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The Nationwide Boiler STEAMLINES

110,000 lb/hr Boiler Sold Before it Hit the Rental Market!

Earlier this year, Nationwide Boiler announced the world's first 110,000 lb/hr, 750 psi design / 750F superheat trailer-mounted mobile boiler. This highway-legal boiler was the first of its kind, designed for customers with large capacity and high pressure / high temperature superheat requirements. Fast forward 6 months, and the unique and innovative boiler was sold, before it even hit the rental market!

North Atlantic Refining initially contacted Babcock & Wilcox (B&W) with an immediate need for a high pressure superheat boiler between 75,000 and 150,000 lb/hr to add additional steam generation to its refining process. As a representative and stocking distributor for Babcock & Wilcox, Nationwide Boiler frequently has high capacity, high pressure B&W boilers in-stock and ready to ship, and the

lead was passed along for us to handle direct.

With the capacity requirement range provided, Nationwide was able to offer the customer three different options for

converting any of the units to #6 oil firing, if needed. This involved the addition of soot blowers, changing out oil valves and controls, and providing a different economizer design.

With some minor changes to the offering and smooth negotiations, a final decision was made and the 110,000 lb/hr boiler was purchased by the customer. Shipping from the B&W factory in West Point, MS, the 135 foot trailer made the long haul from Mississippi to Ontario and through Quebec to board a barge in Nova Scotia. From there, it cruised to its final destination of New



The 110,000 lb/hr Boiler Loaded and Ready for its Journey to New Foundland

Foundland. Once the boiler arrived to the Province, it traveled an additional 500 miles to the refinery in Come by Chance. Nationwide Boiler has already begun production of the second 110,000 lb/hr mobile boiler, which is scheduled to be ready for service in 2016.

purchase: one or multiple 75,000 lb/hr units, one 110,000 lb/hr or one 200,000 lb/hr boiler. Each boiler offered had a design pressure of 750 psig (650 psig operating), 750F superheat, natural gas or #2 oil firing, and included a standard economizer. An option was presented

production of the second 110,000 lb/hr mobile boiler, which is scheduled to be ready for service in 2016.

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

"Service at a Higher Level."



Power-Gen: Biggest Tradeshow of the Year!

Representatives from Nationwide Boiler and Nationwide Environmental Solutions traveled to Las Vegas, NV at the beginning of this month to attend the largest power generation event in the country, Power-Gen International. The show took place at the Las Vegas Convention Center, December 8-10, and included more than 1,400 exhibiting companies and 22,000 attendees from across the globe!

For the first time in our fifteen plus years exhibiting at Power-Gen, we brought two displays to the show and set them up side-by-side at our booth. This included our standard Nationwide Boiler 'blue' display to promote our rental and package boiler systems and auxiliary equipment offerings, and our Nationwide Environmental Solutions 'green' display to promote our CataStak™ SCR system for boilers, fired heaters, gas turbines, and more. The booth location was ideal, drawing plenty of traffic with visitors able to spot our corner booth from one of the central hall entrances.

Power-Gen offers the opportunity for our team to network with manufacturers, vendors, representatives, and previous customers as well as potential customers, all in one convenient location. This year's event was one of the best yet. Many new contacts were made, existing relationships rekindled, and fruitful opportunities were discussed. We couldn't have asked for a better show!

Next year Power-Gen will be back in Orlando, FL at the Orange County Convention Center, December 13 - 15, 2016. Nationwide Boiler will be exhibiting once again, and we hope for another successful event. Be sure to visit us at booth #3518!



Larry Day, Bill Testa, and Jim Lieskovan at the Nationwide Boiler Booth on the First day of Power-Gen International



Nationwide Boiler's 82,500 lb/hr Trailer-Mounted Boiler Ready to Ship (top) and Mobile Feedwater System (right) at a Petroleum Refinery on the West Coast



Routine Boiler Maintenance: We've Got You Covered!

