



THE NATIONWIDE BOILER STEAMLINES

JULY 2023



NEW 250 HP PACKAGE BOILER ACHIEVES 5 PPM NO_x PERFORMANCE

Promoting a sustainable future is the focus now more than ever in the boiler industry. Nationwide Boiler has been at the forefront of identifying and supplying reliable ultra-low NO_x solutions to industry for more than three decades. And today, we can proudly state that we have achieved 5 ppm NO_x performance with a recent ultra-low NO_x burner/boiler package, installed at Taiga / Exterior Wood in Washougal, Washington.

With half of the state covered in forests, it is no surprise that Washington is one of the country's largest lumber and plywood producers. Exterior Wood is a leader in the industry for pressure treated wood products and is located in the same business park as Nationwide Control Solutions. Facing operational issues with their existing 700 HP CB boiler, Exterior Wood consulted Nationwide Control Solutions to evaluate their system and recommend the best solution to address each of the problem areas.

The problem areas that were identified included: (1) the burner head assembly constantly getting burnt out and replaced, (2) the combustion air fan motor which was rebuilt many times without a like-in-kind replacement option, and (3) stack temperatures at low fire

were so low that the stack gases would condense in the stack and rain down corrosive condensate on the boiler tubes. Plus, the boiler tuning was becoming increasingly difficult to meet their local emissions requirements due to the age and condition of the existing burner controls. After a thorough review of existing equipment, site conditions, and natural gas usage reports, we concluded that the boiler was greatly oversized and that continuing to replace and rebuild components was not a viable solution for the longevity of the system.

Instead, our team offered a new 250 HP Superior package firetube boiler with an Oilon ultra-low NO_x burner that was capable of not just meeting but exceeding their NO_x emissions requirements of 12 ppm. Upon start-up and source testing, the ultra-low NO_x capabilities of the Oilon burner were proven with the impressive results of **5 ppm NO_x and 0 ppm CO output**.

Built upon cutting-edge technology, this new Superior Boiler/Oilon burner package will provide Taiga / Exterior Wood with many years of low maintenance and reliable operation. And, with a commitment to sustainability and efficiency, this solution ensures future emissions compliance to help minimize environmental impact.

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



INNOVATION AT IT'S FINEST

For many years now, Nationwide Boiler has been known in our rental industry as being very innovative with our products. By either designing bigger rental units or new product offerings, we seem to take the lead in our industry for having the latest and greatest new products that many competitors later add to their inventory as well.

Over the years, we've internally called these WOW projects and have strived to have at least one per year. Whether it be the 1000HP mobile boiler room, the 82,500 PPH / 99mmbtu input trailer-mounted boiler, the CataStak™ SCR system, or the Eagle PLC control panel, having new products to offer our customers has been our lifeblood over the years. I looked at our yearly rental performance and found approximately 80% of our business has come from previous WOW projects, which is why we must keep pushing the envelope and developing new products so we are first to the market and stay ahead of the competition.

Although we say that changes in the boiler industry come slow, two significant heat transfer designs that we embraced right away were the X-ID tube technology from Tektube and the DFW technology from Superior Boiler. The X-ID tube technology facilitated the 650HP mobile boiler room development then later the 1000HP unit, and the DFW technology for watertube boilers has added an approximate 40% increase in furnace heating surface which enabled a 20% increase in steam capacity in relatively the same footprint. Another important feature of the DFW design is that it lowers the heat release per cubic foot within the furnace which lowers the overall heat flux and provides less stressful and lower furnace temperature conditions.

We are now using DFW technology for our newest WOW project: a 150,000 PPH World's Largest Trailer-Mounted Boiler that will be hitting the market in a few months. This is another step up with the previous World's Largest being 125,000 PPH.

After that, our next WOW project in the works is a 200,000 PPH Feedwater Van with VFD drives to enable variable feedwater discharge pressures from 400 - 800 psig. The addition of VFD drives makes the unit much more versatile than previous systems. Keep an eye out for that - and maybe even another WOW project - early next year!

