



02 Christmas Wishes
Urea-Based SCRs
Boiler Permitting
Reminder

03 Rep Spotlight
Facility Expansion
World's Largest
Mobile Boilers

04 Giving Back
2018 Christmas
Festivities &
Service Awards

THE NATIONWIDE BOILER STEAMLINES

December
2018

"...Integrity, Dependability, Real Customer Service."

Making History One Rental Project at a Time

Nationwide made history this year, booking not only our largest rental in 51 years, but possibly the largest rental job in our industry!

Known for extreme temperatures, high humidity, and an abundance of sandstorms, Jizan is located in the southwest corner of Saudi Arabia near the border of Yemen, and is now home to the world's largest refinery and terminal. With an anticipated production of 400,000 barrels-per-day, the refinery will process heavy and medium crude oil to produce liquefied petroleum gas, sulphur, asphalt, benzene, and paraxylene. This joint venture between Saudi Aramco and Air Products will increase job opportunities in the region and bring new technologies to the country.

Nationwide Boiler is supporting this effort and has provided three Babcock & Wilcox

package watertube boilers, one plant master workstation, and one deaerator with feedwater pumps, for a rental that has now been extended to 2-years. At a design pressure of 750 psig, each boiler will provide 200,000 lb/hr of 750F superheat steam to facilitate the start-up and commissioning of this massive facility.

At a whopping 600,000 lb/hr of temporary steam supplied by Nationwide Boiler, this project is not only our largest rental project to date, but may very well be the largest project in the rental boiler industry,



based on total steam capacity supplied.

Having high-capacity boilers in-stock and available immediately was a unique advantage that Nationwide had over the competition. The boilers each shipped one-by-one via railcar from the factory in Monterrey, Mexico to the Port of Houston, where they boarded the Barhi Abha cargo ship and set sail to the Port of Jizan. As of now, two of the three units have arrived and the third boiler is expected to arrive by the first of the year.

Securing this order was very much a team effort between the sales, operations, and engineering teams at Nationwide. A big thanks to our representative, Aujan Industrial Solutions, for their assistance with the project.

We look forward to a successful, long-term rental at the Jizan refinery in addition to supporting other, similar projects across the globe.

100+ Number of boilers in our rental fleet

30 Representatives across the country

8 Storage and maintenance facilities across the US

Christmas Wishes



The holidays always present a time to give thanks to those around us. It is my hope that everyone has a blessed holiday season and successful new year.

My Christmas Wish to You - by Catherine Pulsfer
If I could wish a wish for you, it would be for peace, faith and happiness. Not only at Christmas, but for the whole year through!

I wish that there always be food on your table, that you always give to those less fortunate, may you always take time to share, and thank those who have blessed you.

I wish for time, so you may reflect on the blessings that you have, and that you express your love to those who are dear to you.

May you never feel lonely, because there are those who care that you realize you are special, you are unique, you make a difference, not only at Christmas, but all year.

I wish for your thoughts to be positive ones, that you never quit, that you never give up, and that you continue to learn.

I wish for the love and peace of God to be yours always.

Jamy

Setting New Standards with Our Proven CataStak™ SCR System

Did you know that there is a safer alternative to using ammonia as the NOx reducing reagent in our selective catalytic reduction systems?

To be frank, we don't see ammonia ever going away for good. However, there is an alternative for users that want to avoid the use of ammonia. Diesel Exhaust Fluid, commonly known as DEF, is a 32.5% liquid-urea solution that is used in everyday diesel engines. We have utilized DEF as an alternative NOx reducing reagent in permanent CataStak installations for over five years. And now, for the first time ever, we are offering it as an option with our fleet of rental boilers!

The proof is in the pudding - our urea-based CataStak SCR system works just as well as the standard ammonia-based system, without any stringent HAZMAT requirements. We have numerous positive source test results of sub-2½ ppm NOx. Get the same results with less hassle - contact us today for details!



Rep Spotlight: Dean Boiler

Dean Boiler is one of Nationwide Boiler's newer representatives, but has played a valuable role in securing multiple orders in the state of Michigan.

Founded in 1951, Dean Boiler is a service and pressure vessel repair company with three offices in Michigan: Grand Rapids, Bay City, and Traverse City. Dean has been representing Nationwide Boiler for over three years now, and most recently, they led the sale of our used and reconditioned 125,000 lb/hr, 260 psi design, skid-mounted Cleaver-Brooks package watertube boiler. This boiler is being supplied with a custom, PLC-based burner management and combustion control system, engineered and designed by Nationwide Boiler and Pacific Combustion Engineering.

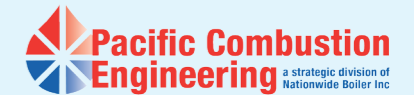
Similar to the values of Nationwide Boiler, Dean Boiler continues to build on the reputation that was started by their founder, and is committed to providing top level service, parts, and equipment that exceed customer expectations. We look forward to working with Dean in the future on many successful rental and new / used boiler projects.



Facility Expansion

It's no secret, we are growing here at Nationwide Boiler - both in numbers and in manufacturing space! We recently expanded our facilities up in Washougal, WA at Pacific Combustion Engineering. Prior to the expansion, the shop alone was just 3,000 square feet. We now have 10,500 square feet of warehouse and manufacturing space, with an additional 1,200 square feet of office space.

With this expansion, we also now have a dedicated space available for testing and maintenance of a rental boiler system, and we plan on sending a few rental units up to Washougal for storage in the near future.



