
The **NATIONWIDE BOILER**

Steamlines

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BOILERS TAKE A MIDDLE EASTERN VOYAGE

Our spring newsletter showcased two boilers traveling by air in the Antonov AN124-100 aircraft on their way to Australia. This edition is focused on a different course, by sea, and it involves two boilers and a feedwater system, supplied by Nationwide Boiler, headed in the opposite direction of the world, the Middle East.

Nationwide Boiler's first Middle Eastern rental job in Qatar was recently booked for a ten-month rental period. The project includes two 70,000 lb/hr trailer-mounted Nebraska package boilers and one 140,000 lb/hr mobile feedwater van. The boilers will be used to produce steam for deaeration of feed water during initial steam blowing operation as part of the Pearl Qatar Shell Gas to Liquids (GTL) project, the first "world-scale" GTL operation.

A project of this magnitude involves many challenges and risks, not only for the end user, but also for Nationwide Boiler. Nonetheless, those challenges are greatly minimized due to Nationwide Boiler's experience, dedication and commitment to continuous process improvements of inspection guidelines and procedures.

One unique characteristic of this project is the environment of the final job site. Nationwide's equipment must be able to withstand and operate within a very demanding location, Doha, the capital city of Qatar, situated in the Ad Dawhah municipality on the Persian Gulf. Qatar is located in a very harsh environment with wind borne dust, sand and temperatures averaging over 104°F from May to September. These challenging conditions require that Nationwide Boiler's equipment is properly tested, sealed and insulated to ensure fail-proof operation and performance. With a long tradition of working with premium boiler manufacturers, Nationwide can be assured that our equipment will withstand any severe conditions.

The logistical planning and project management involved in meeting transportation and shipping deadlines brought forth additional challenges. It was critical that the equipment, stored in Bessemer, Alabama and Charlotte, North Carolina, by Nationwide Boiler's partner representatives, pass a thorough inspection of quality assurance. This however, is rarely an issue, due to the strict receiving inspection guidelines Nationwide Boiler and part-



Boiler rental being loaded into the Mignon on its way to Qatar.

ner representatives perform on all incoming equipment. A complete inspection of the boilers including valves, electrical components and fireside and waterside surfaces are all checked for damage and are repaired before units are shipped to another location.

Once the boilers and the feedwater van passed final inspection, it was loaded and picked up by the trucking company for departure from Alabama to the port of Galveston in Texas. Additional planning with a freight forwarding company guaranteed that once the equipment arrived at the port, adequate time was allocated for customs to inspect and provide clearance of the equipment.

The equipment was cleared for transport and it was time to load the equipment from the ground to the Mignon carrier, an impressive ship, which boasts a capacity for 7,200 cars and measures over 227 meters long. With the help of a rigging device, the equipment made its way into the carrier, was fastened and secured, and was ready to travel across the Atlantic and through the Indian Ocean on a thirty-six day ocean voyage to Qatar.

When the equipment reaches its final destination point, it will be carefully loaded off the carrier, inspected, and cleared to be transported to its final installation site where it will await initial start-up by a **(continues on page 3)**

CONTROL LINE



Jeff Shallcross, President

One thing I really enjoy (besides golf) is reading. Many of the books I choose are non-fictional and business/leadership related. During a recent trip back East, I read *Eyewitness to Power - The Essence of Leadership: Nixon to Clinton*, by David Gergen. Gergen, a well-known political commentator, worked as a presidential advisor during the administrations of Nixon, Ford, Reagan, and Clinton. His book emphasizes on leadership and ties it to the characteristics of several of the Presidents he served under.

Several lessons were presented that are not only useful for business, but are also important for improving interpersonal relationships. For example, Gergen described Reagan as “a born story teller” who would “often describe the heroes among people”. Reagan learned that he could connect to people better if he talked about them, not himself, so he worked hard to perfect his storytelling skills by carefully preparing beforehand, keeping his speeches short and brisk with catchy phrases, all while remaining positive and upbeat. Overall, audiences are more interested in hearing about themselves than the speaker.