Companies that own and operate steam plant equipment should perform routine maintenance on their facility boilers to ensure safe and reliable operation. The downtime caused by this routine maintenance will often times call for a rental boiler to supplement the lost steam during the maintenance or repairs. This is where Nationwide Boiler comes in. Nationwide provides temporary boilers to many repeat customers, one or multiple times per year to assist in these types of situations.

One of our largest annual jobs comes from a prominent petroleum refinery on the West Coast. The refinery produces over 150,000 barrels per day and has a number of power boilers, each rated at several hundreds of thousands of pounds per hour. The facility boilers are taken down periodically for inspection and Nationwide's rental boilers are installed as a temporary replacement. We have been renting to this refinery

on a yearly basis since 2007. In the past two years alone, Nationwide has had multiple 70,000 lb/hr and 82,500 lb/hr saturated steam, trailer-mounted boilers, mobile feedwater systems and CataStak™ SCR systems shipped to the refinery to provide process steam during facility boiler turnarounds. Most recently, we shipped (2) 70,000 lb/hr and (1) 82,500 lb/hr boilers with a feedwater system and CataStak™ SCR systems. This equipment will be put into service for their planned outage in January.

Nationwide Boiler takes pride in providing reliable equipment and quality service. A good experience gives our customer's the confidence to continue to rent our equipment, year after year. Repeat business is the best form of proof that we are doing it right.

If you have a planned or unplanned outage and need a temporary boiler, call Nationwide Boiler today to see why our customers always come back for more! 1-800-227-1966.

Team of Teams: Part Two



As promised in our last Steamlines newsletter, I will begin to share some of the stories from the book “Team of Teams” that I felt taught a good lesson for any business operation. United Flight

173 and US Air Flight 1549 is the difference between command-and-control on the one hand, and adapt and collaborate on the other. The difference turned out to be failure versus success.

The pilot for United Flight 173 in 1978, Captain Malburn A. McBroom, had more than 15 years and 27,000 flight hours under his belt. Captain Chesley Sullenberger was the pilot for US Airways Flight 1549 in 2009. United 173 had crashed despite having an hour of spare fuel, no incapacitating technical issues and clear protocols for dealing with a landing gear failure. US Airways 1549 saved all of its passengers and crew just minutes after encountering an unprecedented and critical issue for which they had no technical preparation at all.

There were innumerable differences between the circumstances and individuals on these two flights that might have contributed to the different outcomes, and some were beyond human control. One clear difference, however, was man-made, and as it turned out, highly relevant to problems that author McChrystal’s task force was encountering.

In 1978, airline crews were structured as a command: McBroom oversaw and divided responsibilities, assigned tasks, and issued orders in a system designed for efficiency. In a crisis, each and every crew member turned to him for guidance. By 2009, effective airline crews were meant to function as teams – Sullenberger was a talented pilot who performed well under pressure, but if he had to devise and issue individual sequential instructions to every member of his crew in the few minutes they had to act, flight 1540 might not have made it.

The main point of these two stories: Having structural command versus adaptability can have serious ramifications. To be successful, we need to collaborate to adapt and change.

Lean Six Sigma/Green Belt Initiative

Corporate giants including General Motors, Boeing, and 3M have all used Lean Six Sigma techniques as part of their business strategies for core process improvements. Lean Six Sigma methods follow specific steps to ultimately increase speed and quality, generating the benefits of reduced costs, increased customer satisfaction and reduced waste.

Nationwide Boiler’s Sean McMenemy, a recent Lean Six Sigma Green Belt recipient from The University of Texas at Dallas School of Management, undertook a Lean/Six Sigma “Green Belt” project to help create a zero defect start-up experience for rental customers of Nationwide Boiler.



This project analyzed 21 months of data to determine which items during a boiler start-up job caused additional costs incurred by Nationwide Boiler. An integral part of the project was to analyze the causes of hours not billed to a customer. These items ranged from varying sources including deficiencies from engineering designs, supply chain builds, start-up checklists and equipment turnover and utilization. All in all, process improvements in any of these areas could

result in positive gains for the company. Once the data was analyzed, it was determined that the following five major categories resulted in increased hours and costs: part replacement/repair, technical support, tube leaks, field adjustments, and performance. The number one reason for increased hours and costs was the repair or replacement of parts.

