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The Nationwide Boiler STEAMLINES

New Babcock & Wilcox Boilers Support Gabon Refinery

In Gabon, Africa, oil supply is sourced solely by the Sogara Refinery, located at Port Gentil. In operation since 1967, Sogara produces 21,000 barrels per day and is co-owned by the Gabonese government, Total, Shell, and Agip. Products produced by the refinery and supplied to the Gabon market include kerosene, butane, gasoline, and fuel oil.

In early 2011, Sogara contacted Nationwide Boiler in need of a boiler to supply process steam to the refinery. The company required a new natural gas fired boiler which could produce 33,070 lbs/hr of superheated steam complete with burner and controls.

Nationwide Boiler proposed a new Babcock & Wilcox D type package watertube boiler, model FM 10-52, designed at 350 psig pressure, 217 psig operation at 572F superheat. The boiler would include Nationwide's standard boiler trim and valving, a Power Flame Vector high efficiency industrial package

burner with FD fan and 40 hp motor, fuel train and control panel with a Siemens touchscreen control and burner management system. The option of an EcoStak economizer was also offered for increased fuel efficiency.

Sogara placed the order in late 2011 for the boiler package only, and construction began at the Babcock & Wilcox factory in West Point, MS. Nearly nine months later, the boiler shipped by truck to Houston, TX, then headed to sea for 36 days before reaching the final destination of Port Gentil, Gabon.

Earlier this year, a representative from Sogara contacted Nationwide Boiler's Engineering Manager David Spain as they were planning to purchase another boiler to increase steam production capacity.

The customer was extremely pleased with the equipment and Nationwide Boiler's communication and support from the beginning until the end of the

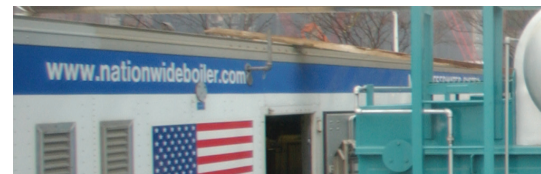
first boiler project, and they wanted to buy a piece of equipment that was proven successful and work with a company they knew they could trust.

A new 33,070 lb/hr Babcock & Wilcox package watertube boiler, a duplicate of the first boiler supplied with the same controls, burner and operating conditions, was proposed to Sogara and the order was placed shortly after. Construction has begun and it is scheduled to ship to Africa in August 2015.



33,070 lb/hr Boiler in Production at the Babcock & Wilcox Factory

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



Breaking Down the Boiler MACT

Ensuring that your boiler is in compliance with the EPA's newest emissions regulations is critical to all boiler owners and operators. With proper education on what is required of the boiler MACT, stakeholders can take the appropriate steps to easily meet deadlines and avoid costly fines.

Facilities that must comply with the Boiler MACT face tough economic decisions that will change the way their boiler rooms operate today and in the future, and Nationwide Boiler is here to help. We recently created a webpage dedicated to educating users on the facts of the Boiler MACT. Here you will find an overview of the rule, explanation of the categories and subcategories (area source boilers vs. major source boilers), deadlines, and tables summarizing the new requirements set forth by the ruling. You will also find links to the EPA and other websites for users who are interested in learning more.

Nationwide Boiler is your one source supplier for Boiler MACT compliance. We have provided temporary rental equipment to customers undergoing fuel conversion projects, and for those who chose to replace their boiler to meet the quickly approaching deadline, we have provided new or re-conditioned boilers, which are in stock and available for immediate shipment. We can also offer our CataStak™ SCR system for additional emissions reductions.

Check out the new webpage at <http://www.nationwideboiler.com/boiler-mact-compliance/boiler-mact-guide.html>.



70,000 lb/hr Boiler and CataStak SCR System at California Dairies (top) and 150,000 lb/hr Mobile Deaerator at Roseburg Forest Products (right)



Rental Equipment Aide Through Emergency Situations

With a large and diverse equipment inventory, Nationwide Boiler has the ability to provide equipment to customers "at a drop of a dime" when an emergency arises. With a seasoned and strong sales and service team, Nationwide Boiler works together to ship equipment out and start it up as soon as the customer needs it. Nationwide has recently encountered customers representing both the food processing and pulp and paper industries requiring quick rental boiler delivery.

California Dairies in Artesia had drastic boiler failures and was faced with unwanted downtime. They needed 1500 HP of steam with strict emissions requirements, being located in the South Coast Air Quality Management District (SCAQMD).

Nationwide Boiler provided a 70,000 pph trailer-mounted boiler with a CataStak™ SCR, pre-permitted for use in the SCAQMD and guaranteed to meet the 9 ppm NOx requirement. California Boiler han-

dled installation and start-up of the equipment, which was on-site for two month's until they were able to get their existing boiler back online.

In another instance, Roseburg Forest Products in Weed, CA required an immediate boiler solution during the review and assessment of their facility and wood boiler, damaged by the Boles Wildfire that swept Siskiyou County in October.

Nationwide's partner Cole Industrial first contacted Nationwide and eventually helped with installation and start-up of a 70,000 pph trailer-mounted boiler, 150,000 pph mobile deaerator and mobile water softener system. The equipment shipped from Fremont to Weed and is currently on-site until boiler operations are back up and running.

Both jobs proved that Nationwide Boiler can be relied on to provide immediate boiler solutions when customers need it most. Whatever the need, whether one week or one day, Nationwide Boiler can deliver!



