

THE NATIONWIDE BOILER STEAMLINES

DECEMBER 2021



“I LOVE IT WHEN A PLAN COMES TOGETHER” NATIONWIDE CONTROL SOLUTIONS

It's been a little over four years since Nationwide Boiler's acquisition of Pacific Combustion Engineering. It was a company we knew well, being our main panel supplier out of Washougal, Washington for more than 15 years. The acquisition brought us a new Controls Division and provided us with an expanded product line, a UL-certified panel fabrication shop, and PLC expertise that we didn't have before.

We envisioned taking these new capabilities coast to coast through our extensive customer base and representative network, and just like Hannibal Smith said, “I love it when a plan comes together”. We are now selling high-end PLC panels and complex NFPA fuel skids all over the country and worldwide, with recent projects in the Middle East and Africa. We've increased our employee count in Washougal by nearly 70%, and the shop fabrication area has more than doubled.

Since we offer our control solutions not only to the Pacific Northwest but to customers nationwide, the Pacific Combustion name no longer serves it's purpose.

For this reason, and to close the gap for a cohesive brand, we are excited to announce the name change of Pacific Combustion Engineering to *Nationwide Control Solutions*. This new name provides accuracy and consistency in our branding, going hand-in-hand with our CataStak SCR business being marketed under the corporate umbrella as *Nationwide Environmental Solutions*.

Congratulations to Jack Valentine, our General Manager at Nationwide Control Solutions, and his team, for the continued success throughout these last four years as a division of Nationwide Boiler. The growth we have seen is exponential, with new product lines and high quality, state of the art con-



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trol products for our customers. The new year ahead will bring an updated logo and collateral updates for our Controls Division to complete this transition.

We look forward to continued growth and opportunities to provide our customers with the best industrial equipment solutions available through our motto of “Integrity, Dependability, and Real Customer Service”.

“...INTEGRITY, DEPENDABILITY, REAL CUSTOMER SERVICE.”



CHEERS TO 40 YEARS, HOLLY!

The year was 1981. We had no internet, no cell phones, no computers or laptops, we didn't even have a fax machine.

The big electronic item for the year was the Sony Walkman, remember those? The #1 song was Betty Davis Eyes by Kim Carnes, and #1 movie was Raiders of the Lost Ark. President Ronald Regan and Pope John Paul II were both shot that year, and the Iranian hostage crisis ended after 444 days with all 52 hostages coming home. The cost of gas was \$1.38 per gallon and inflation was 10.2%.

In 1981, Nationwide Boiler Rentals was located at a small facility in Mountain View with about 15 people and a small fleet of boilers. Holly Brown (you may know her now as Holly Lepo), a girl from Vermont, was hired for \$6.25 per hour for a clerical position in which she quickly excelled. When Data Systems, or IT, began to emerge, Holly quickly grasped the concept and developed our path forward.

In 1986 Holly was promoted to Office Manager. In 1989, we had a big \$4M Navy Contract that was going south and Holly took over as Project Manager. She turned things around and pulled that job out of trouble. In 1996, Holly got involved in nearly all facets of the business and held the positions of Shop Manager, Safety Manager, Operations Manager, and IT Supervisor. Really, she took lead on just about anything that needed to be done.

Holly wears so many hats I've lost count over the years. From safety to facilities to IT and operations, there is no doubt that Holly has played a major role in our success throughout the years. And after a remarkable 40 years with our company, Holly is finally removing those hats and ready to set off in her RV and on to her next adventure.

Thank you Holly, for your many years of hard work and dedication. We wish you all the success and happiness as you travel the world of retirement.

Jany

Welding License Received

Aaron Smith is a mechanic and welder at our shop in Fremont, California. Earlier this year, Aaron spent many extra hours practicing his welding skills for the code test and he successfully received his license. Congratulations, Aaron, on this major accomplishment!



New Employee Highlight

As our business continues to grow, so does our team! Please help us welcome the following new faces to Nationwide Boiler.



Scott Best joins us with extensive industry experience as our newest Outside Sales Engineer. Scott's focus will be on generating new business throughout the Northwest Washington Region.

Shane Williams is our newest boiler and instrument technician, staged at our new Houston Area facility. Shane will be trained by Senior Service Engineer and General Manager, Jim Souza, as he paves his path as a future field service technician.



Lupe Garibay joined the Nationwide team initially as a temporary employee for admin and reception assistance. Lupe graciously accepted the position of Junior HR Specialist and has been a great asset to the office and accounting team in Fremont.

Feature in District Heating Magazine

Contingency planning is crucial for any company that utilizes steam for process, heating, energy, or other purposes. This is why Nationwide Boiler developed our [Emergency Preparedness Guide](#) for customers so many years ago.

If you are interested in some light reading, check out our [recent feature](#) in District Heating Magazine.



