

THE NATIONWIDE BOILER STEAMLINES

DECEMBER 2022



NATIONWIDE'S YEAR IN REVIEW

Nationwide Boiler is fortunate to be closing on another record year for rental and sales volume. Looking back at our customer base, it is extraordinary to see how many industries and manufacturing processes utilize steam. We worked with customers from roughly 15 different industries to supply reliable temporary boilers, new and used boilers and related equipment for permanent applications, the CataStak™ SCR system for single-digit NOx performance, and custom control systems and fuel skids from our Controls Division in Washougal.

The food processing industry pulled ahead this year as our largest industry served. Steam is used for many purposes in the food and beverage industry including heat, sterilization, food processing and preparation of sauces/flavors, canning, cooking, curing, and drying. We have annual rental customers in the food processing industry to support their seasonal increased steam demand needs. We also had a large number of projects with chemical & manufacturing companies, pulp and paper facilities, and oil & gas refineries. Steam is used for

process heating, drying or concentrating, steam cracking and distillation in these industries. Other prominent customer groups included energy and power generation, colleges and universities, aerospace, pharmaceutical manufacturing, and textile mills.

In terms of geographical location, Nationwide Boiler supplied equipment to customers in locations spanning more than half of the states in the country, but also to customers outside of the U.S. As we like to say, Nationwide Boiler is not just 'nationwide', but 'worldwide', and this year we had the pleasure of supplying equipment to customers in Canada, Mexico, China, South Korea and Israel. Plus, we had our first equipment sale to a refinery in Kazakhstan - two (2) 75,000 lb/hr, 750 psi high-pressure saturated steam package boilers that will be utilized for process heating needs.

Steam continues to be a powerful source of heat and energy and is utilized in a wide variety of industries all across the globe. Nationwide Boiler is proud to be ending on a high note again this year, as we strive to continue

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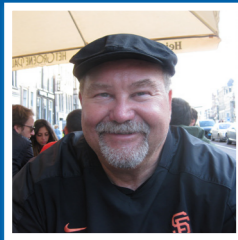
The Reason for the Season
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our legacy of providing reliable temporary and permanent boiler solutions with "...Integrity, Dependability, and Real Customer Service."



Trailer-Mounted Boilers Prepped for Overseas Shipping to Kazakhstan

"...INTEGRITY, DEPENDABILITY, REAL CUSTOMER SERVICE."



Sometimes in our day to day activities, we neglect to step back and take inventory of where we are at and where we are going. When I took over the helm of Nationwide Boiler

in 2016, I was following in the footsteps of Jeff Shallcross; a great man, mentor, and friend who successfully led this company for 25 years with integrity and honor, just as Dick Bliss did before him. I had to admit that those were big shoes to fill; I was a little daunted with the task and somewhat unsure of myself taking on this role. Also, we were just coming off a record year in 2015 so his timing for retirement was impeccable by going out on top. Looking back on the last six years, there are two events that I believe really shaped our direction, enhanced our product and service offerings, and ultimately made a big impact on our bottom line.

In 2017, we were approached with the opportunity to acquire Pacific Combustion Engineering / Ponder Burner Company in Washougal, Washington. At that time, Nationwide was celebrating 50 years in business as a single company, without any acquisitions in our history. Needless to say, we did our due-diligence and proceeded with our first acquisition in the history of Nationwide Boiler. Fast forward five years and now we have re-branded this division to Nationwide Control Solutions and have doubled both the workforce and manufacturing floor space to accommodate major growth since the acquisition. With their expertise, we have developed a cost effective boiler control system called "The Eagle", which has proven to be very successful for retrofits and new equipment applications. We also sell these high-end PLC-based control systems and custom fuel skids to customers both domestically and internationally. I admit that prior to the acquisition, we were behind the times in terms of controls, but now I can say proudly and confidently that controls are one of our strengths.

The second big event happened last year: our decision to pursue our own storage and maintenance facility in Alvin, Texas right outside of Houston, the petrochemical capital



Overhead View of Our New Facility in Alvin, Texas



of the world. Having a facility that is closer to many of our core customers in the Gulf Coast region has already paid big dividends for us in exposure to new and existing customers in that area. We now have our own team operating this maintenance facility to store rental boilers, build new units, and perform turnaround and maintenance activities, and these guys do great work. We had been talking for 30+ years about how beneficial it could be to have our own shop in Texas, and last year we made that dream a reality.