Tom

NBI NEWS BRIEFS

WELCOME!

The last few years we have experienced a lot of growth at Nationwide Boiler. In fact, we are at an all time high of 75 employees! We have happily welcomed the following individuals to our team this year:

Adam Klingenger, I&E Technician
Rob Schmitz, Outside Sales Engineer
Katelyn LeJeune, TX Operations Admin
Maryam Ebtada, Marketing Assistant
Michelle Dizon, Receptionist
Mubarik Alfablondi, Service Technician I
Everlin Blanco, Customer Service / Admin
Connor Solomon, Shipping & Receiving
Chris Setzekorn, Shop Support
Vikas Mathur, Project Engineer
Daniel Chavez, Shop Support
Zachary Quimson, Project Engineer Intern
George Vartanov, Control Systems Engineer
Noah Jones, TX Mechanic III
Ron Mullins, Sales & Project Engineer

Superior Boiler Rep Awards

Each year Superior Boiler acknowledges the hard work of their representative network, and Nationwide Boiler was once again presented with multiple top sales performance awards:

Multi-million Dollar Club - Watertube Boilers
Multi-million Dollar Club - Firetube Boilers
President's Award - Top Overall Performance

These awards are a direct representation of not just the efforts, dedication, and commitment of our sales team, but our entire organization. Every department and each employee play an important part in the success of our company; a job well done by all!



As Seen in Today's Boiler Magazine

Being part of the rental boiler industry for more than 55 years, we've learned that bigger is better for our industrial steam users.

Nationwide Boiler was featured in Today's Boiler earlier this year to showcase the history of the rental boiler industry and how the standard rental boiler sizes have evolved throughout the years.



Check out the article and get a sneak peak of what we have in store for the next "World's Largest" trailer-mounted rental boiler.

MAKING MOVES: NATIONWIDE PROMOTES FROM WITHIN

Promoting from within is a strategic practice that holds immense importance and brings numerous benefits to organizations. It involves recognizing and nurturing talent within the company and advancing individuals to higher positions rather than seeking external candidates. And at Nationwide Boiler, we take every opportunity to promote from within with our team of exceptional candidates.

After more than 20 years as Nationwide Boiler's Corporate Service Manager, Michael Rosmando has been promoted to Director of Operations. In his new role, Michael will oversee all business operations including new jobs / project execution, equipment turnarounds, and all service related activities both internally and externally. He will also interface with both the sales and engineering teams for successful project fulfillment, and provide full support to our new Corporate Service Manager, Tony Dickerson.

Tony Dickerson had been the Service Manager at our Controls Division in Washougal, Washington for more than 17 years. Tony will assume the role of Corporate Service Manager, taking on the responsibility of organizing, managing,

overseeing and directing all activities related to the startup and servicing of our rental fleet as well as new and used equipment sales for our entire organization. Other duties include recruiting, hiring, and training new service technicians.

Michael and Tony both possess an institutional knowledge and deep understanding of our business, positioning them for success in their newly appointed roles.



CONGRATULATIONS TO MIKE DORTHALINA on a well-deserved retirement!



Mike has been a part of our sales team at the Washougal office for 15 years. His hard work, dedication, and countless contributions throughout his career have made a lasting impact on our organization. Mike - enjoy this new chapter of your life, filled with relaxation, adventures, and cherished moments with loved ones!

EMPLOYEE SPOTLIGHT: JIM LIESKOVAN

Jim Lieskovan is the Vice President of Sales at Nationwide Boiler and while he has been with our company for nearly 10 years, he has been in the industry for much longer than that. Let's dive into Jim's journey and how he found his way to Nationwide.

