



38th Annual Charity Golf Tournament

Nationwide Boiler's 38th Annual Charity Golf Tournament raised over \$51,000 for the ABMA Scholarship Fund and Make-A-Wish® Greater Bay Area. Check out the article on page 4 for more details!

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THE NATIONWIDE BOILER STEAMLINES

July 2018

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

Emergency Boilers Provide Reliable Steam Supply

In the midst of an unplanned boiler outage, who would you call for a readily available and reliable temporary steam source?

At the beginning of the year, Nationwide Boiler responded to an industry representative and long-time business associate regarding an emergency at their customer's plant in the South. With their large HRSG unit down, followed by a tube leak in the economizer and colder weather than they had seen in years, the facility had to obtain temporary equipment, and they had to move quick.



It was determined that two boilers were required; a low pressure, saturated steam and a high-pressure, superheated steam boiler. In addition, the customer required temporary feedwater equipment and gas regulators to properly run the boilers. With a fleet of over 100 units along with storage and maintenance facilities in multiple locations across the country, Nationwide Boiler was in a good position to provide equipment quickly, from a few nearby storage yards.

Less than one week after submitting information and pricing to the customer, Nationwide Boiler dispatched an 82,500 lb/hr, 350 psi saturated steam package watertube boiler and 140,000 lb/hr trailer-mounted feedwa-

ter van. Soon after, the customer pulled the trigger on the second requirement, a 60,000 lb/hr, 680 psi / 750F superheat steam package watertube boiler with separate, skid-mounted deaerating boiler feedwater system.



The equipment remained onsite for roughly four months, until the customer's unit was back online and the cold winter weather had passed. To expedite future temporary steam needs, the facility has plans to install a permanent rental boiler station, allow-

ing for quick and easy installation of up to two high-pressure steam boilers. Nationwide Boiler strives to provide quick, reliable solutions when our customers need them the most!

100+ Number of boilers in our rental fleet

30 Representatives across the country

8 Storage and maintenance facilities across the US

Do It Anyway



During a family vacation to India several years ago, my family and I visited the Missionaries of Charity House in Calcutta and saw the humble room where Mother Teresa lived. There on her wall was a collection of written verses. Although widely attributed to her, they seem to be based on an original composition by Dr. Kent M. Keith called, "The Paradoxical Commandments", written in 1968 as part of a booklet for student leaders. Mother Teresa's version was written in a more spiritual way. They are called: "Do It Anyway".

- People are often unreasonable, irrational, and self-centered. Forgive them anyway.
- If you are kind, people may accuse you of selfish, ulterior motives. Be kind anyway.
- If you are successful, you will win faithful friends and genuine enemies. Succeed anyway.
- If you are honest and sincere, people may deceive you. Be honest and sincere anyway.
- What you spend years creating, others could destroy overnight. Create anyway.
- If you find serenity and happiness, some may be jealous. Be happy anyway.
- The good you do today will often be forgotten. Do good anyway.
- Give the best you have, and it will never be enough. Give your best anyway.
- BECAUSE in the final analysis, it is between you and God. It is never between you and them anyway.

Sam

Expanding Our International Representative Network

With business booming both domestically and overseas, Nationwide Boiler is pleased to announce that we have signed on two new international representatives.

GIANTECH Engineering Ltd. Pte represents many boiler, burner, and related equipment manufacturers and will be covering the ASEAN region, including Singapore, Vietnam, Indonesia, and Malaysia.



Aujan Industrial Solutions (AIS) serves all segments of the market through their four locations located in key parts of the Middle East. AIS will be covering what is known as the MCC Middle East, including Saudi Arabia, UAE, Bahrain, Qatar, Kuwait, and Oman.



Nationwide Boiler Presenting at the CIBO Industrial Emissions Conference in July

Our very own Bill Testa will discuss the ever-changing NOx control requirements in California.

Nationwide Boiler has been attending CIBO's Industrial Emissions Control Technology Conference for a number of years now, and this year we will be presenting on the topic of California's current boiler NOx control requirements.



The Regional Clean Air Incentives Market (RECLAIM) program recently transitioned to a command-and-control regulatory structure, requiring Best Available Retro-

fit Control Technology (BARCT). In addition, implementation of BARCT has been expedited and must occur by 2023 due to AB617. Nationwide Boiler has been in constant discussion with the two prominent air districts in California on the best

possible solution for users that are part of the RECLAIM program, and we will be sharing these solutions at the upcoming CIBO IECT Conference in July.

Growth in Numbers

At the end of 2017, Nationwide Boiler announced our first-ever acquisition of another company, Pacific Combustion Engineering, growing our workforce.

We now have some new faces to introduce from both Nationwide Boiler (NBI) and Pacific Combustion Engineering (PCE)! Please help us welcome:

- Matthew Pope - PCE Sales Engineer
- Philip Blake - NBI Project Engineer
- Frank Medina Jr. - NBI Shop Assistant
- John Butto - PCE Control Panel Fabricator
- Shalini Kumar - NBI Senior Accountant
- Christo Ramos - NBI Shop Intern
- Greg Solomon - PCE Service Technician
- Luke Honnen - NBI Inside Sales Engineer
- Andrea Hull-Vaughn - PCE Inside Sales Admin.



CIBO Industrial Emissions

30

Located at the Sheraton Imperial Hotel in Durham, NC, the CIBO Industrial Emissions Control Technology XVI Conference will focus on current emissions regulations and solutions for industrial, commercial, and institutional boiler owners.



