



THE NATIONWIDE BOILER STEAMLINES

MARCH 2024



NATIONWIDE RENTAL BOILERS SUIT MORE THAN JUST TEMPORARY STEAM NEEDS

The rental boiler industry is booming, with demand and utilization both continue at an all time high. Not only have we seen an increase in rental inquiries overall, but we are also seeing the growth in long-term rental projects, extensions on jobs that began as a short-term need, and a larger number of customers converting a rental to an equipment purchase. To support the growing demand, Nationwide Boiler continues to pursue projects while building inventory for the rental fleet.

To ensure reliability for our customers, Nationwide Rental Boilers are maintained to a high degree and can also be an ideal solution for permanent steam requirements. Plus, with the rental boiler already being on site, installed, and providing temporary steam to the facility, end-users often recognize the cost savings when considering a rental boiler purchase in lieu of removal and installation of a new, permanent system.

Take our 150,000 lb/hr, 500 psig skid-mounted rental boiler, for example. As it was nearing completion at the manufacturing facility, it was booked for a long-term rental at a Pulp and Paper Facility in Canada. This was not just any Pulp and Paper Facility, but a previous customer who had been rent-

ing a 70,000 lb/hr Nationwide rental boiler for over 20 years. Increased steam demand led to the need for a larger rental boiler, and the customer couldn't wait for the long lead times of a newly manufactured system.

Once ready, the 150,000 lb/hr rental boiler made it's way to Canada for a snowy winter installation. It provided a reliable supply of temporary steam for more than four years before the facility chose to purchase the rental boiler.

In another example, a Power Plant also located in Canada had taken delivery on an 82,500 lb/hr rental boiler with skid-mounted deaerator for what was originally slated to be a 3-year rental project. The Power Plant underestimated the time they would need to burn-off approx. 1 million barrels (42M gallons) of #2 oil they have had stored on site since the conversion of the facility from oil to natural gas. The rental, now permanent boiler, is also used during the winter months providing space heating at the facility.

Because the heating load at the facility is considerably lower than anticipated, the company realized the equipment would be operational on site for possibly 10-years or longer. This made the purchase option an ideal solution.

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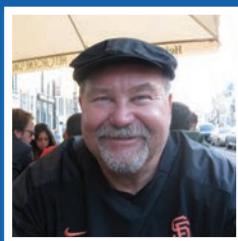
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The Women of Nationwide
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With a fleet of more than 100 rental boilers, the turnover and replenishment of equipment allows us to keep the inventory fresh while building on what we already have. Sell one rental boiler - purchase two for the fleet! And although we wouldn't pursue selling every boiler in our fleet, if an opportunity presents itself we will work closely with our customer to provide an effective solution for all parties involved.

"...INTEGRITY, DEPENDABILITY, REAL CUSTOMER SERVICE."

RELIANCE UPON VALUED MANUFACTURERS



Looking back at my 40 years with Nationwide Boiler, I'm willing to bet we have more experience with a variety of boiler and burner manufacturers than most other companies in our industry. Although we like to standardize for our rental fleet and product offerings, the OEM manufacturers are constantly changing and making improvements, and we strive to offer our customers the most robust, reliable, and efficient products on the market.

Take boilers for instance. The very first rental boilers purchased by Nationwide Boiler were two (2) 20,000 lb/hr Erie City package watertubes that we mounted to highway-legal trailers, making them truly mobile. As we are approaching our one thousandth unit, we have had experience renting or selling more than 40 different boiler manufacturers. From Hurst to Cleaver-Brooks to Babcock & Wilcox and more, this is over a span of 57 years. Babcock & Wilcox, in particular, has played a huge part in our ability to produce some of the "World's Largest" rental boilers in existence today, and we are proud to collaborate with industry leading manufactures such as them.

Similarly we have worked with over 20 burner manufacturers from Coen to Alzeta to our most recent partnership with Oilon. Much of the variety in burners come from emissions guarantees, since that has been the moving target for the last 35+ years. And being in California, we are on the leading edge for the whole country.

