



+ Rep Spotlight: Rasmussen Mechanical  
+ Steam for Industries of All Kinds

**P2**



+ Nationwide News Briefs  
+ What Drives Capital Spending Decisions  
+ Ammonia-Free Option to Reduce NOx Emissions

**P3**



+ Charity Golf Tournament: Recap  
+ Golf Tournament Sponsors  
+ Upcoming Events  
+ Inventory Spotlight

**P4**



# The Nationwide Boiler STEAMLINES

## Up and Running Just In Time for Tomato Canning Season!

Steam is a big part of food processing, and boilers produce the steam required for each unique process. In particular, tomato canning utilizes steam for a pressure canner to prepare diced, sliced, crushed and stewed tomatoes.

During the fourth quarter of 2016, a prominent tomato canner in California was looking to purchase a new boiler with plans to have it up and running in time for their 2017 production season. Nationwide Boiler's stock boiler program provided the perfect opportunity for the customer to obtain a brand new, high-quality package watertube boiler, shipped to their facility, installed and commissioned, all in the short time-frame required. Sitting at the factory in West Point, MS, Nationwide had

a 180,000 lb/hr Babcock & Wilcox D-type watertube boiler, available immediately and fit perfectly for the customer's need.

The 400 psi design saturated steam boiler included a Coen low NOx, gas fired burner. To assist the facility with their goals of enhancing their energy efficiency and reducing greenhouse gases, Nationwide Boiler supplied an EconoStak economizer and CataStak<sup>TM</sup> SCR system, both with a horizontal flow configuration. This technologically advanced equipment provides overall fuel and energy savings and NOx emissions of less than 5 ppm. Nationwide Boiler also provided an additional 10' of stack to clear the tall warehouse area roof and a new combustion control system utilizing Allen-Bradley ControlLogix PLC.

To facilitate shipment, the boiler was placed on its side at the factory and loaded onto a temporary trailer to travel the nearly 2,300 mile trip from Mississippi to California. One stop was made in Reno, NV to transfer the boiler to a new trailer that was legal on the California roads. The next stop was the customer's facility, where the boiler was unloaded by crane and set in the designated area on site.

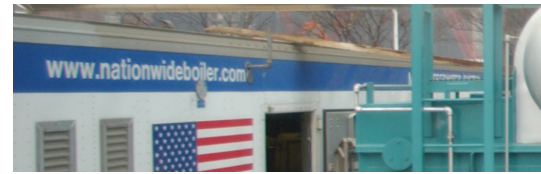
California Boiler performed the installation of all equipment at the customer's site, and the boiler was commissioned by Nationwide Boiler service technicians last month. The new system is now up and running, producing the needed amount of steam efficiently and effectively, just in time for their season.





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

"Service at a Higher Level."



## Rep Spotlight: Rasmussen Mechanical

Rasmussen Mechanical was established in 1970 as a heating and air conditioning service provider. Throughout their evolution, they collaborated with Johnson Boiler Co. and Balcon Air and Water Balancing, and incorporated a temperature controls and boiler and burner service division, stretching their capabilities. They have since been providing services and parts to commercial, industrial, and institutional clients throughout the Central United States. With multiple offices located in Iowa, Nebraska, Colorado, Montana, and South Dakota, they have the people and the experience to provide customers with safe, responsive, high quality, innovative and cost effective solutions.



Nationwide Boiler and Rasmussen Mechanical have worked together for over ten years on a number of small and large scale rental projects as well as stock boiler sales. Rasmussen has a large yard in Council Bluffs, IA where they have allowed Nationwide to store boilers when they return from a rental in close proximity to their facility. They also have the capabilities and experienced personnel required to work on our equipment.

Nationwide Boiler values our long-running relationship with Rasmussen Mechanical. We are excited to see what the future brings in terms of new opportunities for the two companies to work together, renting and selling boilers to customers in need of unmatched service and quality equipment.



Rasmussen Mechanical and Nationwide Boiler  
Presidents, Bruce Rasmussen (L) and Larry Day (R)



## Steam Supports Emergency Needs For a Diverse Set of Industries

Boilers supply steam for a plethora of different industries, supporting many different processes. Just this year, Nationwide Boiler has provided equipment for roughly fifteen chemical plants, ten food processors, six petroleum refineries, pulp and paper makers, ethanol producers, pharmaceutical companies, and more! It's amazing to think how one piece of machinery can provide steam for so many diverse processes.

