

THE NATIONWIDE BOILER STEAMLINES

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BACK IN THE FLEET AND OUT ON THE STREET

Our boilers are built to last, we've said it time and time again, and at Nationwide we ensure that our rental boilers are built and trimmed with the most robust components the industry has to offer. This strategy, along with proper care and maintenance, will produce equipment that will last more than a lifetime. That's right, some of our boilers that have traveled hundreds of thousands of miles producing steam for multiple facilities throughout their lifetime in the rental fleet are eventually sold to provide permanent steam to a facility. And in some cases, they end up back in the rental fleet where they started. One boiler, multiple lifetimes.

That was the case for two (2) 82,500 lb/hr Nationwide package watertube rental boiler systems. In 2014, we partnered with our local representative, NBW, to supply these units to Akron Energy for temporary steam during the conversion from a coal to gas fired boiler plant. Instead of a long-term rental, the customer chose to purchase with the intention of selling the boilers back to NBI upon installation and commissioning of the new boiler plant.

Fast forward 6 years and the boilers are back in our rental fleet, and timing couldn't have been better. This Summer, the Lansing Board of Water and Light issued a public bid for the rental of two package watertube boilers – and our recently returned 82,500 lb/hr units were a perfect fit. And to meet customer requirements, we were able to add custom lower mud drum heating coils with enough time to meet the desired delivery date.

Prior to delivering the boilers for this new rental, units were thoroughly inspected, maintained, and tested to ensure reliability. Big thanks to our long-time partners, NBW, for their assistance and support throughout the entire rental and buy-back project as well as the turnaround phase.

Now in their third lifetime, these boilers have been delivered to the job site and are ready to provide back-up steam as required this winter. Although it takes a lot of organization, diligence, and hard work, we take pride in maintaining a fleet of over 100 rental boilers allowing us to support multi-boiler needs for projects just like this one.



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



FOSTERING SUSTAINABILITY FOR THE BOILER INDUSTRY

We've often been at the forefront of innovation in the industry here at Nationwide Boiler. We were the first to mount a package watertube boiler to a highway-legal trailer nearly 54 years ago, and we now maintain the world's largest fleet of trailer-mounted watertube boilers. Twenty-three years ago we worked with Tektube to help develop the X-ID boiler tube technology, a revolutionary design in the firetube boiler industry that is now used in most every firetube boiler product line offering. Twelve years ago we developed the CataStak™ SCR system for ultra low NOx emissions compliance, now the leading SCR system for package boilers. And the list continues.

As we head in to a new year, we are facing new challenges in the boiler industry: Decarbonization and the challenges of the Green New Deal. In a nutshell, the proposal calls on the federal government to wean the US from fossil fuels and curb planet-warming greenhouse gas emissions across the economy. While it seems likely that the US will rejoin the Paris climate agreement, it's less clear exactly what approach will be taken on environmental concerns. But the big unknown is what the future holds for fossil fuels as we know them today.

To bring new ideas to the table and foster sustainability in the boiler industry, we will be forming a Nationwide Boiler Millennial Climate Change Task Force. We will be selecting key employees from our sales, marketing, engineering, service, and shop staff to brainstorm what Nationwide Boiler should be doing now to develop products and services that keep us relevant and our business sustainable in the near and long term future. Whether it be electric boilers, hydrogen fired boilers, fuel cells, solar boilers, waste heat boilers, bio-fuel boilers, or otherwise - what products should we be focusing on so we stay ahead of the curve in our industry? We know steam is not going away, but how it's produced without using carbon fuels is the trick. More to come later.

In the meantime, I hope that everyone had a safe and relaxing Christmas and I pray that 2021 will be a better year for all. This past year has been tough to manage and one we'll never forget, but we will get through it together.

Wishing You a Blessed and Happy New Year,

Jerry

Superior Boiler Rep Territory Expansion

With the recent acquisition of the Southern California territory, Nationwide Boiler is now the exclusive authorized representative for the full Superior Boiler product line in California, Nevada, Oregon, and Washington. This includes the sale of package watertube boiler systems across each respective territory.



Check out our [press release](#) for all the details!

ABMA COVID Resources for Industry

The American Boiler Manufacturer's Association (ABMA) has put together an extremely valuable, member-only resource center to help navigate business in the current Coronavirus pandemic we are facing. As a proud member of the ABMA, we are fortunate to have access to these resources and we thank all involved for their time and dedication in continuously providing up-to-date information and resources to our industry.