Also related, for our low NOx sales and rentals, we have utilized over 14 different technologies from FGR to SCR. When I started in the business over 40 years ago, 83 ppm was considered low NOx. Today, it's down to 2.5 ppm in some parts of California and we've even had several systems source tested at 1 ppm! I remember one source test company called our CataStak system the "magic box" - NOx went in and nothing came out (well, practically nothing).

Regardless of it all, the business of reducing NOx and offering improved and more efficient boiler systems has been a fun ride. I look forward to seeing the continued evolution of the boiler industry and what's in store next.

Larry

43RD ANNUAL CHARITY GOLF TOURNAMENT

Call For Sponsors & Donors

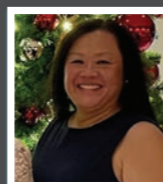


Preparations are in full swing, and we are looking forward to another successful event supporting the ABMA Scholarship Fund and Make-A-Wish Greater Bay Area! If you are interested in sponsoring or donating an item for our auction, please send an email to golf@nationwideboiler.com. We appreciate your support!

NBI NEWS BRIEFS

WELCOME ME!

We are excited to announce the return of **Lisa DeCastro** as our new Vice President of Finance. Having been part of the Nationwide team just a few short years ago, Lisa brings valuable experience and knowledge to this role. We have no doubt that she will put her all into driving an efficient process. Welcome back, Lisa!



We are also pleased to announce the addition of two Industrial Painters for our shop in Fremont, CA: **Carlos Reyes & Rene Baltazar Jr.**

Please join us in welcoming all of our new faces to the Nationwide Boiler Team.

Larry Day Re-Appointed to ABMA Board

Nationwide Boiler's President & CEO, Larry Day, has served on the American Boiler Manufacturer's Association (ABMA) Board for 3 years, and he was recently elected to another 3-year term. Congratulations to Larry on his re-election - we thank him for his commitment to our company as well as the advancement of the boiler industry!

Lupe Garibay Passes CHRMP Exam

Lupe Garibay, Nationwide Boiler's HR and Payroll Specialist, is now an official member of the Certified Human Resources Management Professionals (CHRMP)! The HR profession requires specialized skills and knowledge, and having the CHRMP Certification proves her competency and understanding with the highest standards of proficiency in HR.

This tremendous investment of time is an indication Lupe has invested in her professional career and personal growth, and Nationwide Boiler is extremely proud of her for this major accomplishment. Congratulations, Lupe, for a job well done!

Nationwide Boiler Achieves Improved EMR

Safety is always a top priority, and we are proud of our team for achieving another improvement in Nationwide's Experience Modification Rate (EMR). Generally speaking, if a company's EMR rate reaches a number below 1.0, the company is considered 'safer than most' and may receive lower insurance premiums.

With all three facilities reaching an EMR below 1.0, this is a reflection of our commitment to a safe work environment. Thank you to our Health & Safety Supervisor, Gaby Franco, and all Nationwide employees for practicing safety day in and day out!



NATIONWIDE AND HURST BOILER ENTER PARTNERSHIP



Nationwide Boiler is more than a world class rental boiler company, and we are excited to announce that we are now the exclusive representative for Hurst Boiler in California and the Greater Houston area of Texas. What does this mean for our customers? Let's break it down.

Although we already maintain some mobile steam plants featuring Hurst package firetube boilers as part of our rental fleet, we will be ramping up production with plans to add additional Hurst boilers for rental inventory. In addition, we will continue building up our stock boiler inventory which will include Hurst boilers in a variety of sizes. Plus, as an exclusive representative, we are now offering built-to-spec Hurst boiler equipment for customers in California and the Texas Gulf Coast.

Founded in 1967 just like Nationwide Boiler, Hurst manufactures a complete line of gas, oil, biomass, and hybrid boilers serving a wide range of industries worldwide. The Hurst product line also includes feedwater equipment, blowdown

separators, and boiler room parts. With the extensive knowledge and expertise of both Hurst and Nationwide Boiler's sales and engineering teams, we will work together to offer a custom tailored solution to fit the unique needs of each project.

Jim Lieskovan, Nationwide Boiler's VP of Sales, was thrilled to share the news about this new partnership. "Having a long and successful history with Hurst Boiler, I am pleased to bring Hurst's exceptional quality and innovation to Nationwide Boiler, our rental and in-stock equipment inventory programs, and to our valued customers," he says.