Experiences That Last You a Lifetime



Often more times than not, people will find themselves spending money on material possessions rather than engaging in life experiences. Does that physical item, such as buying

a new car, fulfill a longer lasting pleasure than spending money on, for instance, a trip to Hawaii? Or even just spending a night with friends. It's an age-old question: Can money buy happiness?

It's hard to say, but recent research indicates that an experience provides greater value than that of material goods. The big misconception is thinking that experiences will only provide temporary happiness, while material, tangible items will last longer since they can be used time and time again.

In a Wall Street Journal Article I recently read, entitled, "Can Money Buy Happiness", Professor Thomas Gilovich notes that this is the process of hedonic adaptation. The new, expensive item we may splurge on will eventually be taken for granted, while an experience will likely meet more of our "underlying psychological needs". Often shared with other people, experiences "give us a greater sense of connection and form a bigger part of our sense of identity".

Although experiences provide a great amount of happiness in the long run, it is important to first focus on building financial security. Fulfill your basic needs, pay off any debt, and create a savings that will allow you to feel secure not only in emergencies but also in your future.

An experience doesn't have to break your bank, either. Going out with friends, socializing, hiking, and participating in other activities that peak your interest are other ways to bring joy to your life.

When you do have some extra money to spend and a decision to make, just remember; the thrill of buying a new car goes away with time, but the memory of an experience will last a lifetime.

ABMA Values: Bridging the Gap

The American Boiler Manufacturers Association (ABMA), founded in 1888, was created by boiler manufacturers in search of safe boiler design techniques and materials. Today, the Association is bridging the gap between manufacturers, their suppliers, the government and the public by providing a common ground for information sharing to achieve a better understanding and communication among all groups. Recently appointed ABMA President/CEO Scott Lynch is devoted to continuing the values of the ABMA. "Recent governmental actions, in particular Boiler MACT, have created financial capital expenditure uncertainty for many end users due to a major shift in fuel use, and it is still unclear by many as to when investments from plant owners will take effect. This makes it difficult for companies to plan accordingly with their supply chains and forecast future equipment needs," notes Scott. "The ABMA acts promptly to ensure



that information between the EPA flows both ways in order to minimize uncertainty and allow member companies to act accordingly and make timely investments in technology that could provide immediate solutions." The ABMA's commitment to their diverse membership is characterized through strategic product groups. These groups are lead by chosen industry leaders who continually monitor trends within their specialized market and develop programs that will benefit the group. "Product groups are the foundation of the ABMA. Networking activities and statistical data compilation, driven by the association, keeps members on track with emerging issues and market trends," says Scott. "My course of action will be driven by understanding the needs and challenges of each group so that the ABMA will continue to be the voice of the boiler industry and all who represent it."

Nationwide Environmental Solutions Revitalized

With the EPA dropping ozone standards causing non-attainment areas to grow, more and more companies will be requiring emissions reductions equipment to comply with new regulations. Nationwide Environmental Solutions is here to supply equipment that will provide customers with peace of mind for the future.

Director of Environmental Solutions Sean McMenamin and Sales Engineer Brett Barnes have joined the Nationwide Boiler team and will be working closely with the CataStak™ SCR side of the business to revitalize the Nationwide Environmental Solutions business segment. As a former manager at Peerless Manufacturing Co., Sean has extensive experience in back-end SCR technology, while Brett's background is in front-end burner technology. The team will provide Nationwide Environmental Solutions with industry depth and will enable Nationwide to take on different kinds of projects and enter new markets with our CataStak™ SCR solution. Contact Sean or Brett today for your upcoming emissions compliance project.



High Utilization Fuels Quick Turnaround by Shop

Equipment Utilization has been high this year at Nationwide Boiler. Nearly 60% of our boiler fleet is currently out on rentals, and we are already seeing signs that this won't be changing anytime soon.

This high utilization rate has fueled the shop to inspect and repair equipment quickly when it returns from a rental. In some cases, Nationwide has had rental boilers return from a job and ship back out just days later. However quick the turnaround may need to be, it is important that the proper inspections are made and the equipment goes back out in pristine condition, and teamwork

is the key to getting our boilers ready for service in a timely fashion.

With a new leadership team on hand, Shop Operations Manager Michael Rosmando and Shop Superintendant David Lewand provide employees with a high level of communication and motivation to get things done. "I feel people are more confident and are eager to learn because management gives us the opportunity to if we want it. You just have to apply yourself," says Rosendo Garcia, Shipping and Receiving.

The ability to work as a team and continually learn along the way is a surefire way to find success in any endeavor!



INVENTORY SPOTLIGHT

NEW ON THE MARKET:

110,000 pph, 750 psi / 750°F Superheat Mobile Boiler

FOR SALE:

250 hp 125 psi design Cleaver-Brooks Hot Water Boiler, Mfg. 2010

Reconditioned 100,000 pph, 350 psi Zurn Watertube Boiler, Mfg. 1993 (pictured above)

Reconditioned 200,000 pph, 1,000 psi (885 psi @ 750°F) Superheat Babcock & Wilcox Package Boiler, Mfg. 1996

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

Save the Date!

Nationwide Boiler's 35th Annual Charity Golf Tournament is scheduled for May 6-7th, 2015 at Pebble Beach, CA

We will be celebrating Mardi Gras Style!



Upcoming Events

ABMA Annual Meeting, Carlsbad, CA
January 16 - 19, 2015

IDEA 28th Annual Campus Show, Denver, CO
February 9 - 13, 2015

CLFP Expo, Sacramento, CA
February 18 - 19, 2015

HRSG User's Group Conference, Orlando, FL
March 9 - 11, 2015

WTUI Conference, Long Beach, CA
March 15 - 18, 2014



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