Jim got his start in the boiler industry while working at a bike shop in Southern California. It was there where he was provided with an opportunity to work at Porter Boiler Service starting with general shop work. He learned quickly and moved into electrical work and then into service. While he didn't expect this experience to transform into his long-term career, Jim's fascination with the industry and his hands-on ex-

perience with the equipment motivated him to pursue a career in the boiler field.

Jim later became Southern California Boiler's first employee, helping to grow the company from 3 to 100 employees and eventually, he became a co-owner. Jim was instrumental in the conversion of Southern California Boiler to an ESOP organization as well as multiple company acquisitions prior to his departure around 2010. Jim eventually found his way to Nationwide Boiler initially starting out as our West Coast Business Manager.

Throughout his career, Jim learned from multiple notable mentors including John Clarkson, Bob Rizza, Bill Testa, Jeff Shallcross, and Larry Day. Each of these individuals played an important role in him learning not just the technical side of the industry, but also proper business etiquette. They have all made a lasting impression and helped shape Jim into the boiler expert that he is today.



So, who is Jim Lieskovan outside of work? Jim enjoys fly fishing in picturesque, high-altitude locations and pursuing wild trout. These surroundings allow him to reflect when engaging in his favorite activity. Additionally, Jim has a keen interest in bicycling, competitive shooting, and cherishing moments with his friends and family. Among his aspirations, Jim's top travel destination is Africa. His fascination sparked at the age of 8, when his aunt gifted him a book titled "Four Years in Paradise" by Osa Johnson.

Jim's professional achievements, personal interests, and aspirations make him a well-rounded individual. We are proud to have Jim as a valuable member of our team at Nationwide Boiler, and we look forward to witnessing his continued success.

NOT JUST A TAGLINE, OUR WAY OF BUSINESS

Integrity, Dependability, and Real Customer Service is more than just a tagline for the employees of Nationwide Boiler, it's also what drives most every action and decision relating to the company's customers, vendors, and stakeholders.

Integrity is more than doing what we say we will do; it's striving for high levels of ethics and fairness, resulting in a relationship with others built on trust. Nationwide Boiler's impressive repeat customer list illustrates more than five decades of superior integrity in providing solutions and products that meet the high demands of the industry. Our commitment to providing reliable rental boiler equipment performance, no matter what challenges may occur, while ensuring complete customer satisfaction, further solidifies our consistent efforts in doing the right thing in the most reliable way.

Dependability is why our customers are confident in calling on Nationwide Boiler no matter what the boiler need. Our primary boiler maintenance and inspection programs result in equipment that is delivered ready to operate, helping to minimize lengthy downtime and achieve rapid installation and operation. In addition, high levels of satisfaction through the purchase of new and used equipment, custom control systems, and emissions control solutions provide plant operations with years of reliable equipment performance from the most trusted manufacturers in the world.

Real customer service is listening to our customers and building a partnership that lasts before, during, and after a job. We support our customers and our products, and we provide quality solutions that not only meet, but exceed the unique requirements of every application. Moreover, Nationwide Boiler's technical experience and knowledgeable sales, engineering, and service teams equip our customers with the information, tools and guidance needed to help make the most informed decisions and provide the most effective solution.

Nationwide Boiler is committed to be the type of company you would want to work for, buy from, sell to, and refer others to. We strive for this by operating with Integrity, Dependability, and Real Customer Service.



TEMPORARY STEAM PLANT 'KEEPS THE LIGHTS ON' DURING MAJOR OUTAGE

Did you know that nearly 90% of the world's population consumes electrical energy that originates from steam plants? That's right, the very same steam that our boilers supply is often used to provide power that allows you to have light in your house, to charge your devices, and to fuel your (electric) car. So when a power plant needs to take their steam plant down for routine maintenance or major repairs, having a temporary steam supply will keep the lights on... literally.