Nationwide Boiler is excited to team up with Hurst to continue supporting our customers with reliable, efficient, and sustainable solutions. We look forward to building and growing this new relationship for many years to come!



EMPLOYEE SPOTLIGHT & FAREWELL: JIM BARBEAU

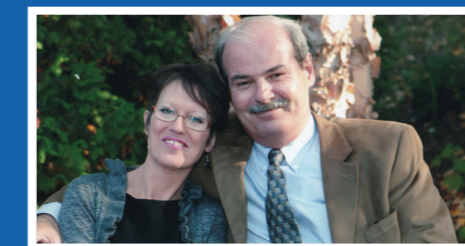


After years of dedicated service, Jim Barbeau, our Eastern Regional Sales Manager, has announced his retirement. As Jim prepares to embark on this next chapter, we'd like to take a moment to reflect on his journey with Nationwide Boiler.

Jim spent roughly three decades at Powerhouse Equipment before joining the Nationwide team in 2015. Initially considering early retirement, Jim's path took a turn when former President Jeff Shallcross offered him a position at our company. Jim knew Jeff and Larry for more than three decades at the time, so transitioning to Nationwide Boiler was a smooth and seamless move.

The highlight of Jim's career has been witnessing what our company has done in the East, alongside the acquisition of Nationwide Control Solutions and the establishment of Nationwide Boiler Texas. From the expansion of our presence in the Gulf

Coast to the remarkable doubling in size of our employee base, Jim is extremely grateful for having been part of this journey. For those at the start of their boiler industry career, Jim's advice is straightforward, "prioritize becoming well versed in the basics and then learn the equipment. This will ensure that you are equipped to serve the customer effectively."



It's hard for Jim to pick a favorite memory from his time at Nationwide, but he really enjoyed the Pebble Beach golf trips and the Sales meetings held at Larry's cabin in Pine Mountain Lake. Given the cross-country distance between Jim working remotely in Pennsylvania and Nationwide's HQ in California, Jim considers himself fortunate to have had the

chance to experience all of these moments throughout his time at Nationwide.

As Jim transitions into retirement, he looks forward to tending to his yard, performing long-awaited repairs on various household items, and exploring new destinations within the United States. Although his retirement plans are not elaborate, he expects it to be filled with travel, relaxation, and cherished time spent with loved ones. "I have had a fantastic experience in my time working at Nationwide Boiler," said Jim. "I deeply appreciate being given the opportunity to work alongside some great colleagues [and will] carry these wonderful memories with me forever".

Jim - we appreciate your contributions and you will truly be missed. Congratulations on your retirement, and we wish you all the best in this exciting new chapter of your life. Thank you for your years of dedication at Nationwide Boiler, don't be a stranger!



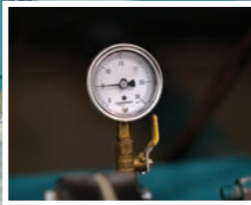
REAL-TIME INSIGHTS FOR CRITICAL DATA

Nationwide Control Solutions is dedicated to shaping the future of control technology with our high quality PLC-based control systems. One of the major advancements in this field is remote monitoring, and our team has recently stepped up to refine and incorporate this functionality into control systems for both our rental fleet and new equipment sales.

Coined the "Eagle Eye", Nationwide's Remote Monitoring System is a safe, secure, and innovative software/hardware package that can be incorporated into new or retrofitted control systems for steam plant equipment (boilers, burners, deaerators, and water treatment systems). The Eagle Eye enables facility personnel to view real-time data and gain critical insights into the operational efficiencies / deficiencies of their equipment. Alerts for issues that require immediate attention can be setup via any method of communication, and Nationwide's team of qualified technicians can provide technical assistance remotely when needed.

Cyber security is at the core of the Eagle Eye, ensuring that there is no write access to any of the boiler plant controls that could corrupt PLC and HMI programs or cause any unsafe conditions. A unique user name and password protected web portal is provided for each connected boiler and plant device and users can connect via their computer workstations, laptops, or mobile devices. Access is then provided to multiple screens that have similar graphics and data displays that are found on our Eagle Boiler Control Systems touchscreen HMIs.