In the final chapter, Gergen presents seven lessons of leadership:

1. **Leadership starts from within.** Integrity is the most important personal attribute, along with courage, and "Presidential intelligence."
2. **Central, compelling purpose.** "A President's central purpose must also be rooted in the nation's core values."
3. **Capacity to persuade.** Those who mastered television, such as Kennedy and Reagan, were able to appeal to the public at large.
4. **Ability to work within the system.** Balancing competing interests calls for special skills and attention.
5. **Sure, quick start.** New leaders must “hit the ground running” and work off of momentum.
6. **Strong, prudent advisors.** "The best Presidents are ones who surround themselves with the best advisors."
7. **Inspiring others to carry on the mission.** "The most effective Presidents create a living legacy, inspiring legions of followers to carry on their mission long after they are gone."

Our world today is highly complex and a leader today must be true to people, even as he remains true to himself. Gergen's book offers essential leadership skills and practices that are not only people-focused, but also manages to satisfy the interests of competing stakeholders, while providing inspiration, optimism, and integrity.

PROCESS LINE

BOILER SUPPORTS TUNA INDUSTRY

Chicken of the Sea has selected Nationwide Boiler Inc. to supply the company's new Lyons, GA canning plant with a 650 HP (22,500 lbs/hr) Mobile Boiler Room for temporary steam.

The new 200,000 square-foot facility will create 200 jobs around Toombs County and is expected to be fully operational by October 2009. The plant will process frozen tuna loins into Chicken of the Sea canned tuna.

Nationwide Boiler's Rental Sales Manager,

Michael Medina, helped secure the order and notes the positive effect the new plant will have on the local economy. "This new plant is a major accomplishment for Chicken of the Sea and the surrounding community. We are proud that our boiler will allow the plant to efficiently produce their tuna and quickly bring it to market throughout the United States."

For more information about this project and others like it, check out our literature section on the web at www.nationwideboiler.com.

NBI WELCOMES TWO NEW EMPLOYEES

Nationwide Boiler is pleased to welcome two new employees: Tim McBride (Sales Engineer) and Sarah Gruchow (Payroll/Accounts Receivable).

Tim joins our sales team with over ten years of technical and practical boiler sales experience. He has been involved with burner and steam plant auxiliary equipment sales, start-up and service and he has a B.S. degree in Electrical Engineering from New York Maritime College. He also served five years in the U.S. Navy.

With over twenty-five years of accounting experience, Sara is Nationwide's newest accounting team member. She has worked for both large and small businesses, encompassing the semiconductor, microwave technology, software and property management sectors.

Tim and Sarah's commitment and dedication have already positively impacted Nationwide Boiler and we are excited to have them as a part of our team.

CATASTAK™-FT OPEN HOUSE

Join Nationwide Boiler this fall when we introduce our newest product, the CataStak™-FT, our proven selective catalytic reduction system, able to reduce NOx as low as 2.5 ppm, while meeting the most stringent air quality regulations.

Based on Nationwide Boiler's proven CataStak™ technology, the CataStak™-FT has been designed for boilers up to 800 HP and provides higher operating efficiency, lower FD fan horsepower (versus ultra low NOx burners) and is easily retrofitted with simple "in stack" installation. In addition, it is equipped with Nationwide Boiler's patent pending NOx Reduction Control System which can easily integrate to any boiler.

An open house is currently being planned at our headquarters in Fremont, CA where we will be displaying our CataStak™-FT SCR solution on a Cleaver-Brooks firetube boiler. For more information, or for an event invitation, please send an email request to info@nationwideboiler.com or call 800-227-1966 for event details.

WWW.CATASTAK.COM LAUNCHED

Log onto Nationwide Boiler's new web site, catastak.com, dedicated to providing detailed information on Nationwide Boiler's Environmental Solutions Business Unit, devoted to providing "Total Plant Solutions" through innovative ultra low NOx technology. This site features our "green solutions" product line including the CataStak™ SCR family of products, EconoStak economizers and E²Stak solutions, promoting emission reductions and efficiency. Log on today for free downloads and product literature.