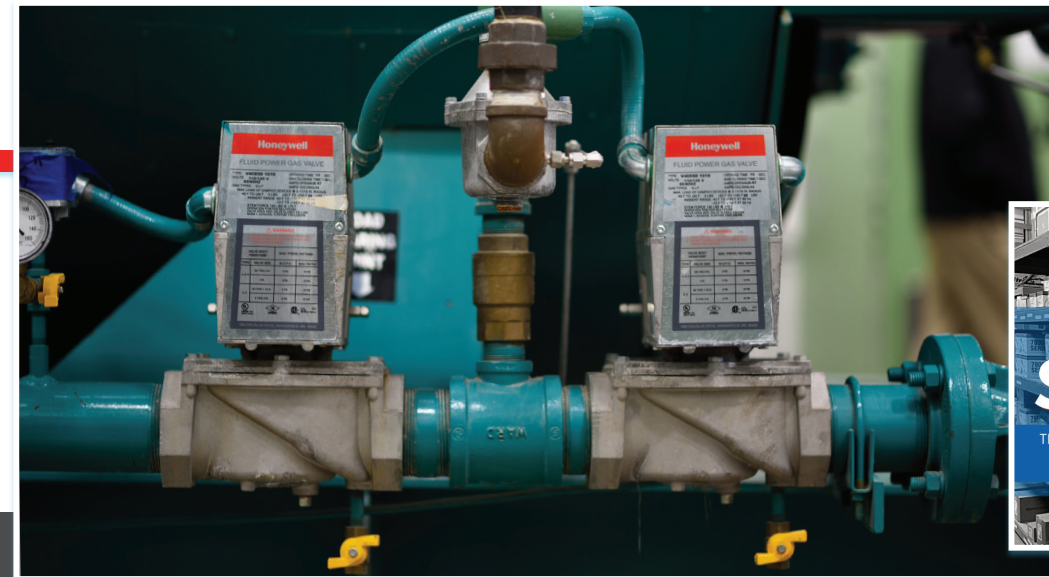
One major power plant in the Gulf Coast that supplies nearly 2,000 Megawatts of electricity started planning months prior to a major outage for repairs to their 200,000 lb/hr auxiliary steam boiler. To meet such a high capacity of steam demand, the facility had to plan for the engineering of multiple rental boilers that would be installed in parallel. The customer reached out early and began talks to secure the rental equipment well in advance of the shutdown. Reaching out ahead of time was especially important in the current market with rental boilers in extremely high demand.

Nationwide Boiler supplied four (4)

75,000 lb/hr, 750 psig design / 750F superheat steam rental boilers each equipped with a low NOx burner and EconoStak economizer for a sustainable and efficient operation. In addition, two (2) deaerating boiler feedwater systems were provided to help ensure reliable steam production for the duration of the project.

Throughout the planning phase of this rental, Nationwide Boiler and our local representatives, HTS and NBW, Inc., worked closely with the customer to prepare all necessary drawings, documents, and details for a successful installation. Plus, our team at the Alvin, Texas facility hosted the group for an equipment inspection and hands-on training to learn in-depth details about the installation and operation of the rental equipment. The goal was to ensure that all parties involved were comfortable and ready to go once the boilers were delivered at the site.

A job this large took a lot of planning and preparation, but it was well worth it for a successful installation and reliable, consistent steam supply. Temporary steam and teamwork for the win!



REVIVE & THRIVE: THE POWER OF SPARE PARTS

The boiler room provides essential heat and energy required for smooth operations, so a well-maintained and efficient boiler system is crucial for uninterrupted productivity. In this context, having an inventory of spare parts is not just a wise investment but an essential aspect of responsible maintenance. Let's delve into the importance of having spare parts in the boiler room.

Minimizing Downtime

Boilers are complex systems with numerous components working in harmony. Despite performing regular maintenance, wear and tear and unexpected failures can occur, and when a critical component malfunctions, it can bring operations to a screeching halt. However, with a comprehensive collection of spare parts readily available, downtime can be minimized significantly. Quick access to spare parts ensures that repairs can be performed promptly, reducing the overall impact on productivity.