Power-Gen Asia

18

Covering every aspect of the power generation industry, the 73rd Power-Gen Asia will include three days in Jakarta, Indonesia with technical tours, conference sessions, panel discussions, and a comprehensive exhibition with multiple networking events.



CMP 2018

26

Being held at Expo Mundo Imperial in Acapulco Diamante, the XIII edition of the Mexican Petroleum Congress (CMP) 2018 has a long tradition of excellence that has constituted it as the most important forum in the oil industry in Latin America.



ABMA Manufacturer's Conf

02

Being held in Tulsa, OK, the hub for manufacturing in the boiler industry, the 2018 ABMA Manufacturer's Conference brings together leading boiler manufacturers and suppliers to discuss trends and emerging technologies in the industry.

Routine Reminder
Don't Forget Your Daily Checks:

- Water Level
- Low Water Cut Off Test
- Blowdown Water Column
- Visual Check of Combustion
- Boiler Operating & Feedwater Pressure / Temperature
- Condensate Temperature
- Feedwater Pump Operation
- Flue Gas Temperature
- Gas Pressure

Are You Proactive, Or Reactive?

- 01 Reactive boiler maintenance is not the best strategy. It is very necessary to plan and anticipate repairs that may prevent boiler failure.
- 02 A proactive maintenance program pays dividends in not only peak performance but also in the overall safety of those working in the boiler plant.
- 03 Real time monitoring has contributed greatly to the ability to predict future problems, allowing users to view and respond to changes in boiler operation and overall performance.
- 04 Be proactive by maintaining your equipment routinely. Also, download our Emergency Preparedness Guide to help plan for your next outage!



Six (6) 75,000 lb/hr superheat steam boilers with urea-based SCR systems installed at a refinery in the South.

Upgrade Your Boiler Controls

Is your boiler running as efficiently as possible? A simple controls upgrade can save you on excessive fuel and other operating costs.

Boiler plant upgrades don't necessarily mean replacing your boilers. When a boiler is maintained well, its useful life can reach thirty years plus. However, there is always a time to replace, and a time to upgrade. Many significant technological advances have been made in recent years, allowing for greater efficiency, reduced fuel usage, and decreased operating costs. Older mechanical sensors and linkage are simply outdated technology, and a retrofit, when the system is in good working order, is typically a viable and lower-cost option.



Pacific Combustion Engineering maintains a UL certified manufacturing facility and can provide the highest quality control system upgrades. We are industry leaders in providing integrated burner management and combustion control packages. Whether it's a simple junction box, multi-cabinet control system, PLC configuration, or HMI/SCADA control system, we can build to your specifications or design a custom system. We have a breadth of knowledge on Honeywell, Allen-Bradley, Fireye, and many other reputable product manufacturers. Contact a representative today for more details.



Giving Back



Nationwide Boiler's Annual Charity Golf Tournament has been raising money for charities since 1980. The event initially supported Crippled Children's Society (later re-named as Via Services) for over 30 years, and has recently supported a number of other charitable organizations.

This year, we raised over \$51,000 split equally between the ABMA's Randy Rawson Scholarship Fund and Make-A-Wish® Greater Bay Area.

Next year's tournament is scheduled for May 8 - 9, 2019, where we will be celebrating Pebble Beach's 100th Anniversary and the return of the U.S. Open!

And the Winner Is...

This year's tournament started with a practice round at the Spyglass Hill Golf Course, with 48 golfers competing in a scramble and 'Bushwood Ball' competition. Guests enjoyed a themed event that night at the new Fairway One Room, dressing up as their favorite characters from the movie, "Caddy Shack". Steve Graves from Campbell-Sevey was our big winner that evening, taking home the "Raffle of a Lifetime" prize: a golf stay-and-play package, including airfare, at the legendary Broadmoor in Colorado Springs.

Tournament play resumed the following morning at the Pebble Beach Golf Links. Fifty-two Golfers competed for the top spot in their division, and winners were announced at the awards banquet held in the beautiful Pebble Beach Room. Miles Freeman from HTS received first place in the Callaway division, Mike Moore

from MG Sales received first place in the Handicap division, and Jordan Bliss was our overall Low Gross winner. Congrats to all!

Our biggest winners of the night, however, were the ABMA Scholarship Fund and Make-A-Wish® Greater Bay Area. We would like to thank everyone involved for helping us make this happen year-after-year. We look forward to continuing this rewarding tradition for many years to come.



Brittney Burrows (Make-a-Wish Representative), Larry Day (president of NBI), and Scott Lynch (president of ABMA)



Rep Spotlight: D.J. Conley Associates



D.J. Conley Associates, Inc. is a boiler manufacturer's representative and energy savings solutions provider that has served the metropolitan Detroit area for more than 42 years. Their team of dedicated sales engineers can help design, develop, or update every aspect of a boiler room from the ground up. The company helps Nationwide Boiler provide support to customers located in southeast Michigan that are in need of temporary steam solutions.

D.J. Conley is dedicated to providing outstanding customer service to help maintain their strong base of trusted relationships with both customers and vendors. They are honest, professional, and dependable; and we know we can count on them to provide superior support to their customers and our customers alike.



Inventory Spotlight



475 HP, 250 PSIG
New Superior Pkg.
Firetube Boiler

125,000 PPH, 250 PSIG
Used Nebraska Pkg.
Watertube Boiler

700 HP, 125 PSIG
Used Transportable
Steam Plant

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

110,000 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

