

The three (3) 200,000 lb/hr package watertube rental boilers are installed and nearly ready for start-up at the Saudi Aramco Refinery in Jizan, Saudi Arabia.

02 - Reflecting Back
- RECLAIM News
- Water Chemistry Rundown

03 - Employee Recognition
- Aging Economizers
- VA Contract Awards

04 - Save the Date
- Giving Back
- Rep Spotlight

THE NATIONWIDE BOILER STEAMLINES

April 2019

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

Supplying Temporary Steam in a Matter of Days

When an emergency strikes, boiler owners need a resource they can count on to provide reliable equipment on a fast-track basis.

With over fifty years in the industry, Nationwide Boiler's reputation has been built on our commitment to providing customers with the best solutions available. Whether that be a new or used boiler from stock, CataStak™ SCR system for ultra-low NOx compliance, or a temporary boiler to support an unplanned outage, fast-track projects and emergency rentals are our specialty.

A pulp and paper facility in the Pacific Northwest had a failure of their power boiler in the midst of the winter, and required two industrial watertube boilers quickly to continue their process and avoid loss of production. As a long-time customer of

Nationwide, the company called on Rental Sales Manager Tim McBride for a solution. Tim quickly identified and proposed two 70,000 lb/hr trailer-mounted rental units that were serviced and ready for immediate use. Within two days of the initial call, the shipment was coordinated and the boilers were headed north to support the plant outage.



Each boiler travelled about 1,000 miles through rough, winter weather to the customer's site. Upon arrival, the boilers were placed in the pre-configured temporary boiler location, and all utilities and process piping connections were completed. In a matter of days, a Nationwide service technician was on-site and brought the units on-line to support production.

Transport, installation, and start-up were completed in a matter of days; this rental moved in near record time. Overall, it took a total of seven days from the first point of contact to steam production. With a fleet of over 100 rental boilers stored in various locations across the country and representatives across the globe, Nationwide is proud to be able to provide top-of-the-line equipment, service, and support, when our customers need it most.

100+ Number of boilers in our rental fleet

30 Representatives across the country

8 Storage and maintenance facilities across the US

Reflecting Back



As I now begin my third year as President, I reflect back at the last 51 years and feel proud of all the accomplishments of this great little rental boiler company that I am truly blessed to now lead.

When I first started working here in 1984, our largest mobile boiler room was 300 hp and our largest trailer-mounted watertube boiler was 52,000 lb/hr. We are known within our rental industry as innovators, always pushing to be the first to the market with either the largest, most efficient, lowest emission, or exciting new product to add to our rental offerings. These past few years we have successfully brought to market the world's largest 1000 hp mobile boiler room, the world's largest 125,000 lb/hr trailer-mounted watertube boiler, the innovative DataStak™ efficiency and emission monitor, and the Ammonia-Free / Urea-Based CataStak™ SCR system. Like former President Jeff Shallcross liked to ask me, "What's next, Larry?"

Although we do have an exciting new high capacity design boiler coming out in just a few months, I am now concentrating on what's next: our company's sustainability. And I'm not talking about just being green. We've lasted 50 years, now I want to make sure we last another 50 years. We need to instill in our new employees the core values that Dick Bliss built the business on: true integrity and providing quality and innovative rental boiler solutions to our customers, who can trust us to deliver and stand behind. If I can do this, our company will last another 50 years.

Larry

California Emissions Update Line: New RECLAIM Rules for SCAQMD Users

It is a well-known fact that the state of California has the most stringent emissions requirements in the country, and for decades the state has been hammering down specifically on boiler-related emissions.

RECLAIM was implemented for businesses in the SCAQMD to provide greater flexibility and a financial incentive to reduce air pollution beyond what clean air laws require. These facilities are now subject to an expedited implementation schedule to install additional Best Available Retrofit Control Technology (BARCT).

As a result, the program is transitioning to a command-and-control regulatory structure, which is an ongoing process

that will modify existing rules established specifically for RECLAIM facilities.

A revision to Rule 1146 has now been adopted, which reduces NOx limits to 5ppm for Group I units (greater than or equal to 75MMBtu/hr). Group II units (20-75MMBtu/hr) would also fall into this new 5ppm NOx limit if the existing permit limit is greater than 12 ppm.