Earlier this year, Nationwide Boiler received an emergency call from a large sugar producer on the West Coast. The customer's main boiler had failed, and they were running on backup steam. The process called for a minimum of 100,000 lb/hr of saturated steam, running at 200 psig. Rental Sales Manager Tim McBride quickly responded with a number of options from our rental fleet, including 70,000 lb/hr and 82,500 lb/hr trailer-mounted boilers from our yard in Fremont, CA. The customer made their decision, and the units were mobilized within a week. To meet process requirements, we reset the safety valves to 250 psig and added a third valve to meet capacity.

They ran a total of three units for a month while their boiler was repaired, and kept one unit on site for four months as backup.

While food processing provides the fuel for your body, petroleum refineries provide the fuel to run your car, among other things. Around the same time, Nationwide Boiler responded to another emergency call from a petroleum refiner in California.

The customer's main boiler was undergoing unexpected maintenance, and they needed to have contingencies in place in case their backup boiler were to fail. Within three days of the initial contact, a 200 hp mobile steam plant, pre-permitted for use in the SCAQMD, was shipped to Southern California. It was installed just a few days later for back-up. Although they did not end up running the unit, they had peace of mind for the entire month that their main boiler was out of service.

Both customers came from diverse industries with completely different processes, yet their situations were similar. Although capacity and operating conditions differed they both needed steam quick, and Nationwide Boiler provided a fast-track, temporary solution to satisfy their needs.



## Driving Factors for Capital Spending

### Nationwide Boiler News Briefs

#### Internal Promotions: New Rental Sales Manager



Nationwide Boiler formally announced the recent promotion of Tim McBride to Rental Sales Manager at our recent open house event. Tim started with Nationwide as a sales engineer nearly eight years ago, and has performed exceptionally well in both the rental and sales department since he joined the team. In fact, he recently closed on our largest rental job to date in our entire fifty years in business! In his new position, Tim will be responsible for maximizing fleet utilization and managing rental equipment and projects.

#### 50th Anniversary Open House: Successful Event!

Last month, Nationwide's 50th anniversary open house celebration attracted over 250 guests from across the country and Canada. Fremont Mayor Lily Mei and Vice Mayor Rick Jones were also in attendance and presented our president, Larry Day, with an Award of Recognition wishing Nationwide Boiler another fifty years of growth and success. Guests enjoyed live music and the sounds of a Johnny Cash Tribute Band. Guests also had the opportunity to try the unique tastes of the Bay Area with local food trucks, in addition to touring our 26,000 sq. ft. shop and checking out our broad equipment offerings.



#### 2016 Rep of the Year: ADCO Companies



Also announced at our 50th anniversary open house was our 2016 Rep of the Year. ADCO Companies was awarded this title, having a record year working with Nationwide Boiler on a large number of rentals and stock equipment sales. Thank you ADCO for your many years of hard work and dedication to Nationwide Boiler Inc.!

### Siemens TS Touchscreen Upgrade

Does your boiler system contain a functional yet basic Siemens display? Are you ready to upgrade to the latest and greatest? Siemens recently introduced the new TS Touchscreen upgrade, which will easily interface with Siemens LMV or RWF controllers.

The Siemens TS Touch Screen Operator Interface is designed to provide enhanced operational convenience and functionality



to your existing Siemens Control System. Available with 6" or 10" screens, the upgrade provides the same features and capabilities with enhanced operator functionality.

The TS Upgrade will transform your existing

control system into a data acquisition, remote communications tool that is far more powerful and easier to use than the older, less functional controller. The newer, highly intuitive design includes customized boiler graphics and an internet connection, enabling you to view your boiler status from your mobile device or computer.

Nationwide Boiler can provide an upgrade and installation package that will increase the operational effectiveness of the existing, highly reliable and proven Siemens LMV boiler control system. Contact us today for more information!



I attended the recent American Boiler Manufacturer's Association meeting in Florida at the end of June. Although the outlook was still very positive for future orders with many proposals and projects

in the works, the closing of capital equipment sales is still lacking predictions. Nobody can really put a finger on it either, all the market indicators are positive.

The price of oil has been a major factor affecting our industry. As long as the price of energy is low, it makes selling more efficient equipment less attractive. It's funny, what is good for the consumer (i.e. lower gasoline and heating prices) isn't necessarily good for our industry and the economy as a whole.

The Oil and Gas industry is such a big driver of our economy. Investments in oil exploration, like the Tar Sands in Alberta, has come to a halt. The big boom in fracking and horizontal drilling has also slowed with the price of oil falling the past two years. The USA could be a net energy exporter to the world, but that is not what OPEC wants. Furthermore, Saudi Arabia has tried to rid the market of higher cost oil producers (i.e. US and Canada).

One of the presentations at the meeting involved a speaker from a major airline. He made one specific point that really resonated with me: for them, it's all about reducing downtime and improving safety. ROI and energy savings were not driving factors for their capital equipment purchases. If they showed the product could reduce downtime and/or improve safety, the capital was easily approved.