With these two additional facilities, our small group has grown to an all time high of 65 employees and we expect to end the year with another record for sales and profits. I cannot take credit for this success because I have a great team around me, with many hard work-

ing employees who take their job seriously and perform at such a high level. I keep thinking, what would have happened if we didn't make these two moves that have really energized our organization? Moves like these are always financially risky and can have their pitfalls, but the intrinsic urge to grow is ingrained in the American mindset that we are not made to rest on our laurels.

Looking forward, we will continue to seek growth opportunities, but sometimes we may have to purposefully lift our heads to see them. With a solid team in place, I think this is where I need to be spending my time while continuing the legacy that Dick and Jeff built for Nationwide Boiler.

Jimmy

NBI NEWS BRIEFS

The Newest Faces of Nationwide

The growth we have seen in recent years is no secret and with employees in California, Washington, Texas and Pennsylvania, we are now at an all time high. We welcome growth, we welcome change, and we welcome new faces that will help shape our organization.

WELCOME!

Gordon Judd joined the team in October as our new Business Development Executive. Many close to Nationwide may recognize Gordon from our Annual Charity Golf Tournament; he was once a customer and has been our event auctioneer for the last 5+ years.



With nearly 25 years of management experience grounded in critical utility infrastructure operations, Gordon has been involved in developing various renewable energy projects including solar, geothermal, carbon capture and sequestration. In fact, prior to joining Nationwide, he completed an innovative 30 million gallon per year water recovery project in downtown San Francisco. His background and experience leading multiple renewable energy projects positions him to be a key player in our drive towards environmental sustainability.

Additional employees to join the Nationwide team this past Fall include:

Jacob Czech, Field Service Intern

Isabela Greiner, Engineering Document Asst.

Joseph Martinez, Mechanic I

Bill Renwick, Parts & Customer Service

Please join us in welcoming these talented individuals to our growing family at Nationwide!

Making Moves: Promoting from Within

We'd also like to recognize and congratulate some existing employees with recent promotions.

Jim Lieskovan has been promoted to VP of Sales, starting in the new year. Jim has a long and rich history in the boiler industry, building his own company before joining the team at Nationwide. In recent years, Jim has been leading our sales efforts and has proven to be valuable part of our organization.



Mary Thao and Shalini Kumar have also received promotions and will be working together to supervise the day-to-day activities of our Accounting Department. With Mary's extensive experience working in various accounting positions within our organization and Shalini's wealth of knowledge in finance and payroll, this dynamic duo is sure to make a positive impact in their new roles.

Congratulations to Jim, Mary and Shalini, we look forward to many more successes with each of you as leaders at Nationwide!

EMPLOYEE SPOTLIGHT: RENNY RECTOR



Two-time champion as a college athlete and four-time champion as a high school football coach, Renny Rector is Nationwide's Parts Manager and so much more. Renny was an avid football player in high school and in college. In fact, his team at (Southwest) Texas State University became the first division II team to win back-to-back championships - and he didn't stop there.

Renny started his coaching career at Central Catholic. For fifteen years he coached in various positions including defensive coordinator and linebacker coach. In his time with Central Catholic, his team brought home 3 championship titles. Most notable was his team's impressive 27-0 winning streak in the period of two years with, you guessed it, back-to-back championship wins again! In 2020, he was recruited by another local high school and led this new team to the 2022 Championship final, taking home his 4th title as a high school football coach.



Renny isn't just an all around football star, he is also an industry expert. He started his career at Honeywell and eventually landed in Phoenix where he handled industrial sales up and down the west coast. In this role, Pacific Combustion was a major OEM customer of his so he got to know the organization very well. He was eventually offered a position at Pacific Combustion and the rest is history! In addition to now being the backbone of our parts department, Renny also manages inventory and purchasing as well as shipping and receiving at our facility in Washougal. Prior to Nationwide Boiler's acquisition of Pacific Combustion Engineering, Renny also handled the marketing efforts for the company including website design, sales literature, and logos. Renny celebrated 10 years with our company in 2021.

A big congrats to Renny and his team for another successful season, we are proud to have you as part of the Nationwide family!