Are you interested in seeing a live demo of the Eagle Eye Remote Monitoring System? Attend BOILER2024 in Denver, CO this May and visit Nationwide Boiler at booth #700!



GROWING DEMAND LEADS TO GROWTH OF STOCK BOILER PROGRAM

Manufacturing lead times for boilers have been steadily increasing in recent years, driven by various factors such as supply chain disruptions, increased demand, and complexities in production processes. These extended lead times can range from several weeks to months, leaving businesses vulnerable to downtime, production delays, and increased costs. Recognizing the urgency of these challenges, Nationwide Boiler has ramped up our long-standing In-Stock Boiler Program designed to provide immediate solutions for customers across the globe.

Nationwide's stock boiler program kicked off in the early 1990's when our sales & engineering teams recognized the need for a large industrial steam boiler solution that was available in a shorter time frame than the manufacturers could offer. With that, we began to stock what was later coined the "World Boiler", a 200,000 lb/hr Babcock & Wilcox FM120-124 Package Watertube Boiler. As one boiler sold, we would replenish the inventory and begin building the next. This boiler model has been sold, replenished, and sold again to many customers that utilize high-temperature superheated steam for their process.

In the years that followed, we began increasing our stock inventory with boilers that cater to a wider range of operational needs. From as small as 47.5 hp to as large as 200,000 lb/hr, this included both boiler/burner only and skid-mounted packages with integral feedwater system and blowdown separator. And let's not forget Nationwide's used and reconditioned boiler program, that began well before we started to stock brand new boilers.

The two go hand-in-hand, with the ultimate benefit of providing a quick solution when manufacturing lead times just won't cut it.

The success of our stock boiler program has led Nationwide to branch out to additional areas of opportunity in terms of stock equipment. We recently added Oilon ULN2.5 burners to our in-stock equipment inventory, with the first three burners sized for 200 HP, 350 HP, and 450 HP. All proven for sub 2.5ppm NOx performance in their respective steam capacities, these burners are available for use with new boiler requirements as well as burner retrofit projects.

Furthermore, Nationwide Boiler has an extensive stock inventory of boiler room parts. With warehouses in Washington, Texas, and California, Nationwide Boiler stocks a wide variety of after market parts including gauges, transmitters, regulators, valves, and more. You name it, we are likely to have it. And if we don't, we have extensive resources to acquire the part swiftly.

In addition to offering a wide selection of in-stock equipment, Nationwide Boiler offers flexibility and customization options to meet specific customer requirements. Our in-house engineering and sales teams work closely with each client to ensure that their needs are met effectively and efficiently.

The history of our stock boiler program is rich, and the current manufacturing environment has really led to the growth of this program. By maintaining a vast inventory of rental boilers and in-stock equipment available for immediate deployment, we provide customers with the support needed to overcome obstacles, minimize downtime, and maintain uninterrupted operations.



PREPARE FOR THE RENTAL BOILER, PREPARE FOR THE RETURN

We often discuss the importance of preparing for a temporary steam plant, but what about the preparation required to return your rental boiler equipment once the temporary steam is no longer required? If a rental boiler is returned with water in the boiler, chemicals in the feed tank, or missing components, the customer is responsible. Let's dive in to some of the most important tasks to complete prior to shipping your rental boiler back to the storage and maintenance facility.

First and foremost, after utilities and piping are disconnected, all water drain valves need to be opened and the rental boiler vessel must be drained and flushed completely. Water treatment chemicals in the chemical feed tank (for mobile boiler rooms and mobile feedwater systems) or chemicals in the boiler vessel (for watertube boilers) must also be removed. The customer will be financially responsible for chemical disposal fees, if not removed prior to the return of equipment.

Next, an inspection of the fireside and waterside surfaces at the end of every rental project is recommended along with photo documentation. Any visible damage, scale build-up, or refractory problems should be reported to Nationwide for further investigation. While some of these issues can be normal wear and tear, when extensive it is often due to lack of maintenance or improper water treatment.

Before the rental boiler can be on its way, there are a some

additional tasks that must be completed. This will ensure that all necessary items are returned, no foreign objects enter the boiler while in transit, and that the trailer is ready to go.

