alloy 20	1.2687	1.3089	1.5873						
AL-200 TM	2.5184	2.7585	2.1593						
Al-400 TM	1.8595	2.014	1.5694						
Al-600 Tm	2.0577	2.2246	1.7855						
Altemp 625 In	3.733	3.7687	3.4028						
Alloy 276	2.9592	2.9126	2.5444						



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