Nationwide Boiler has extensive experience and proven solutions to assist with not only meeting, but exceeding current and new NOx emissions limits. Feel free to reach out if we can be of assistance.



Celebrating Women in the Workforce Employee Recognition: Holly Lepo

In the month of March, we celebrated International Women's Day. We value the Women of Nationwide, and wanted to take a moment to recognize one of our women, who happens to currently be the longest working employee at Nationwide.

Holly Lepo began her career at Nationwide in 1981 as our receptionist and office admin. At the time, the office and shop were located in Mountain View and were much smaller than our current facilities in Fremont. In fact, we only had 12 employees at the time (in comparison to the 63 we have today!).

Holly wears a lot of hats, which stems from her diverse experience within the company. In

her near 40 years working at Nationwide, she has grown in education and experience to fill positions in just about every department. Currently, Holly is our Quality Control, Facilities, and Health, Safety & Environmental Manager.



Holly is a lover of the outdoors. More specifically, she loves to hike and bike, and is an avid RV'er. She often travels to different locations in her RV, checking off one bucket list item at a time. The photo to the left is Holly at Grand Prismatic Spring in Yellowstone National Park, a bucket list goal is now checked off of her list.

A big thank-you to Holly for her many years of hard work and dedication in making Nationwide Boiler a safe and comfortable place to work!

Benefits of Replacing Aging Economizers

An economizer is often utilized as a heat exchanger, designed to use heat from the hot boiler flue gases to preheat the feedwater. This practice can typically increase efficiency by 5-12% and reduce overall operating costs.

As an economizer ages, it becomes less efficient and more costly to maintain. Economizers are built to last decades, but sometimes that isn't long enough.

As one of E-Tech's trusted West Coast representatives, we can assist with a replacement that is an exact duplicate of your E-Tech or Kentube economizer. In fact, we can custom engineer just about any type of heat recovery equipment that will meet or exceed the performance of your original equipment.

Contact a Nationwide Boiler Sales Representative today to discuss your next project.



APRIL

17

WSSHE Spring Symposium

The Washington State Society for Healthcare Engineering's Spring Symposium will be held in Chelan, WA. The focus this year is "Emergency Management", designed to provide practical information for healthcare facility managers, architects, engineers & contractors.



MAY

06

API Spring Meeting

Located in Dallas, TX, the 2019 Spring Committee on Petroleum Measurement Standards Meeting will cover API standards and best practices used throughout the industry to promote safe and environmentally sound operations.



JUNE

21

ABMA Summer Meeting

The American Boiler Manufacturer's Association is holding their summer meeting in Asheville, NC at the Omni Grove Park Inn. With a family-friendly atmosphere, this 4-day event is a great educational and networking opportunity for those in the boiler industry.



JUNE

24

IDEA Annual Conference

Being held in Pittsburgh, PA, the IDEA 2019 Annual Conference invites members and professionals in the district energy, CHP, and microgrid industries to come together and share experiences, explore new solutions, and learn from each other.

Common Water Treatment Chemicals

- Sodium Sulphate / Hydrazine**
to maintain reducing conditions
- Sodium Carbonate / Sodium Hydroxide**
to maintain alkaline conditions
- Sodium Phosphate**
to avoid slush concentration created by coagulation treatment

Your water treatment supplier will determine which chemicals and dosages are required for your unique application.

Water Chemistry Rundown

Whether you are working with a boiler on a temporary or permanent basis, it is crucial to consistently monitor your water chemistry and maintain high water treatment standards. Due to the high temperatures, water exhibits a different physical state inside of a boiler. This is why water must be treated before and after entering the boiler. Proper water treatment will help to avoid scaling, fouling, corrosion, and foaming.

- 01 Why External Water Treatment?**
Allows for impurities to be removed before water reaches the boiler.
- 02 Why Internal Water Treatment?**
Limits water from damaging the inside of a boiler and allows water solids to be easily removed from the boiler in the blowdown.
- 03 How Often Should I Review Water Chemistry?**
As a rule of thumb, we recommend monitoring water chemistry reports on a daily basis.



Waterside Comparison: clean tubes (left) vs. tubes with scale & corrosion (right) caused by improper water chemistry.

Two VA Hospital Contracts Awarded

Did you know that Pacific Combustion Engineering does more than just burner management systems and combustion control panel fabrication?