- (1) As applicable, bolt down the stub stack, non-return valve(s), and steam drum vent valve to the trailer. Some of these loose items need to be bolted to a separate shipping skid when applicable.
- (2) Cover all openings - stack, steam, gas, water, electrical panel and safety valve.
- (3) Check tire pressure and if tires are flat, notify us prior to shipment.
- (4) For our trailer-mounted watertube boilers, re-attach the rear deck with wheels and gooseneck if these items had been removed.
- (5) Also for trailer-mounted watertube boilers, start the gas engine (pony motor) on the trailer. If the engine doesn't start, the battery may need a charge or a jump-start.

Be sure to prepare the boiler as outlined above and be ready before the freight carrier arrives at the job site. When in doubt, contact your trusted rental sales engineer and they can clarify any of the tasks required for a successful rental boiler return.

NBI REP SPOTLIGHT: BARTLETT EQUIPMENT COMPANY

With over seven decades of experience, Bartlett Equipment Company prioritizes customer service backed by a team that is equipped with the knowledge to offer a wide range of industrial equipment solutions. Bartlett is an equipment supplier and manufacturer's representative offering a diverse range of product lines including pumps, fans, blowers, gas processing, and water treatment equipment.

Bartlett Equipment Company also serves as the local representative for Nationwide Boiler throughout the entire state of Oklahoma. This allows Bartlett to support their customer base with our complete line of temporary rental boiler equipment, new, and used boiler systems, custom control systems,

and CataStak SCR Systems for emission reduction needs.

In recent news, after dedicating 51 years of service to the company, Bartlett Equipment's Founder, Gary Bartlett, has entered retirement. Neal Singletary (right) is now the current President & CEO, carrying the Bartlett legacy to ensure the company's success and growth throughout the industry.

Bartlett Equipment has played an important role in helping Nationwide establish and expand our CataStak product to the Fired Heater market and they were an integral role in our very first CataStak-FH sale back in 2012. As a valued representative and partner, we look forward to continued growth, exciting projects, and the many opportunities that lie ahead!



BE BARTLETT
EQUIPMENT COMPANY





BREAKING BARRIERS: WOMEN IN THE BOILER INDUSTRY

Did you know that Women's History Month began in 1978 as a local celebration in Santa Rosa? This is just 100 miles north of Nationwide Boiler.

Starting off as a one-week celebration that quickly spread across the country, the National Women's History Alliance led a successful lobby for national recognition, and March 8th was declared as International Women's day. Then in 1987, Congress designated March as Women's History Month to honor the contributions of women to society.

Talent has no gender, and growth thrives in inclusivity. At Nationwide Boiler, we are proud to defy the norms having an extensive team of women in an industry that is traditionally male dominated. The women of Nationwide each play an important role across many different departments including Sales, Marketing, Engineering, Operations, and even out in our shop. Ilona Yasinskiy currently works as a Fabricator at our shop in Washington and will soon be training to become our first female Service Technician.

The women of Nationwide also make up some of our longest standing employees. Mary Thao has been at Nationwide Boiler for 11 years getting her start in operations. She quickly transitioned into ac-

The Women of Nationwide

- Everlin Blanco
- Ruthy Brand
- Dian Bressel
- Shawn Crumbley
- Allison Day
- Lisa DeCastro
- Michelle Dizon
- Maryam Ebteda
- Gabriela Franco
- Lupe Garibay
- Isabela Greiner
- Shalini Kumar
- Katelyn LeJeune
- Holly Lepo
- Sandy Nevels
- Chelsey Ryker
- Mary Thao
- Ilona Yasinskiy

counting, spending time as both AP and AR before her recent promotion to Accounting Supervisor. Chelsey Ryker has been with Nationwide for nearly 18 years starting out as an Administrative Assistant. Since then, she has worked in various departments including IT, Sales, and Marketing, and she also leads the coordination for our Annual Charity Golf Tournament. Lastly, although she formally retired in 2020, Holly Lepo is a part-timer but significant part of the Nationwide Boiler Projects Team. Holly has worn many hats over the years and is going 43 years strong!