We keep selling efficiency and lowering emissions, but these seem to be secondary factors in our customer's capital spending. However, this emphasis on downtime does play well for our rental business. Providing rental boilers not only reduces downtime, but we also design and spec our boilers for optimum dependability and reliability. We are reluctant to use the latest and greatest components on our boilers until they are well proven in the field.

As for safety, we have an EMR rate of 0.61 which is the lowest available, putting us in a real favored position when compared to our competitors. I came away confident that when customers are looking at downtime and safety, we will rank high.

*Larry*



# Over Fifty Thousand Raised in Honor of Our Fiftieth

## Corporate Sponsors

ADCO Companies, Ltd.  
Advanced Boiler Control Services  
Alzeta Corporation  
Bank of the West  
BPM  
Buckles-Smith Electric  
C&C Boiler Sales & Service  
California Boiler  
California Boiler Works  
Campbell-Sevey  
Cole Industrial  
Cormetech  
CRESTON Company  
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The National Board  
Trailer Transit  
Vector Systems  
Victory Energy  
Ware Inc.  
Webster Combustion  
Zeebo

As our 37th annual charity golf tournament came to a close, we reminded everyone of our goal of raising \$50,000 in honor of our 50th year in business. Not only did we meet our goal, we exceeded it and raised a total of \$56,887! The total amount was split equally between our two charities, the ABMA Randy Rawson Scholarship Fund and Make-A-Wish® Greater Bay Area.

This year during our practice round at Poppy Hills, we incorporated a new game: the gold ball competition. Out of fifteen foursomes only three groups survived, bringing back the gold ball upon completion of the course. The prize was 50/50 raffle style, and the winning foursome chose to generously donate their winnings back to the charities. Keeping with the gold theme, we raffled off an ounce of gold at our Clam Bake that evening. One of our representatives, John Arvig with Camp-

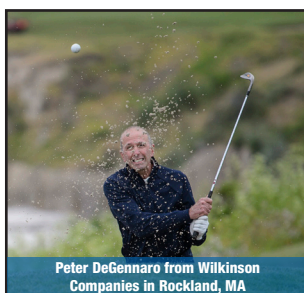
bell-Sevey, was the lucky winner.

Thursday brought us perfect weather for our tournament play at Pebble Beach. With 64 golfers, it was a long day of fun had by all. We ended the evening with a Golden Gala reception and awards banquet, crowning this year's low gross winners - Linda Cantey for the women, and Jeff Shallcross for the men. We also held an exciting \$1,000 card raffle, won by Joe Adams (who generously donated his prize back to the charities), and silent and live auction events, all hosted by our resident auctioneer, Gordon Judd of NRG Energy.

We would like to thank all of our guests, sponsors, and donors for your generosity and continued support of our tournament. Save the date and join us next year, May 9 - 10, 2018. Accommodations will be at Spanish Bay, and tournament golf will once again be held at Pebble Beach.



ABMA President Scott Lynch, Larry Day, and Make-A-Wish Representative Micaela Wallen



Peter DeGennaro from Wilkinson Companies in Rockland, MA



Rod Chapple and Shawn Brennan from Prime Boiler Services in Alberta, Canada



Joe Adams from ADCO Celebrating His Big Win and \$1,000 Prize from the Card Raffle

## INVENTORY SPOTLIGHT

New 110,000 pph, 750 psig / 750°F Superheat Mobile Boiler

New 125,000 lb/hr, 750 psig SAT Low NOx Trailer-Mounted Boiler (coming soon!)

### FOR SALE:

Used/Reconditioned 700 hp, 175 psig Transportable Steam Plant, Mfg. 1994

Used/Reconditioned 1500 hp, 250 psig design, Donlee Ultra Low NOx Firetube Boiler, Mfg. 1998

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

## Upcoming Events

CIBO Industrial Emissions Conference  
Portland, MN | July 31 - August 3

CIBO 39th Annual Meeting  
Ponte Vedra, FL | October 18 - 20

API Refining and Equipment Standards Meeting  
Dallas, TX | November 13 - 16

Power-Gen International  
Las Vegas, NV | December 5 - 7



Nationwide Boiler Team at Pebble Beach  
(back, L to R) Jim Barbeau, Michael Rosmando, Sean McMenamin, Brett Barnes, Jim Lieskovian, David Spain, Tim McBride  
(front, L to R) Jaime Cubillos, Bill Testa, Michele Tomas, Allison Day, Larry Day, Holly Lepo, Chelsey Ryker



[www.nationwideboiler.com](http://www.nationwideboiler.com)