The article features an in-depth review of the rental boiler market and how to get started with a contingency plan.

FOSTERING GOODWILL THIS HOLIDAY SEASON

The holidays are about sharing, caring, and spreading joy - not just with family, but with the community around us and those in need, too. With a simple act of volunteering or donating, whether it be time or money, a big impact can be made in someone's life. This is why at Nationwide Boiler, we make effort to go above and beyond each holiday season to give back to our communities.

Earlier this month we wrapped up another successful, virtual holiday food drive. Our employees generously opened their hearts to support the Alameda County Community Food Bank (ACCFB) in California, and the Clark County Food Bank in Washington. Throughout the month-long food drive, employees were asked to donate any amount - as little as \$1 - to either food bank, and regardless of the final amounts, Nationwide Boiler would match the total donations.



We set a goal of raising \$1,500 for a celebratory pizza party, and we can officially announce that we have exceeded our goal once again. With the company match, our total donations

made to these two organizations was more than \$4,300!

In addition to the annual food drive, Nationwide Boiler also donated \$1,000 for a Produce Initiative, led by our very own

Meika Pope. The donation was used to grow various organic vegetables including cabbage, onions, three different kinds of squash (butter-nut, acorn, and spaghetti squash), various kinds of potatoes and beets, and 30+ bunches of various greens (kale, chard, collards, head lettuce)



Grown by local farmer, Shady Grove Farms, the produce was delivered by Meika and other Nationwide employees in three separate installments to the Camas Family-Community Resource Center (FRC). The FRC, known for providing resources and support for daily and long-term challenges of the Camas community, distributed the produce to hundreds of local families in need.



We are proud to be able to foster goodwill, share in our successes, and support those in need during the holidays and all year long!

EMPLOYEE SPOTLIGHT: FRANK MEDINA-DIAZ

Frank Medina-Diaz, the Godfather of the Shop here at Nationwide, celebrated his 35 year service anniversary this year. Dated November 10, 1986, Frank's job application said he was interested in "any position", and he was hired the very next day as a shop mechanic/helper at \$5.50 per hour.

After a short three months at Nationwide, Frank was promoted to Parts Inventory Supervisor, a position for which he was familiar with from his previous job at RayChem in Menlo Park. In 1989 he moved on to the paint department followed by becoming a mechanic / electrician in 1996. In 2012 he was promoted again to Senior Shop Technician, then Shop Lead in 2019. Today, Frank is our go-to guy for any new equipment builds and electrical needs.



Whether a mobile boiler room, feedwater van, or other rental boiler system, we can always count on Frank in leading our new production builds in the shop. And now we are proud to have his son Frankie following in his footsteps.

When Frank isn't hard at work out in the shop, he enjoys spending time with family. He takes frequent trips back to his hometown in Durango, Mexico, with his children and grandchildren. Years ago, Frank actually purchased and rebuilt his wife's childhood home in Durango, and they plan to retire there once ready. The biggest recent news in Frank's life is the adoption of two little girls - french bulldogs, to be exact! And he is already enjoying his time with his two precious pups.

We appreciate Frank for sticking with us for more than three decades. Nationwide Boiler is fortunate to have his extensive knowledge of the business to successfully train our next generation of shop mechanics and electricians.

A SOLUTION TO LONG LEAD TIMES

Nationwide Boiler maintains a stocking program for new and reconditioned boilers, available on a fast-track basis. In addition, we also continually build new rental systems so we often have brand new boilers, slated for the rental fleet, that can be re-purposed for a quick sale if the need arises. The combination of these two lines of business offers an immediate solution when long lead times aren't an option. This was the case for a recent sale made to a major meat processing facility in the Gulf Coast.

With their boiler equipment down and beyond repair, the facility needed a quick solution to get back online and producing steam for their process. Rather than renting a temporary boiler and waiting the anticipated 24 weeks or more for a new boiler, the company began searching for a unit that could be sourced immediately. Fortunately, we had a brand new 650 hp Superior fire-tube boiler which, at the time, was slated for use in a new mobile boiler room that was in the process of being built.

The boiler was quickly re-purposed and offered to the customer for outright purchase. We were also able to provide a brand new 40,000 lb/hr deaerator, and a rental deaerator for use during the fabrication of the new system. Less than two weeks after receipt of PO, the new boiler was shipped off to the customer and installed that same weekend by Gulf Coast Boiler (GCB).

A big thanks to GCB for the opportunity to work together on this project. A true example of teamwork with both companies leveraging strengths to solve a problem in our customer's time of need.