Throughout the boiler industry and beyond, women are coming together to create communities that foster growth, connection, and support. The American Boiler Manufacturer's Association recently announced the launch of WIBI - Women in the Boiler Industry. WIBI was created to promote, inspire, and connect women in the boiler industry, and the upcoming BOILER2024 tradeshow will feature the inaugural panel to discuss challenges and successes in shaping the future of women in boilers.

Women have played a large part in shaping our history and women will continue to shape our future. Nationwide Boiler is proud to celebrate our exceptional team of women as well as all the women breaking barriers in the boiler industry and beyond.

NEW TO THE FLEET! 'FIRST OF ITS KIND' MOBILE DA

Another "World's First" for the rental boiler industry is nearing completion, and this time, it's not a boiler. Instead, we're unveiling a new 200,000 lb/hr Mobile Feedwater System - the first of its kind!

Designed primarily for temporary use, this trailer-mounted feedwater system is built to supply 400 gpm from 400 - 800 psig pressure and is ideal for pairing with our fleet of large, high-pressure package watertube boilers. The complete package includes a deaerator, feedwater pumps, VFD drives, chemical feed system, and motor control center with PLC-based controls. Whether for planned maintenance, emergency situations, or temporary installations, this system provides a complete and reliable temporary solution for supplying your boiler feedwater.

Be one of the first to see this innovative rental system at BOILER2024 in Aurora, Colorado! It will be available for viewing out in the mobile boiler parking lot. And don't forget to visit the Nationwide Boiler team at booth #700 - we hope to see you there.

World's First 200,000 lb/hr Mobile Feedwater System

Take a Tour at **BOILER 2024** in the Mobile Boiler Parking Lot!

May 1 - 3 in Denver, Colorado

And Visit Us At **Booth #700!**

STOCK BOILER INVENTORY SPOTLIGHT

60 HP, 150 PSIG
New Precision Electric Steam Boiler

300 HP, 150 PSIG
Used Cleaver-Brooks Ultra Low NOx Package FT Boiler

350 HP, 150 PSIG
New, In-Production Hurst Ultra-Low NOx Package FT Boiler

800 HP, 230 PSIG
New, In-Production Hurst Low NOx Package FT Boiler

82,500 PPH, 399 PSIG
New, In-Stock Superior Low NOx Package WT Boiler

100,000 PPH, 500 PSIG
Reconditioned Nebraska Low NOx Package WT Boiler

200,000 PPH, 750 PSIG / 750F
New B&W, Low NOx Package WT Boiler

**Additional boilers in-stock & in-production, inquire within for more details.*



UPCOMING INDUSTRY EVENTS

FOOD NORTHWEST PROCESS/PACKAGING EXPO
NW Food Show
Portland, OR
April 10-11

BOILER 2024
BOILER2024 Expo
Denver, CO
May 2 - 3

API American Petroleum Institute
API Spring Meeting
St. Louis, MO
May 20 - 24

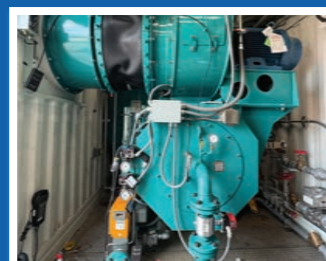
WSSHE Washington State Society for Healthcare Engineering
WSSHE Spring Symposium
April 17 - 19

NATIONWIDE BOILER
Pebble Beach Charity Golf Tournament
May 8 - 9

IDEA2024 District Energy for Sustainable Cities
IDEA Annual Conf.
Orlando, FL
June 16 - 20

NEW 800 HP, 290 PSIG MOBILE BOILER ROOM - SUB 5 PPM NOX

We recently completed the construction and fire test for a brand new 800 HP, 290 psig mobile boiler room - another first of its kind unit for the rental fleet. Built with a 5PPM ultra low NOx burner, it is pre-permitted to help expedite the stringent air permitting requirements for our customers that reside in the South Coast AQMD. As we prepare this mobile boiler room for its first long-term rental project, we are already prepping to build the next!



OFFICES LOCATED IN FREMONT, CA - VISALIA, CA - WASHOUGAL, WA - ALVIN, TX
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THE NATIONWIDE BOILER
STEAMLINES

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