Check out the official ABMA website for additional Boiler Industry resources.



NBI Becomes BIC Alliance Member

Nationwide Boiler has joined the ranks and is now a member of the BIC Alliance, the primary communication link for connecting buyers and suppliers in business and industry.



Check us out on their website and find our articles in the current and upcoming publications.

First Remote Start-up Success

At Pacific Combustion Engineering, we recently completed our first ever remote start-up, and we are happy to report it was a success! Technical Engineer, Greg Solomon, performed the start-up from his house over the Thanksgiving holiday, and all tasks were completed with minimal interruption.



This is a major accomplishment, especially in the environment we are facing with limited travel due to the Coronavirus pandemic. A proven alternative when travel may not be an option!

THE INFLUENCE OF INDUSTRY KNOWLEDGE & EXPERIENCE

The success of a company hinges on human capital; skills, relevant professional networks, and problem solving capabilities, often built up in the course of relatable career experience. But without the combined minds of past experience and emerging experience (those who are new to the industry growing and learning as we speak),



Nationwide and other top companies wouldn't be able to cultivate the innovative ideas that lead to successful solutions, as we have done for the last half a century.

Innovative ideas are created through collaborative thinking, brainstorming, and feedback. To inspire the most innovation and creativity, people of multiple backgrounds, ages, and experience levels must work as a team to spark new, inventive ideas that offer a solution to a problem that customers in your market are facing. This is how Nationwide Boiler was formed; an innovative idea by our founder, Dick



Bliss, solving the problem of lost production with temporary rental boilers. And it didn't stop there - Nationwide has continued to be on the forefront of innovation in our industry ever since.

Our secret? You guessed it, it's our people. At Na-

tionwide Boiler, we have over 300 years of industry experience combined in our people. With a versatile group of individuals, our management team includes many diverse backgrounds ranging from the package boiler industry to emissions control, industrial burners and combustion control equipment, commercial and industrial boiler equipment sales, and even nuclear power generation.

Nationwide employees have sparked many great ideas over the years, including a solution to extremely low NOx requirements in California with our CataStak SCR system, simple emissions & efficiency monitoring with our DataStak, the world's largest trailer-mounted rental boilers, and even virtual Factory Acceptance Testing (FATs) to solve the current issue we are facing around pandemic travel restrictions. Having the knowledge, experience, and resources we have in our people allows us to put our minds together and find a solution for nearly any issue our customers are facing.



We have a great team here and Nationwide and we welcome the emerging generation to help continue our influence of innovation in the industry.

EMPLOYEE SPOTLIGHT: WILLIAM 'BILL' TESTA

William 'Bill' Testa has been a part of the Nationwide Boiler Team since 2012 but at the end of this year he will officially be retired (...kind of).

For the 40 years of his career prior to signing on at Nationwide, Bill worked in multiple roles within the Power Industry including boiler repair, combustion engineering, project management and sales.

Bill initially started out as our Business Development Manager and was promoted to Director of Sales shortly thereafter. While he grew and developed our representative network in North America, Canada, the Middle East and Malaysia, Bill also was an active part of the sales team quoting and selling large package boiler and CataStak SCR projects. Although he is officially retiring at the

end of this year, we won't let him go that easy. His next chapter will also include a part-time consultant role where he will assist in various areas of the sales and marketing development. So you may still see



him working on large projects, attending vendor and customer site visits, at marketing events, and elsewhere.

Bill has big plans for retirement though, and first on the list is getting married to his fiancée, Nancy, in 2021. He also looks forward to visiting his children, grandchildren, and Nancy's family once the pandemic subsides. Spring training baseball games, senior softball, teeing off on the links, and traveling are all in his future. And let's not forget enjoying his new home in sunny Florida, where he often reminds us that, "all are welcome".

Bill, we wish you all the best and thank you for your years of dedication to NBI. We look forward to being a part of this new journey you are on!

MAINTAINING & UPGRADING THE CATASTAK

There are many advantages to choosing the CataStak SCR system as your ultra low NOx and emissions control solution. This includes increased operating efficiency, better turndown, and proven results of up to 99% reduction. While the catalyst utilized within the CataStak is highly robust, it does have a useful lifespan. Additionally, catalyst technology, reagent control performance, and emissions reduction requirements continue to evolve, so evaluating your system after 10+ years of operation might be a good idea.