2022 REP MEETING



In late September, Nationwide's sales team hosted a group of our territory representatives in Texas to review capabilities, strategize for improved communications, discuss new and emerging technologies and topics, and for a tour our new facility. A big thanks to everyone who was able to join this year! We look forward to hosting these valuable meetings more frequently in the future.

HYDROGEN FIRING CAPABILITIES FOR EXISTING RENTAL BOILER FLEET

With climate change and decarbonization at the forefront of worldwide environmental concern, Nationwide Boiler has been laser-focused on how to facilitate a sustainable future not just for our company, but the rental boiler industry as a whole. Steam plays an important role in the manufacturing of many products as well as heating and comfort needs and while it isn't likely to be replaced any time soon, there are ways to improve the environmental impacts of steam production. This includes moving away from fossil fuel firing and towards more carbon-friendly fuels, like hydrogen.

Nationwide Boiler has extensive project experience firing hydrogen for package boiler applications, however, these projects typically include equipment that was built specifically to fire that fuel. For our current rental boilers that were initially built for firing on natural gas, our engineering team was tasked with R&D efforts to prove reliability when firing on hydrogen.

After a thorough evaluation, Nationwide Boiler is pleased to confirm that our existing fleet of package watertube rental boilers are capable of firing gaseous blended fuels with up to 20% hydrogen, without any changes to the system. This is due to our rigorous rental boiler construction standards which includes the use of high-grade and robust valving, fuel trains, burners, and other system components. To burn fuels with a higher hydrogen content, minor burner modifications will likely be required. For more specific details on this topic, check out our [press release](#) and stay tuned for additional resources on our website.

This is a huge step in our path towards decarbonization and a sustainable future, and Nationwide Boiler is proud to be able to offer this flexibility to our rental boiler customers.



Current 'World's Largest' Trailer-Mounted Boiler
125,000 lb/hr, 750 psig High-Pressure Saturated Steam

A NEW 'WORLD'S LARGEST' TRAILER-MOUNTED BOILER IS COMING!

Nationwide Boiler's founder, Dick Bliss, was a pioneer during the infancy of the rental boiler industry. In 1967, Dick built this company from the ground up by taking a mortgage out on his house and in turn, purchasing Nationwide's first two 20,000 lb/hr package boilers. These boilers were acquired with one specific goal in mind: to fill a gap for many industrial operations. He proceeded to permanently mount these boilers to highway-legal trailers that would provide a reliable, temporary steam supply for industries that utilize steam as a core part of their manufacturing process. These were the very first mobile watertube boilers and now, Nationwide Boiler maintains a fleet of more than 100 rental boilers.

While the first purpose-built mobile boilers were just 20,000 lb/hr, the standard package watertube rental boiler capacities eventually gravitated to 70,000 and 82,500 lb/hr for saturated steam applications. Then, 25 years after the first mobile boilers were in operation, Nationwide Boiler set out to build the world's largest trailer-mounted boiler.

Designed to supply 120,000 lb/hr of saturated steam, the pressure rating was higher than standard at 400 psi design to support a wider range of operating pressures. As large as it was, it provided the same flexibility as the first trailer-mounted boiler only one-sixth its capacity. Another nearly 25 years later in 2016, we improved the

design and increased the capacity to 125,000 lb/hr and 750 psi design.

And now, we are excited to be pushing the envelope again with a new 'World's Largest' trailer-mounted boiler utilizing Superior Boiler's new DFW technology. This new, innovative watertube boiler design offers maximum performance with the same capacity in a smaller footprint. This means that we can design a boiler that supplies 100,000 lb/hr in the same dimensions typical of a standard 82,500 lb/hr package watertube boiler. Plus, DFW boilers also offer operational and capital cost savings due to the need for a smaller horsepower fan and reduced requirements for purchased materials and subcomponents.

By utilizing the DFW boiler design, Nationwide and Superior Boiler are now in the process of building a 150,000 lb/hr highway-legal trailer-mounted rental boiler. This would surpass the current 125,000 lb/hr boiler to be our new 'World's Largest'!

We have found throughout the years that bigger is better when it comes to the temporary steam needs of our large chemical, petrochemical, and refinery customers. These 'World's Largest' mobile boilers become a staple in our rental fleet and are often rented for long periods of time or purchased to fill a permanent need. We are excited to get this new unit into the rental fleet to support those higher capacity temporary steam needs!



HEAT PUMPS - WHAT'S THE BIG DEAL?

