

## TEMPORARY BOILER WARMS CITY DURING WINTER'S FREEZING CONDITIONS

**N**ationwide's rental boilers have traveled all over the nation, from sunny California to humid Louisiana, and even to different parts of the world, like Qatar and the United Kingdom. In their travels, these boilers have experienced weather on all sides of the spectrum, from extreme heat to the lack thereof.

This year's winter weather has varied greatly, with cool to warm double digit temperatures, to single digits and snow storms, and even some below zero temperatures. Luckily, our rental boilers are built to withstand the diverse weather patterns seen throughout the world, with little intervention.

This winter, one of our rental boilers traveled to the Midwest region of the country to a district heating supplier, facing freezing conditions and helping the company provide heat for more than 125 buildings in the area.

To supplement the steam needed to supply heat to their customers, Nationwide Boiler supplied a 99.9 mmbtu, 82,500 lb/hr, 350 psig design trailer-mounted watertube rental



82,500 lb/hr Trailer-Mounted Rental Boiler and EconoStak Economizer Surviving the Cold

boiler with an EconoStak economizer. The boiler was dispatched in early November from Nationwide's partner storage yard in Bessemer, AL and traveled north for two days. National Boiler Works, Nationwide Boiler's representative conveniently located in the Midwest, helped with installation and start-up.

As required for all of Nationwide's rental boilers exposed to freezing conditions, the customer provided a heated enclosure surrounding the boiler to protect the equipment from freeze damage. This is the safest and most sought after solution for protection from inclement weather.

The enclosure houses the front and rear of the boiler, including the burner, fan, motor, controls, and all associated piping on each end. An external heating source is also provided

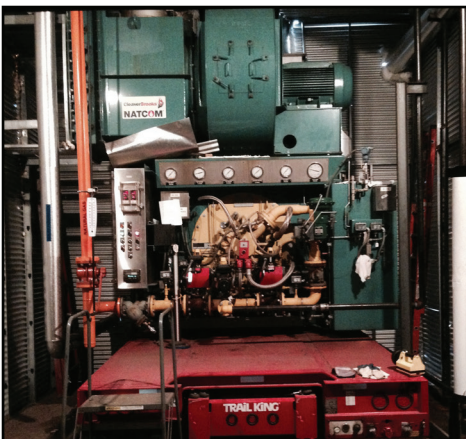
to further protect the equipment.

Without weather protection extreme damages can occur, resulting in extensive and expensive repairs and the possibility of needing to replace the damaged equipment.

The temporary boiler is scheduled to remain on site through the winter, and may be stored on site through the summer to be fired up again in the fall. This will assure that the customer can supply the warmth and comfort that their customers desire.

For nearly fifty years Nationwide Boiler has supplied rental boilers and permanent boiler solutions to companies that provide district heating services for their customers.

The International District Energy Association (IDEA) collaborates with district energy professionals around the world to support the goals of viable clean energy solutions. As a member of the IDEA, Nationwide supports their efforts and will be attending the 105th Annual Conference and Trade Show June 8-11, at the Washington State Convention Center in Seattle, WA. This year's theme is "Moving Community Energy Forward" and Nationwide's extensive inventory of boilers for rent and for sale, will definitely help meet this challenge. If you have a project that requires steam, call us today: 1-800-227-1966.



Burner Side of the Boiler, Inside the Enclosure Provided for Cold Weather Protection

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# THE 15 INVALUABLE LAWS OF GROWTH



Jeff Shallcross, President/CEO

## NEW EMPLOYEES

Laura Izquierdo

Raquel Henderson

Michael Daniels

Moises Vazquez

Jesse Carrasco

Donald Dupree

Todd Tatom

I recently read an inspiring book by John C. Maxwell called *The 15 Invaluable Laws of Growth*. It explains the core principles for reaching your full potential and making a positive impact on yourself and others. While reading the book many laws struck my interest, both personally and professionally.

When I strategize new plans for Nationwide, I make it a point to always list the critical action items that must be accomplished in order to meet our vision and goals. Without this list, my probability of success greatly declines. This coincides with The Law of Design: to maximize growth, you must develop strategies.

You must also strive to meet your full potential, and know what you want out of life. Know where you want to go, what direction you want to move in, and how far you can imagine yourself going. As the Law of Intentionality states, growth doesn't just happen: you must have a plan.

Potential is a strong word, with a great deal of impact. Potential is to have a latent possibility to develop or succeed. Reaching your potential is not easy though, and it comes at a cost. You must take the steps necessary to live your

dreams and do what you want to do. You will have to work hard, sacrifice, and keep learning, growing and changing. Are you willing to pay the price? Most people aren't.