Our controls division also represents an extensive product line for various process equipment and instrumentation manufacturers. This includes package boilers, burners, boiler auxiliary equipment, and more for customers throughout the Pacific Northwest. In fact, we were recently awarded two large contracts to replace aging boilers and related equipment at VA hospitals in Oregon and Washington.

The scope of supply for each project includes three new Superior firetube boilers



equipped with dual fuel Webster burners and various boiler auxiliaries. In addition, Pacific Combustion is building UL compliant and SIL2 rated boiler/burner controls, instrumentation, and a plant master workstation to tie all equipment communications together via Ethernet. The combustion control cabinet has been designed to include redundant PLC controllers, a touch screen HMI, and other required devices.

Check out our recent press release for additional details on these two major projects. Congrats to Mike Dorthalina and Matt Pope for securing these orders!



Save the Date

Nationwide Boiler's 39th Annual Charity Golf Tournament will take place on May 8-9 this year, alongside Pebble Beach's 100th Anniversary. What



better way to celebrate than in the era it all began, or close to it at least. This year's theme will be Roaring 20's, Great Gatsby style. So grab your pearls and don your hat, cuz' there's a shindig a stirrin'!

As with past years, we will continue to support the ABMA's Randy Rawson Scholarship Fund and Make-A-Wish® Greater Bay Area. All proceeds will be distributed equally between the two organizations.

We're looking forward to another successful event. If you are interested in donating, please reach out to golf@nationwideboiler.com.

May 8-9, 2019 | Pebble Beach, CA

Giving Back: Supporting Future Generations

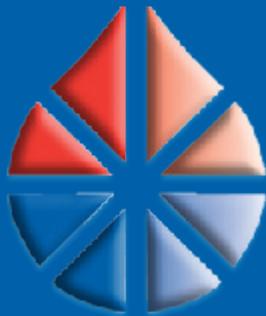
Nationwide Boiler believes in giving back, and that education truly is the key to success. It's important for students to have easy access and resources to pursue higher education.

The Eighth Annual *Steps to College University Fair* was held this past February at the Mexican Consulate facilities in Sacramento, California. The main objective of this event is to inform students and families about the full array of possibilities and resources available to finance their higher education. It is geared towards educating low income students in our region, including those of Mexican heritage.

The University Fair hosts sixty colleges and universities from California and Mexico each year. These organizations provide useful information about their institutions to those

who attend. In addition, the fair provides students with a variety of workshops that focus on topics ranging from how to apply to college, as well as how to finance and pay for college.

In the spirit of giving back and supporting our future generations, Nationwide Boiler donated \$5,000 to the Eighth Annual Steps to College University Fair. It's efforts like these that make the future of our young population more achievable and promising.



"...I want to make sure we last another 50 years. We need to instill in our new employees the core values that Dick Bliss built the business on: true integrity and providing quality and innovative rental boiler solutions to our customers who can trust us to deliver and stand behind.

- Larry Day

Rep Spotlight: C&C Boiler Sales & Service

Founded over forty years ago, C&C Boiler is a boiler room equipment sales, service, and rental company, and a valued Nationwide Boiler representative. Our two companies have worked together to provide reliable rental and new boiler equipment to customers throughout the Carolinas for over twenty-five years.

Similar to Nationwide Boiler, C&C Boiler is proud of the reputation they have built



around providing outstanding supply and service of boilers. With a long and strong relationship, we have successfully worked together on multiple projects, including a few memorable rentals at Duke University during their coal-to-gas boiler conversion. On two separate occasions, we supplied an 82,500 lb/hr trailer-mounted rental boiler with the Duke logo affixed to the side of the boiler system. C&C assisted with local service and support as needed by the University.

Nationwide Boiler is proud to say that we can count on C&C Boiler to provide superior support to their customers and our customers alike.

Inventory Spotlight



475 HP, 250 PSIG
New Superior Pkg.
Firetube Boiler

700 HP, 175 PSIG
Used Transportable
Steam Plant

80,000 PPH, 250 PSIG
Used Nebraska Pkg.
Watertube Boiler

82,500 PPH, 350 PSIG
Used Cleaver-Brooks
Pkg. Watertube Boiler

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

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

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