If increased volumes of reagent are needed to accomplish the same level of NOx reduction as previously capable, this is a sign that the catalyst is nearing the end of its useful life. In addition, if pressure drop increases across the SCR and you are seeing decreased boiler capacity or increased combustion fan output, replacing your catalyst can restore the system to like new or even better-than-new performance.



For SCR control systems that are now obsolete, we have developed an updated PLC controls solution that can be easily retrofit to your existing system. And we offer upgraded control valves and mass flow meters for components that are no longer available. These options provide a pro-active solution to ensure uninterrupted regulatory compliance.

With the importance of meeting current emissions requirements, and the air districts ongoing objective to further reduce NOx and CO emissions, now is the time to evaluate your system for valuable upgrades, especially if it's been in operation for over a decade.



THE IMPORTANCE OF UL-CERTIFICATIONS

While they have only been part of Nationwide for 3 years, our Controls Division, Pacific Combustion Engineering, has built high-quality, robust controls systems for over 70 years. With a goal of providing the latest control technologies built to the highest industry standards for safety, our team maintains multiple certifications for quality assurance. Arguably, one of our most valuable certifications is the Underwriters Laboratory (UL).

Established over 100 years ago, UL has developed more than 800 safety standards and is one of the most recognized, accepted, and trusted symbols in the world. Being recognized as a UL-certified facility requires rigorous examination, testing and follow-up surveillance of the manufacturing process and procedures to ensure conformance to all safety standards. And to prove accordance with the UL requirements, a local UL field representative will visit a manufacturer at least four times per year.

Our facility maintains two certifications: UL-508A and UL-698A.

UL-508A is the Standard for Safety of Industrial Control Panels in ordinary locations, in accordance with the National Electrical Code, NFPA 70. The standard provides guide-

lines to panel fabricators on various issues including proper component selection, wiring methods, and calculation of short circuit ratings.

UL-698A is similar but includes standards that relate to industrial control panels in hazardous locations. These types of panels require the use of UL Listed barriers to make the circuit extensions intrinsically safe.

The UL listing mark on an industrial control panel provides evidence of third party certification and is typically something that electrical inspectors look for.

Needless to say, any company that is UL-certified demonstrates a continual commitment to quality and safety throughout the manufacturing process, and we take pride in maintaining this status.



PREVENTING BOILER FREEZE DAMAGE THIS WINTER

Cold weather, freezing temperatures in particular, can be detrimental for a boiler system if installed in an outdoor location or if the water lines are exposed to the environment. Protection of your equipment is imperative, and there are a number of items that must be considered when checking your system for winter readiness.

As we enter the heart of the winter, be prepared to take extra precautions to avoid damage to your system, downtime for repairs, and a hit to your budget.

Constant Flow or Drain Below

If temperatures are near freezing, it's important that a boiler is never sitting idle while filled with water. If your process is unable to support continuous operation, the boiler must be drained or filled with a 50/50 anti-freeze solution. This is especially important for temporary boilers during transit to and from the rental storage facility.

Protect Your Pipes

The water inside the pipes should be above 32F at all

times. If it freezes, it will expand and damage the piping to the system. Building a temporary enclosure around your boiler is one guaranteed way to avoid this consequence, however, you can also heat trace and insulate the water lines and pipes. This can be done through electrical or steam-based heating, each with their own pros and cons. Keep in mind, steam-based tracing can be interrupted by downtime of the steam source.

Monitor Combustion & Fuel Temperatures

Cold air can cause an increased firing rate, poor heat transfer, decreased efficiency and high operating costs. In addition, cold temperatures can cause fuel flow issues if lines are not insulated or heat traced. Keep an eye on the fuel temperature and look out for differences in stack and steam temperatures. The stack temperature should never be more than 150F higher than the steam temperature.

Be Proactive

Think ahead and protect your equipment before the frost hits. You will reduce your risk and gain peace of mind.

REP SPOTLIGHT: HAMILTON BOILER WORKS LTD.

Our main focus here at Nationwide is the supply of reliable rental boiler systems to customers not just nationwide, but also in Canada and across the globe. Having a network of knowledgeable and experienced representatives helps us make this happen, and we appreciate their dedication to our vision.



With a goal of keeping customers online 100% of the time, Hamilton Boiler Works is the local Nationwide Boiler representative for customers within the province of Ontario. Hamilton Boiler has been supplying portable boiler

rentals, sales, service and accessories for more than a century. While they maintain their own fleet of rental units up to 250 hp, we have partnered with Hamilton for many years to supply reliable rental boiler systems that are 300 hp and larger, including high capacity package watertube rental boilers.