Boiler-mounted HMI (top), sample remote HMI's (right)

INSTANT INFORMATION WITH RENTAL BOILER REMOTE OPERATOR WORKSTATIONS

A Programmable Logic Controller (PLC) is a ruggedized computer used for industrial automation and control, and a Human-Machine Interface (HMI) is a user interface or dashboard that connects a person to a machine, system, or device. With a touchscreen HMI and PLC-based controls, you can easily monitor and record run-time data such as operating temperature, efficiency, and productivity, automatically start and stop processes, generate alarms based on specific rules, and more.

The capabilities of PLC and HMI in the boiler room provide countless advantages to boiler operators. From improved operation and troubleshooting to information at your fingertips, the benefits are undeniable.

This is why we've made it a mission to upgrade our entire fleet of rental boilers with PLC-based control systems and touchscreen HMI interfaces. While this can be a difficult task to accomplish with units out on rent at any given time, we've been able to upgrade almost 50% of our fleet of larger watertube rental boilers and will continue this process until all boilers are complete.

Our upgraded and now standard combustion control systems include an Allen-Bradley CompactLogix Micro 850 PLC with a PanelView Plus, touch-

screen HMI. Our burner management systems are typically Honeywell or Fireye, SIL III rated, and mounted inside of a NEMA 4X control cabinet. All parameters for operation are accessed via the HMI (temperature, flow rate, pressure, fan speed, damper valve position, etc.), and the HMI display is linked to the PLC for a fully integrated and sophisticated system.

With these upgrades come the ability to offer remote monitoring at a plant level, which can be particularly helpful at large facilities where the control room is a distance from the rental boiler installation. Our remote operator workstations include a duplicate HMI that has all the same functions as the HMI on the boiler-mounted, PLC-based control panel. It connects to the existing boiler panel via an Ethernet Cat6 cable but for distances longer than 100 meters, an optional fiber optic cable would be supplied.

With the use of a remote operator workstation, on-site operators have access to the control system for instant information and performance data without needing to be physically at the boiler. When an alarm sounds, operators can review details right from the control room for a quicker and improved troubleshooting process. A big plus when operating a big piece of equipment!



RENTAL BOILER FREEZE DAMAGE REFRESHER

It's time for another freeze protection refresher to ensure that your rental boiler equipment does not succumb to freeze damage this winter.

Freezing temperatures can cause major damage to a boiler if the proper steps are not taken to protect equipment from the environment. Although equipment installed outdoors is more susceptible to damage when temperatures drop, every boiler owner should take extra precautions during the winter to minimize the risk of poor performance and freeze damage.

First and foremost, any equipment installed outdoors must be properly protected. Many of our customers have built temporary enclosures that house the equipment for the duration of the rental. These enclosures vary, with some housing the entire boiler system and others covering one or both sides of the boiler (to protect the burner and piping elements). An external heating source can also be used to provide additional heat for the system.



Insulation and heat tracing should be used to protect exposed stagnant water lines and all other main lines and piping components. This includes the steam drum control, high steam, and steam gauge sensing lines, auxiliary low water cut-off, water column, level control blowdown, main and continuous blowdown lines, and all dead leg drain lines. In addition to heat tracing, a 50/50 solution of water and glycol can be used on any stagnant sensing lines.

Finally, if the rental boiler will be down for any extended amount of time, it is extremely important to completely drain the boiler and all stagnant lines to avoid water freezing, expanding, and cracking any lines or piping.

One of the biggest risks taken when renting boiler equipment is damage due to improper maintenance, and that includes freeze damage in the winter. Limit that risk by doing your due diligence, protecting equipment from inclement weather, and taking proper care of your rental boiler.

NBI REP SPOTLIGHT: GIANTECH ENGINEERING PTE, LTD.

Although our name may be deceiving, Nationwide Boiler supplies equipment to customers internationally, from the United States to Australia and almost anywhere in between. In fact, we have rented and sold equipment to six of the seven continents in the world!

One of our secrets to providing quality service to customers, no matter the location, is our network of representatives; and for customers in the ASEAN region, Giantech is our go-to.

Giantech Engineering is the Nationwide Boiler representative for customers in Singapore, Vietnam, Indonesia,

and Malaysia. With headquarters in Singapore, Giantech has transformed from a local engineering company to an international solutions provider for various equipment including boilers, inert gas systems, nitrogen generator systems, ballast water management systems, and compressors. In 2019, Giantech was listed as one of Singapore's fastest growing companies by The Straits Times and Statista.

With a team of knowledgeable and experienced engineers, we trust Giantech in providing quality support for new and rental boiler needs for customers throughout the region.





CELEBRATING THE HOLIDAYS TOGETHER

With our Annual Christmas Party held virtually last year, many were excited to be back out for a night of good company, satisfying food, and fun. We held two separate dinner party's this year in California and Washington, and it was a great time had by all both nights!