In some cases, this resulted in twenty additional hours in the field. Overall, the end result of this project is aimed at achieving an increased start-up efficiency of greater than 96%. Once achieved,

the following six guiding elements will be realized: an improved scope of the job, decreased field-service time, improved customer satisfaction, increased quality, lower cost, and decreased risk. Implementing this Lean Six Sigma Project is just the beginning. With the help of Sean and others within the organization, additional models and techniques will be developed to create a culture of continuous improvement. Moreover, Nationwide Boiler will continue to enhance its operations, while focusing on complete customer service and satisfaction.

Environmental News Updates

The wave of new boiler sales and conversions generated from the Boiler MACT is just about over, and most boiler owners converted to gas burners (about 60% of coal fired units). Although coal to gas burner replacements are an immediate and somewhat quicker alternative, in the long run, it is not as efficient as



replacing the system all together. System replacement allows users to produce the amount of steam required as efficiently as possible while

managing the emissions with a tail end solution, minimizing the impact to the objective of creating steam.

In other environmental news, the Clean Power Plan initiative was recently enacted by the Obama administration. For the first time ever, this rule puts national limits on carbon pollution. The ruling is similar to the AB32 legislation, signed into law in 2006 for California, but for the nation. Power plants will now be required to reduce emissions by 20% by the year 2030. Ultimately, the goal is to cut carbon pollution from energy producers (power plants and utility markets), by 870 million tons, or 32% below 2005 levels.

Nationwide Rep Spotlight - Campbell-Sevey

Campbell-Sevey has been representing Nationwide Boiler's products and services for over 10 years. Over that time, we have worked together on many great opportunities.

The company originated in 1937 as the Hoyt A. Sevey Company. In 1961 it was bought and incorporated as Campbell-Sevey, Inc. Today, the company is led by Brian Ross and Steve Graves and they represent product lines of 22 of the premier manufacturers in the areas of steam, air and water, including Nationwide Boiler's packaged boiler solutions.

Campbell-Sevey takes pride in assist-

ing customers with improved productivity and reduced maintenance costs in their steam, air and water systems. They aim to find solutions that allow each system to achieve it's maximum potential, and create optimization projects that typically see payback within three to five years. With superior knowledge, products, and solutions, Campbell-Sevey can provide customers with the full package.

Nationwide Boiler and Campbell-Sevey have worked on a number of projects together, renting firetube and watertube package boilers to

customers in Minnesota and Wisconsin since 2004. We look forward to working with Campbell-Sevey on boiler rentals and sales projects for many years to come!



The Campbell-Sevey Team at their 2015 Company Christmas Party



Jeff Shallcross has announced his retirement in 2016. Thank you for your dedication the past 30+ years at Nationwide!

Congratulations, Larry Day, on your promotion to President of Nationwide Boiler Inc!



Read the press release on our website for more information.

Upcoming Events

ABMA Annual Meeting, Scottsdale, AZ
January 15 - 18, 2016

IDEA Annual Campus Show, Austin, TX
February 8 - 12, 2016

CLFP Expo, Sacramento, CA
February 17 - 18, 2016

Check out our latest video on YouTube for a virtual tour of a Nationwide Mobile Boiler Room!



INVENTORY SPOTLIGHT

COMING SOON! THE WORLDS FIRST!
1,000 HP, 290 psig Low NOx Mobile Boiler Room

NEW ON THE MARKET:
110,000 pph, 750 psig / 750°F Superheat Mobile Boiler

FOR SALE:
Reconditioned 250 HP, 150 psig Cleaver-Brooks Hot Water Boiler, Mfg. 2010

New 180,000 pph, 400 psig Babcock & Wilcox Package Boiler (pictured above)

Reconditioned 200,000 pph, 1,000 psig (885 psi @ 750°F) Superheat Babcock & Wilcox Package Boiler, Mfg. 1996

New 200,000 pph, 750 psig / 750°F Superheat Babcock & Wilcox Package Boiler

www.nationwideboiler.com



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