In golf, I am always trying to excel my potential by hitting the ball further or that much closer to the pin. The sacrifices I have made over the years include countless hours on the course and time away from those that I love. Luckily for me, my family has embraced my love of the sport and supports my dreams in reaching an even greater potential than I thought possible. I imagine one day I will be satisfied with my efforts...I'm just not there yet.

If the future looks dull, routine and confining, you may need to start looking to make changes, and if you change your environment and yourself, your growth will be faster and more successful.

Pick up Maxwell's book to learn all 15 Invaluable Laws of Growth, and think about what you can do to grow and reach your highest potential. Remember, there is more than one way to do something successfully. Movement with intentionality creates possibilities.

## INFORMATION LINE

# MAKING MOVES AT NATIONWIDE BOILER

A new leadership team has been evolving this year at Nationwide Boiler. Well deserved retirements of key employees have created new opportunities and will make new influences on both the Office and Shop Operations.

First, Jim Hermerding, Nationwide Boiler's current VP of Finance, plans to retire in June. Jim has been the Controller for the company for 32 years and Michele Tomas, Nationwide's Marketing Manager, has been promoted to take over this position. Michele will continue Jim's Finance legacy to ensure that

Nationwide Boiler's financial positions remain strong in order to facilitate future growth. With an MBA and over 14 years experience in the business at both Nationwide Boiler and Coen Company, Michele's multi-faceted credentials will aid her to successfully manage this new position.

Next, whenever Jeff Shallcross, Nationwide Boiler's CEO, describes Michael Rosmando he explains that, "He takes a lot of bullets for Nationwide Boiler." Michael's efforts and commitment in providing "Real Customer Service" to all customers for the last 17 years has earned him a well deserved promotion to Nationwide Boiler's Operations Manager. His promotion has lead to an improved internal organizational change, resulting in

merging the management of both Service and Shop Operations, a task that Michael will take on with ease and effectiveness.

Lastly, the recent retirement of Woody Lohse (see story on page 4) has resulted in the promotion of David Lewand as Shop Superintendent. David is well-seasoned in the industrial equipment industry with a combined 39 years at both Nationwide Boiler and Industrial Steam. David's ability to lead and manage his team in order to tackle the ever-changing demands of getting equipment ready for service has been challenged and met numerous times. He is determined to continue Nationwide Boiler's mission of providing our customers with equipment of the highest quality possible.

# NATIONWIDE BOILER NEWS BRIEFS

## Tradeshows & Conferences

Mark your calendar and join Nationwide Boiler as we travel the West Coast to exhibit at the Western Regional Boiler Association (WRBA) Conference in Port Angeles, WA (March 11-13) and the Western Turbine Users Conference (WTUC) in Palm Springs, CA (March 23-26). Later in the year Nationwide will be traveling back to WA to exhibit at the IDEA's 105th Annual Conference in Seattle (June 8-11). We will also be showcasing our boiler products and services at the Fuel Ethanol Show in Indianapolis, IN (June 9-12). Stop by our booth and obtain our latest literature USB drive, complete with our collection of literature, product bulletins, boiler specifications, case histories and more. We look forward to seeing you.

## Nationwide's Charity Golf Tournament

Nationwide Boiler is continuing the heartfelt tradition of supporting non-profit companies and are proud to host the 34th Annual Nationwide Boiler Charity Golf Tournament at Pebble Beach CA, May 7-8. This event attracts boiler industry professionals from throughout the world to take part in two days of golf, dining, networking, and fundraising. All proceeds will go to the ABMA Scholarship Fund to help those seeking an advanced education in either mechanical engineering or a trade relating to our industry. If you are interested in supporting this cause by either attending the event, taking part in a sponsorship activity, donating an auction item, or making a donation, visit our tournament website at [www.nationwide-boiler.com/golf](http://www.nationwide-boiler.com/golf) or email us at [golf@nationwideboiler.com](mailto:golf@nationwideboiler.com).

## Fuel Conversion Projects

Today's shift in the country's energy mix and ever-changing environmental regulations are influencing operational decision makers regarding replacing or refueling boiler systems that are currently firing liquid or solid fuels. The EPA Industrial Boiler MACT, in particular, is largely

focused on coal-fired boiler units. Owners of these boiler systems face tough economic decisions that will change the way their boiler rooms operate today and in the future.

Whether you need a temporary rental boiler to keep operations running while a conversion project is underway or a new or reconditioned boiler with the latest emissions and efficiency upgrades to replace obsolete equipment, Nationwide Boiler can do it all. We are your one stop supplier for all your needs. Call our sales team today to discuss your unique project requirements: 1-800-227-1966.