There has been a lot of buzz about heat pumps lately, so what's it all about? Let's get right into it and answer that burning question, 'what is a heat pump?'

In simple terms, the 2nd Law of Thermodynamics states that heat flows freely from something that is hot to something that is cold. There is no need for pumps or equipment to make heat flow downhill, it just happens by one or more of the heat transfer vehicles of conduction, convection, or radiation. If, however, you want heat to flow in the opposite direction that it would flow naturally, in other words push the heat uphill against the temperature difference, then you will need to use energy to make that happen. A heat pump is a device that uses energy to move heat in the opposite direction it would naturally flow.

We are most familiar with this process in the form of air conditioning. We apply energy to an air conditioner to move heat from inside, where it is relatively cool, to the outside, where it is relatively warm. The bigger the temperature difference between inside and outside, the bigger the thermal hill we have to climb and the more energy we have to use. The key concept is that the heat pump is moving the heat but it is not creating the heat, and the energy it con-

sumes is typically about one-third of the heat that it moves.

This brings us to the excitement about heat pumps. In a world faced with climate change, many are looking for ways to heat homes and commercial buildings without directly burning fossil fuel but rather by using electricity, and preferably, electricity that comes from renewable sources. Heat pumps are increasingly becoming the electric method of choice to heat (and cool) homes and commercial buildings.

As heat pump technology continues to advance, they are now being looked at for industrial applications. While heat pumps cannot currently make high pressure steam, they can be included in industrial processes to add heat up to 240°F. This means that a steam process that starts with water at 60°F, could use a heat pump to increase the temperature up to 240°F but would only use about one-third of the energy of traditional electric or fossil fuel heat generating equipment for the same temperature increase. Now that, is something to get excited about!

Stay tuned - Nationwide Boiler is currently working closely with Oilon for new product developments utilizing heat pumps for industrial steam applications.



NATIONWIDE REP SPOTLIGHT: CAMPBELL-SEVEY



Campbell-Sevey has been a loyal Nationwide Boiler representative for nearly 20 years. Our initial relationship was focused on partnering to provide temporary steam solutions and stock boiler options to customers throughout their territory of Minnesota, North Dakota, South Dakota, and Wisconsin. As our companies have evolved through the years, we now partner together on additional projects where we can leverage the strengths of our two companies to support a growing customer base.

Most notably is the uptick in projects that involve the supply of our Eagle Boiler Control System as a retrofit for improved functionality and operation. In fact, Campbell-Sevey was the first recipient of the "Eagle Award" at this year's Territory Rep-

resentatives Meeting. This award was established to recognize the representative with the most activity and success in pursuing projects that benefit from our Eagle Boiler Control System.

With headquarters in Minnetonka, Minnesota, Campbell-Sevey provides industry leading products and solutions for the industrial and commercial HVAC, steam, air, and water system community. The company strives to guide customers to solutions that provide energy savings and system optimization for reliability and long-term savings.

It has been a pleasure working with this great team and we look forward to building this partnership as additional opportunities arise.



Campbell-Sevey President,
Steve Graves





THE REASON FOR THE SEASON

"We make a living by what we get. We make a life by what we give." The words of Winston Churchill speak light into two important virtues of the holiday season: being grateful for what we have and giving back to those in need.

This holiday season at Nationwide Boiler, we've been celebrating with fun Christmas decor, a smoked meat extravaganza, winter spirit week, a Christmas meal gift for all employees, and holiday parties in California, Washington, and Texas. We are fortunate and grateful to be in a position to continue these fun holiday traditions while rewarding our team for their hard work throughout the year, but we also know the importance of sharing this blessing that we have with others less fortunate. This is why we continue to host annual holiday food drives, a year round sock drive for the homeless, and our newest initiative, the fresh produce bank.

In Washougal, our team at Nationwide Control Solutions collected nearly 200 lbs. of food and \$150 for the Inter-Faith Treasure House, a local organization that has provided food

2022 MILESTONE AWARDS

35 Years of Service
Jim Souza

25 Years of Service
Michael Rosmando
Jose Alfredo Santiago
Tony Dickerson
Chris Dickerson

20 Years of Service
Jose Molina

15 Years of Service
Gerald 'Jay' Dobozy

5 Years of Service
Sandy Nevels
Walter Heussmann

and assistance to Camas and Washougal residents in need for over 50 years. In Fremont, our team filled three large barrels to the brim with healthy, non-perishable food items like tuna, beans, soups, and boxed mac-n-cheese. The barrels were carted off last week back to the Alameda County Community Food Bank who will distribute the food to the community.