Our relationship with Hamilton Boiler Works goes way back. They have a great team behind them and a wealth of knowledge and experience to achieve their customer-centric goals. We are fortunate to have their support as we work together to provide temporary solutions to customers within Ontario and beyond.



CONGRATS!

...And thank-you for the many hours of hard work & dedication!

30 YEARS OF SERVICE

Jack Valentine

20 YEARS OF SERVICE

Michael Piasecki

5 YEARS OF SERVICE

Jim Barbeau
Mike Connely
Mario Landeros
Jesus Martinez
Stan Mason
Eddie Ortega
Stacy Stemple

MAKING THE MOST OF CHRISTMAS DURING COVID

Holidays in the office were a bit different this year with many people not physically around but working from their home offices instead. We had our first Virtual Winter Week, where employees participated by dressing up for a specific theme each day and sharing their “selfies” with the team. While we didn’t have the normal fun of seeing everyone in person, we were still able to spread the cheer in a virtual fashion.

If it were a normal year, we would celebrate the season, acknowledge our hard working employees, and enjoy the company of one another at our two annual company Christmas parties; one in Fremont, CA and one in Washougal, WA. But as we all know, the pandemic brought a different challenge to gathering and celebrating this year.

With just 16 employees at our office in Washougal, we ordered takeout and had a socially-distanced Christmas luncheon. While we weren’t really able to gather, employees enjoyed a delicious meal while cheer was delivered in the form of Christmas bonuses.

In Fremont, however, we were back to shelter in place with even more restrictions around gatherings, right before our planned luncheon. This resulted in our first ever virtual Christmas gathering. Shop employees participated in two small socially-distanced groups, and others joined in from their desk or office at home. Not the ideal company party by any means, but a great way to get people together to acknowledge the successes of our year in a safe manner.

It worked out well, and we were even able to see some faces that we don’t see every year at our company Christmas parties, like Jim Barbeau in West Chester, PA, and Stacy Stemple in Visalia, CA - two of the six employees that we celebrated for reaching 5 years of service. Finally, a big congratulations to this year’s Jim Self Award recipient, Frank Medina-Diaz, and our Dick Bliss Award recipient, Chelsey Ryker.

While the holidays were different for most this year, we hope that everyone was able to have a relaxing Christmas and we wish you a safe and happy New Year!

GIVING BACK THIS HOLIDAY SEASON

The current environment around the pandemic has caused disruption to the lives of many, and giving back is needed now more than ever. This holiday season, we held two separate food drives to support the local communities around our offices in Washington and California. To no surprise, coronavirus restrictions made things pan out a bit differently this year.

Up in Washougal, we were able to hold a traditional food drive and our team came together to support the Inter-faith Treasure House, a local organization that has provided support to residents in Camas and Washougal for over 50 years. We were able to gather and donate a large table full of food and we are happy to know it will go to many families in need this winter.



In Fremont, we didn’t have the option of holding a traditional food drive. Instead, we held a virtual food drive to help the Alameda County Community Food Bank in their goal of distributing millions of healthy meals each year and mission of pursuing a hunger-free community. The benefit to a virtual food drive is the power of buying in bulk - every dollar raised equates to two meals for children, adults, and seniors in our community.

Employees came together and raised a total of \$1,337.25, and Nationwide Boiler agreed to match that total, donating a final amount of over \$2,600! A huge success for our first ever 100% virtual food drive.

A very big thank you to everyone who opened their cabinets, wallets, and hearts this holiday season. We are fortunate to have a group of employees who are willing to perform selfless acts of kindness to help the communities around us.

INVENTORY SPOTLIGHT

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

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

75,000 PPH, 750 PSIG / 750F
New Babcock & Wilcox, Low NOx Package Watertube Boiler

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

475 HP, 150 PSIG
New Superior, Ultra Low NOx Package Firetube Boiler



NBI EVENTS UPDATE

With the coronavirus cases still on the rise, many events have been converted to virtual or postponed to 2022.

Be sure to follow us on social media and check our website for event announcements throughout the year.



In Loving Memory

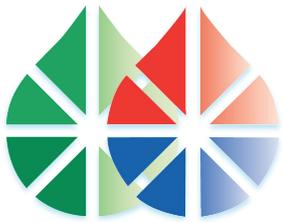


Celia Santiago



Robert 'Bob' Rizza

"When we lose someone we love, we must learn not to live without them but to live with the love they left behind."



THE NATIONWIDE BOILER

STEAMLINES

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