## Lunch and Learn Opportunities

Did you know that Nationwide Boiler offers free "Lunch & Learn" sessions nationwide for companies wanting to learn more about boiler design, operation, performance, emissions, and efficiency? Do you have employees at your facility who are planning for a new NOx emissions compliance project and want to learn more about selective catalytic reduction (SCR) technology options? If so, contact Nationwide Boiler's Larry Day today to setup a "Lunch & Learn" workshop in your area. We can customize a presentation that will help you learn more about the products Nationwide Boiler has to offer and explain how they can help meet your operational needs and demands. Email [lday@nationwide-boiler.com](mailto:lday@nationwide-boiler.com) for additional details or call 1-800-227-1966.

## New Product - Coming Soon!

Nationwide Boiler's success can be attributed to many factors, but one, more so than others. Innovation, the process of introducing new ideas to our field, has provided us with new opportunities beyond boiler rentals and has opened doors to new markets. We are excited to continue this belief and you can look forward to seeing another "World's First" in the rental industry. Stay tuned and follow us on Facebook, Twitter, Google+ or our Boiler Blog where we will be sure to make the announcement.

## ENVIRONMENTAL LINE

# THE VERSATILITY OF THE CATASTAK™ SCR



CataStak™ SCR System for Hot Oil Fired Heater

It was just over ten years ago when the CataStak™, a selective catalytic reduction (SCR) system capable of reducing NOx emissions to levels below 5 ppm, was introduced by Nationwide Boiler. Today, we have surpassed over 100 SCR projects throughout the nation.

Nationwide continues to enhance the capabilities and versatility of the CataStak™ SCR system and has added new applications to our portfolio of products,

including fired heaters. One of Nationwide Boiler's most recent projects included the sale of a second CataStak™ SCR for a hot oil fired heater application. This CataStak™ was designed to reduce NOx emissions to 5 ppm and NH<sub>3</sub> slip to 10 ppm.

In addition, the successful startup of a dual Ammonia-free CataStak™ SCR project was recently completed for a cogeneration plant for the County of Los Angeles. This CataStak retrofit reduced NOx levels to less than 5 ppm on the two existing 50,000 lb/hr boilers.



Dual Ammonia-Free CataStak™ SCR's

# WOODY LOHSE LOOKS FORWARD TO THE "GOLDEN YEARS" OF RETIREMENT

After twenty-nine years of service at Nationwide Boiler, Shop Superintendent Woody Lohse has retired. His legacy at Nationwide has extended throughout the entire company, and his knowledge of boilers and general wisdom has been an asset to all.

Woody began his career at Nationwide on January 14, 1985 as a mechanic pipe fitter, following work as a service technician and testing technician in the shop. He was promoted to Shop Superintendent in 1992 and had been running the shop ever since. Prior to joining the Nationwide crew, he worked at Wilkinson, another rental company for lifting equipment, and Aerojet, a manufacturer of amusement park rides.

Woody has contributed to Nationwide's success in many ways and is a man of many talents. He worked well with everyone, from customers to vendors to colleagues, and he will always be known for his knowledge of the trade and ability to fix just about anything, he is our "MacGyver". His ambition and drive motivated others and the generosity of his time and skills extended to all, helping out whenever he was needed.

When asked whether he felt retirement would be golden or tarnished, Woody explained with excitement that these upcoming years will be filled with gold. "I see golden as being bright and lively, and tarnished as dull or flawed. I have plans to stay busy during retirement and enjoy myself".

Woody intends to keep busy with multiple projects throughout his retirement. He will be working on upgrades to his house, including recarpeting and a bathroom remodel. Other plans include the long awaited restoration of his 1940 Chevrolet 4-door Deluxe Sedan. He has been patiently collecting parts for 41 years for this project and is excited to finally start the process. When Woody is not occupied with one of his ventures, he will spend time relaxing at the lake with good friends, food and wine.

Nationwide Boiler would like to extend our thanks and gratitude to Woody for his many years of hard work and dedication. Everyone here at Nationwide wishes Woody the best as his new journey in life unfolds, and we hope to see him back to visit. Woody will truly be missed.

**"I see golden as being bright and lively, and tarnished as dull or flawed. I have plans to stay busy during retirement and enjoy myself."**

**-Woody Lohse**



Left: Woody Sporting his Retirement Shirt | Middle: At Nationwide's BBQ Luncheon, Watching a Farwell Video for Woody | Right: Woody & Wife Laura

ADDRESS SERVICE REQUESTED

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