Cost Savings

The absence of spare parts can lead to longer repair times and the need for emergency orders, often resulting in higher costs. On the other hand, by having an inventory of spare parts, you can take advantage of bulk

purchasing, negotiate better deals, and avoid expedited shipping charges. Timely repairs with readily available spare parts can prevent extensive damage, reducing the need for costly repairs or even premature boiler replacement.

Maintenance Efficiency

Regular maintenance is essential to keep the boiler operating at peak performance. Having spare parts on hand facilitates the maintenance process, allowing for quick replacements during routine inspections. It ensures that worn-out or damaged components are promptly replaced, preventing further deterioration and potential system failures. With spare parts readily available, maintenance tasks become more streamlined, saving time and effort for maintenance personnel.

In the demanding environment of a boiler room, the availability of spare parts is vital for ensuring uninterrupted operations, reducing downtime, and minimizing costs. Having spare parts on-hand will help revive your operations and allow your boiler system to thrive. With thousands of parts in stock and the necessary resources to get you the parts you need quickly, Nationwide Boiler can be your one-stop shop for all your spare parts needs.

MEET THE NEWEST NATIONWIDE BOILER REPRESENTATIVES

Earlier this year, Nationwide Boiler welcomed three new Partner Territory Representatives in the Midwest: Boilersource, KEI Steam Solutions, and Lathrop Trotter.



BOILERSOURCE
Going Beyond the Boilerplate

Boilersource is a manufacturer's representative and single-source sales and solutions focused organization. With headquarters in Arlington Heights, IL, Boilersource supports customers in the territories of Northern Illinois as well as Lake, Porter, and LaPorte counties in Indiana.

KEI Steam Solutions is also a manufacturer's representative with headquarters in Green Bay, WI and remote offices in Milwaukee, Minneap-



olis, Wisconsin Rapids and Sioux Falls. KEI Steam supports customers in the territories of Southern, Central & Eastern Wisconsin as well as the upper peninsula of Michigan.

Lastly, with headquarters in Cincinnati, OH and over 100 years' experience in the industry, Lathrop Trotter, a division of Koch Applied Solutions, is a provider of industrial boilers, burner systems, and accessories. Lathrop Trotter's territories include Kentucky, Southern Indiana, and Southern Illinois.



All three companies are all well-established with extensive experience in the boiler industry, and we look forward to working together to provide our customers with Integrity, Dependability, and Real Customer Service.



RECORD DONATION MADE FOLLOWING 42ND ANNUAL PEBBLE BEACH CHARITY GOLF TOURNAMENT

With the support of more than 55 generous sponsors, donors, and event participants, Nationwide Boiler's 42nd Annual Charity Golf Tournament was another astonishing success!

Located at the renowned Pebble Beach Golf Links, Nationwide Boiler hosted 52 golfers and over 120 guests including customers, vendors, representatives, board members, and Nationwide Boiler's owner families. Golfers teed off at Spanish Bay for a practice round of golf before the big tournament the following day at the Pebble Beach Golf Links.

After a long two-days of golf, guests gathered for a Broadway-themed Awards Banquet and Ceremony back at the Inn at Spanish Bay. With inspiration from the hit Broadway musical 42nd Street for our 42nd annual event, guests chose their favorite Broadway hit to dress in costume and Nationwide employees embraced the Hamilton show.

During the banquet, guests enjoyed our traditional Clam Bake buffet, took their chance on multiple raffle events, and bid on items in our silent and live auctions. At the end of the night, tournament winners were announced as well as

2023 Results

Low Gross Champion
Jake Cushard
Nationwide Boiler Inc.

Handicap Champion
Jack Oliver
ADCO Companies

Callaway Champion
Mohan Singhal
Porter Boiler Company

Closest to the Pin
Jake Cushard
Nationwide Boiler Inc.

Longest Drive
Chris Lorenz
Le Groupe Simoneau

the total amount raised prior to the event start.