In addition, Nationwide Boiler donated another \$1,000 to Shady Grove Farms in Camas, Washington to grow and distribute fresh organic vegetables to local families in need. Once grown, Nationwide employees including Meika and Matt Pope made multiple trips to hand deliver the fresh produce to the Camas Family-Community Resource Center for distribution. The first installment of produce was delivered at the end of September and our final installment was furnished right after the Thanksgiving holiday.

We are proud of our employees for stepping up and giving back, year after year, to support the communities around us - great work and thank you Team Nationwide!

EDUCATING OUR YOUTH ON THE BOILER INDUSTRY

At Nationwide Boiler, we are always looking for opportunities to educate the youth on the boiler industry because unfortunately, boilers are not a topic often included in high school lesson plans. It is not uncommon for graduating seniors to have never been exposed to the many high-skill, high-demand, and high-paying jobs available through trades, which is why we as a company in a trade-heavy industry have to help get the word out.

Our Jack Valentine connected with Washougal High School and coordinated with event planners for Nationwide to participate in the Annual Pathway Conference this year. Similar to a career fair, the conference provides students enrolled in the Career & Technical Education program with valuable insight and education around post-graduation career opportunities with local trades. This was our first year participating.

Three groups of students were welcomed to tour our panel fabrication facility and learn about our company, control systems, and career opportunities available within the boiler industry. Throughout the tour, students were able to see electrical wiring, factory acceptance testing, and new equipment fabrication in process. They also learned about many of the trade skills that they could learn if they chose to pursue a career in our industry.



It was a valuable experience for all, and we are proud to have been able to share our knowledge with some of who we hope will be our next generation workforce.



STOCK BOILER INVENTORY SPOTLIGHT

300 HP, 150 PSIG
Used Cleaver-Brooks
Ultra Low NOx
Package FT Boilers

1500 HP, 250 PSIG
Reconditioned Donlee
Low or Ultra-Low NOx
Package FT Boiler

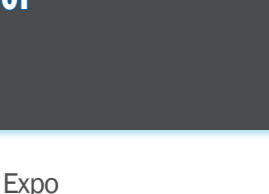
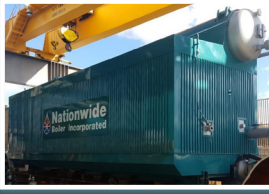
80,000 PPH, 250 PSIG
Reconditioned Cleaver-Brooks
Low NOx Package WT Boiler

82,500 PPH, 500 PSIG
Reconditioned B&W
Low NOx Package WT Boiler

100,000 PPH, 500 PSIG
Reconditioned Cleaver-Brooks
Low NOx Package WT Boiler

100,000 PPH, 399 PSIG
New Superior, Low NOx
Package WT Boiler

200,000 PPH, 750 PSIG / 750F
New B&W, Low NOx
Package WT Boiler



UPCOMING INDUSTRY EVENTS



ABMA Annual Meeting
Carlsbad, CA
January 13 - 16



AHR Expo (attending only)
Atlanta, GA
February 6 - 8

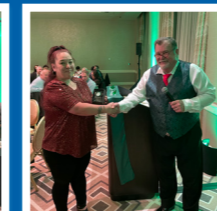
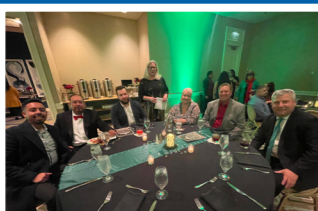


California Food Processing Expo
Sacramento, CA
February 14 - 15



IDEA Campus Energy 2023
Grapevine, TX
February 27 - March 3

NATIONWIDE BOILER'S ANNUAL CHRISTMAS PARTY



Congratulations to David Spain and Jose Alfredo Santiago - our 2022 Dick Bliss and Jim Self Award Recipients!



OFFICES LOCATED IN FREMONT, CA - VISALIA, CA - WASHOUGAL, WA - ALVIN, TX
EQUIPMENT & REPRESENTATIVES LOCATED NATIONWIDE



THE NATIONWIDE BOILER **STEAMLINES**

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