In true Nationwide tradition, we coordinated a version of the White Elephant game at each party this year. In Fremont, we even had a game of Icebreaker Bingo to kick-off the night and get to know our coworkers a little better. Not many knew that Tony Difede was once a flight instructor, James Lieskovan Jr. is a nationally ranked BMX racer, Sandy Nevels met Buzz Aldrin, the 2nd man on the moon, and Nick LeJeune swam for the Cincinnati Pepsi Marlins at age 9. Congrats to our big winners - Allison Day and Angel Santiago (Alfredo's son) - it was a tie for BINGO!

After the food and fun, President Larry Day presented our year in review, recognized em-



ployees with milestone anniversary years, and announced the 2021 Dick Bliss Award. The Dick Bliss Award is given annually to the employee that most exhibits the characteristics that Dick held true in building this business from a 2-man start-up in 1967 to what it is today; our tag line and motto of "Integrity, Dependability, and Real Customer Service".

Our bread and butter, our flywheel that makes everything else happen, is our boiler rental business. Being the Rental Sales Manager at Nationwide is no easy task and we are fortunate to have Tim McBride leading the way. Tim will forever be known as 'The New Guy', but maybe one day that title will be revoked.

We can always count on Tim, he's technically sound, knows commercial terms, and does a great job getting the maximum utilization from our rental fleet. Congratulations to Tim for earning the 2021 Dick Bliss Award!

- 40 Years of Service
Holly Lepo
- 35 Years of Service
Frank Medina-Diaz
- 25 Years of Service
Juan Najera-Martinez
- 15 Years of Service
Chelsey Ryker
Cheryl Olivo
- 10 Years of Service
Daren Marshall
Renny Rector
- 5 Years of Service
Antonio Garcia
Nicolas Petty
Ruthy Brand

THE EMERALD ANNIVERSARY 55 YEARS IN 2022

Over five decades ago, late founder Dick Bliss had a vision to provide a time efficient solution for boiler owners in their time of need. He mortgaged his house, bought a boiler, and that vision became reality. Now, 55 years later, the company once known as Nationwide Boiler Rentals has grown tremendously to become 'more than a world class rental boiler company'.

With over 200 successful CataStak SCR system installations, a UL-certified panel fabrication facility, hundreds of new and used boiler sales to customers in nearly every region of the world, and countless innovations and rental industry firsts, Dick may not have imagined how successful his vision could be and what it has now become.

We have a team of dedicated, hard working individuals, a network with some of the best industry representatives around, and a vendor and customer base that continually supports us in our mission of providing "Integrity, Dependability, and Real Customer Service" to the world of boilers. We are excited to pave the road ahead with more rentals, sales, innovations, and success stories for another 55 years and beyond!



STOCK BOILER INVENTORY SPOTLIGHT



200 HP, 150 PSIG
New, Never Used
Superior Low NOx
Package Firetube Boiler
**Designed to VA Specifications*

350 HP, 250 PSIG
New Superior, Low or Ultra-Low NOx
Package Firetube Boiler

80,000 PPH, 250 PSIG
Reconditioned, Cleaver-Brooks
Low NOx Package Watertube Boiler

100,000 PPH, 399 PSIG
New Superior, Low NOx
Package Watertube Boiler

**200,000 PPH,
750 PSIG / 750F**
New Babcock & Wilcox, Low NOx
Package Watertube Boiler

INDUSTRY EVENTS KICK-OFF THE YEAR

As long as the pandemic doesn't bring us any more surprises, the beginning of 2022 marks our first "tradeshow tour" in over two years. We kick off the year with our first stop in Indian Wells, California, for the ABMA Annual Meeting. Scheduled for January 14 - 17 at the Hyatt Regency Indian Wells Resort, this meeting always provides us with a great platform to learn about current and emerging trends in the boiler industry.

A few weeks later, team Nationwide will head to Texas for PowerGen International. Beginning on January 26 in Dallas, PowerGen is the largest network and business hub for the power generation industry. If you will be at the show, be sure to visit our team at booth #4539.

At the end of January, we will walk the AHR Expo in normal Nationwide fashion, and then come February, we will be at two food shows; the Food Processing Expo in Sacramento, California, and the Northwest

Food & Beverage show in Spokane, Washington. Our last show of the month will be the IDEA Campus Energy event in Boston.

We look forward to a great year of in-person industry events. Stay tuned, and we hope to see you at some of these shows!

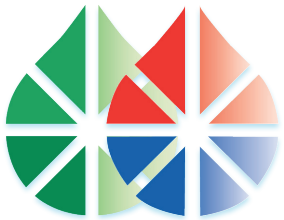


In Loving Memory



Burgess J. Holt

“Burgess would like to let you know his work here is done. He has been called to a greater project where his compensation will be reuniting with loved family and friends, but most importantly an eternity with his Savior.”



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STEAMLINES

Headquarters
42400 Christy Street, Fremont, CA 94538
www.nationwideboiler.com | info@nationwideboiler.com



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