Jake Cushard, the great-grandson of Nationwide Boiler's Founder Dick Bliss, took home the Low Gross Championship for the second year in a row. The big winner of our raffle for 1 ounce of gold was Grant Carter from ADCO Companies. And the biggest winners of all from this event were our much-deserving beneficiaries: Make-A-Wish Greater Bay Area and the ABMA's Randy Rawson Scholarship Fund.

With the help of a last minute anonymous donation, we were thrilled to beat our existing record with a final amount of \$70,000 raised at this year's event. All proceeds were once again split and donated back to our two outstanding beneficiaries.

We are extremely grateful for the opportunity to continue hosting an event of this caliber, and we'd like to extend a big thank-you to everyone who helped organize, participate, and support our event this year. You are the reason we are able to continue breaking records, with more than \$1 million raised in our 42-years of giving back through the Annual Pebble Beach Charity Golf Tournament.

NEW 650 HP - 5 PPM ULTRA LOW NO_x MOBILE BOILER ROOM

Rental boilers remain in high demand and with more than 100 units in the rental fleet, our customers - and even our rental sales team - demand more boilers. Fortunately, we have more than 20 new units in production and a brand new ultra-low NO_x mobile boiler room coming off the test pad, just about ready for service!

The new mobile boiler room features a 650 hp, 250 psi design Superior package firetube boiler with a 5 ppm ultra-low NO_x burner. Fully piped and wired, the system includes all necessary auxiliary equipment for a complete temporary steam plant - feedwater system, water softener, blowdown tank, chemical feeder, and motor control center. The only external requirements for operation are fuel, make-up water, blowdown drains, and external electrical power.

Plus, as an advantage for our California customer base, the boiler has been pre-permitted for expedited use in South Coast Air Quality Management District (SCAQMD). These users face strict air emission regulations that they must adhere to, and this boiler has been purposefully designed to comply with those stringent NO_x limits.



Over the years, Nationwide Boiler has supported thousands of customers with high-quality mobile boiler rooms that provide a reliable source of steam for both planned and emergency steam outages. Here's to another high-quality mobile boiler room entering the fleet, and many more to come!

STOCK BOILER INVENTORY SPOTLIGHT

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

475/500 HP, 150 PSIG
New, In-Stock Superior
Ultra-Low NO_x
Package FT Boiler

800 HP, 230 PSIG
New, In-Stock Superior
Low NO_x Package FT Boiler

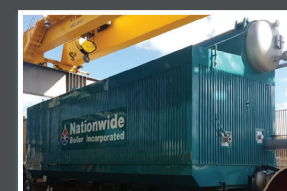
80,000 PPH, 250 PSIG
Reconditioned Nebraska
Low NO_x Package WT Boiler

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

100,000 PPH, 500 PSIG
Reconditioned Nebraska
Low NO_x Package WT Boiler

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

**Additional boilers in-stock and available, inquire within for more details.*



UPCOMING INDUSTRY EVENTS



PRIME Expo
Pasadena, TX
August 10



WSSHE Annual Conference
Vancouver, WA
September 26 - 29



API Fall Meeting
Chicago, IL
November 11 - 17



SAVE THE DATE! 2024 Charity Golf Tournament
Pebble Beach, California
May 8 - 9, 2024



IDEA CAMPUS CONFERENCE



CA FOOD PROCESSING EXPO



AHR EXPO
at Superior's Booth



AHR EXPO
at Oilon's Booth



WSSHE ENGINEERING EXPO



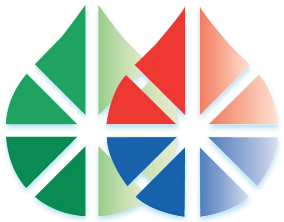
API SPRING MEETING



NATIONWIDE SALES TEAM IN ACTION - 2023 TRADESHOWS & EVENTS



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



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