VALUE-ADDED SOLUTIONS

Today's boiler systems are focused on two main performance standards: obtaining the highest thermal efficiency, while achieving the lowest greenhouse gas emissions. Today, there are several technology practices that achieve both design and operational optimization which includes flue gas temperature, excess air, low FGR and SCR technology. Increasing a boiler's efficiencies by just a few percentage points amount to substantial cost savings.



rates the Best Performance Standards (BPS) available.

For the last forty years Nationwide Boiler has been providing solutions that include BPS for optimum efficiency and minimum emissions. These solutions include the CataStak™ SCR System and EconoStak economizers.

When selecting your solution vendor, be sure to select the one who offers value above and beyond the current expectations so you can be assured that future emissions compliance and energy efficiency benefits are achieved sooner than later. Call us to learn more!

Implementing proven strategies have provided reliable results for many boiler systems, therefore it is up to the end-user to ensure that a proposed solution incorpo-

Continued from page 1

qualified Nationwide Boiler field service engineer.

Adapting to the challenges and risks that are associated with shipping large industrial equipment overseas requires a high degree of dedication placed on inbound inspection and maintenance and careful planning and project management. Though surprises are bound to occur, here at Nationwide we are continuously improving our processes to help reduce start-up

issues and minimize surprises while on the job.

Qatar can now be added to our list of "All World Boilers" and as the world economy prospers we are hopeful that more international inquires will be on the rise.

There is however one more additional challenge yet to come... shipment of the equipment back to Nationwide Boiler.



Two 70,000 lb/hr trailer-mounted Nebraska package boilers and a feedwater van waiting to be loaded on to the Mignon.

PEBBLE BEACH TOURNAMENT HIGHLIGHTS

Nationwide Boiler raised nearly thirty-thousand dollars during its 29th annual Charity Golf Tournament at Pebble Beach, California in May. The proceeds from the event benefitted Via Services, a non-profit organization which serves over three-thousand children and adults annually with developmental, physical, communicative, and learning disabilities throughout California's Santa Clara Valley County.

This year's event was another success as nearly seventy-five boiler industry professionals came together to support Via, play golf, and enjoy the breath taking views of the Monterey coast.

Pre-tournament play was held at Poppy Hills, followed by Nationwide's "Clambake" buffet, a traditional array of fresh seafood and a scrumptious selection of desserts.

The weather for play at Pebble Beach could not have been any more accommodating with Jim Mortensen winning the Men's Callaway Flight, followed by John Willis and Michael Medina. Lynn Ketelsen topped the



Golfers Larry Day, Joel Herger, Kip Middendorf, and Gary Bliss nearing the 18th Hole at Pebble Beach.

Women's Callaway Flight followed by Patty Thomas. Winners in the Handicap Flight included Steve Skaggs, John Craig and Pete Adams, while John Johnson took home the prizes for both the longest drive and the low gross score.

Thank you to all who attended the event and for those employees (and spouses) who helped make this year's tournament another memorable occasion. Be sure to save the date for next year, May 11-14, 2010!

Tournament Sponsors/ Donors: Advanced Boiler Control Services, Aggie Bliss, Anne Armel, Applied Heat Recovery LLC, California Boiler Works, C

& C Boiler Sales & Service, CLFP, C-B Nebraska Boiler, C-B Natcom, C-B Nebraska Boiler, Central Boiler & Industrial Service, Coen Company Inc., Cole Industrial, Inc., CRI Environmental Catalyst & Systems, CTi Controltech, Gary Ketelsen, Gordon Judd, Jim Mortensen, Joe Guile, In-N-Out Burger, E-tech, Inc., Faber Burner Company, Haldor Topsoe, Hayward Pipe & Supply, McDermott-Costa, McNulty Mechanical, Inc, Paul Stohner, Petrochem Insulation, Powerhouse Boiler, R.F. MacDonald Co., Robert St. Denis, S.T. Johnson Company, Trailer Transit, Inc., Triple R Heavy Haul, Inc., Valin Corporation, VitalTherm, and Wabash Power Equipment Co.



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