14

NW Food & Beverage World

Located at the Oregon Convention Center in Portland, OR, this two-and-a-half day conference offers a variety of networking opportunities, educational seminars, and an exhibit floor with over 400 supplier booths and 100 food & beverage companies.



18

ABMA Annual Meeting

The American Boiler Manufacturers Association (ABMA) Annual Meeting is a key event for stakeholders in the manufacturing industry. The event is being held at the PGA National Resort in Palm Beach Gardens, FL.



12

Food Processing Expo

With over 280 exhibitors and 2600 attendees, the Food Processing Expo will be held at the Sacramento Convention Center in and is the largest tradeshow in California devoted exclusively to food processing.



26

IDEA Campus Energy Show

Being held at the Hilton New Orleans Riverside in Louisiana, IDEA members and professionals in the district energy, CHP, and microgrid industries will come together to share experiences, explore new solutions, and learn from each other.

Routine Reminder Air & Operating Permits

Whether a temporary or permanent boiler installation, air and operating permits will be required. These permits vary by location and are site-specific. If permits are not put in place in the allotted time frame required, users or rental equipment owners can be fined heavily for non-compliance.

Don't Skip the Permit Follow These Tips

- 01 Educate yourself on local regulations, as laws in each state differ. What is the NOx limit? Is a source test required? Will you need to measure and record gas flow?
- 02 If the situation allows, apply for permits well in advance of the rental. The permit process can take anywhere from weeks to months. Expedited permitting is available in most, if not all jurisdictions.
- 03 Gather as much detail from the rental company related to the equipment specifications and performance, in order to accurately complete the permit forms.
- 04 Ask for help! The company you are renting equipment from should understand the permit process and be able to assist when needed.



This 70,000 lb/hr Boiler, along with a separate 82,500 lb/hr boiler, were delivered, installed, and commissioned in just 7 days for an emergency rental in the Pacific Northwest.

World's Largest Mobile Boilers

Nationwide Boiler is known for innovation in our industry, and we bring many first's to the table. This includes the world's largest trailer-mounted boilers.

We recently booked two major rental projects that include not only the largest mobile boilers in the rental market, but the world's largest mobile boilers. These units, one designed to supply 125,000 lb/hr of saturated steam and the other 110,000 lb/hr of superheated steam, are each mounted on custom, 9-axle trailers with removable gooseneck and running gear, and they weigh over 200,000 lbs each! Both boilers have been rented to large petroleum refineries in the Gulf Coast.



The 125,000 lb/hr saturated steam boiler has been installed and commissioned, and is expected to run through the winter. The 110,000 lb/hr superheat boiler is booked for a long-term, two year project with a projected start date of mid-March. This rental includes the boiler, a urea-based CataStak SCR system, and a continuous emissions monitoring (CEMS) system.



Giving Back



Tis' the season to give back, and Nationwide Boiler has done just that. We recently completed our first annual holiday food drive for the Alameda County Food Bank. We are proud to announce that as a team, we gathered nearly 800 lbs of canned goods and raised \$3,470 for those in need!

Thank you to all Nationwide employees for opening your hearts this holiday season. We look forward to continuing this new tradition for years to come.



Closing Out the Year

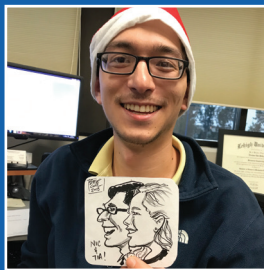
With Awards & Holiday Spirit

Each year at Nationwide Boiler's annual Christmas party, we recognize the hard work and dedication of employees who have been with us for a select number of years (see photos below). In addition, we choose recipients for the 'Dick Bliss' and 'Jim Self' awards, implemented to recognize employees who stand out and possess similar traits to those whom the awards were named after.

This year's recipient of the Jim Self Award was Marcus Robinson, a mechanic at our headquarters in Fremont. Marcus is reliable, and we know we can count on him to get a job done and get it done correctly. This year's Dick Bliss Award was presented to Michael Rosmando, Service Manager at Nationwide Boiler. Michael is well deserving of this award, spending long nights and weekends on the phone

with customers any time an issue arises. He has been with the company for over 20 years, and as former President Jeff Shallcross liked to say, he "takes a lot of bullets for the company". We applaud and appreciate Michael's dedication and service, and look forward to another 25 years!

We also started a new tradition last year, which we call, "Winter Week". Check out some of the photos below to see the Nationwide team getting into the Christmas spirit. **Happy Holidays!**



Ugly Christmas Sweater & Santa Hat Days at Nationwide Boiler Headquarters in Fremont, CA



5-year Service Recipients (left), 10-year Service Recipients (right), and 20-year Service Recipient (center)



Favorite Flannel and Favorite Christmas Character Days at Nationwide Boiler Headquarters in Fremont, CA

Inventory Spotlight



47.5 HP, 150 PSIG
New Superior Pkg.
Firetube Boiler System

80,000 PPH, 260 PSIG
Used Nebraska Pkg.
Watertube Boiler

700 HP, 175 PSIG
Used Transportable
Steam Plant

125,000 PPH, 750 PSIG
New Babcock & Wilcox
Pkg. Watertube Boiler

800 HP, 250 PSIG
New Superior Pkg.
Firetube Boiler

150,000 PPH, 500 PSIG
New Babcock & Wilcox
Pkg. Watertube Boiler

Contact Tim McBride for a quick quote today:
tmcbride@nationwideboiler.com