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The Nationwide Boiler

STEAMLINES

Pacific Combustion Engineering: A Division of Nationwide Boiler Inc.

As our 50th anniversary year comes to a close, Nationwide Boiler is grateful for the many opportunities that have come our way over the past five decades. To make the year even more memorable, this past October we completed our first-ever acquisition of Pacific Combustion Engineering / Ponder Burner Company. The unification brings us nine new employees and a multitude of new products, services, and capabilities, as well as additional presence in the Northwest Pacific Region.

Pacific Combustion Engineering / Ponder Burner Company is a 71-year-old combustion sales and service company, specializing in custom control panel systems for a variety of industries. These panels, along with other custom engineered systems, are built in our cUL508a certified panel fabrication facility located in Washougal, WA. This increases our direct capability of building equipment to the highest safety standards, including SIL

I-IV, Class I Div 2, NFPA-84/86, IRI, FM and UL. We also have the ability to perform Factory Acceptance Testing (FATs), a typical customer requirement which proves that equipment has the same functionality as indicated in the specification and order.

With our new team in place, we can



now provide customers with burner management systems, combustion control systems, fuel trains, process heaters, propane systems, and instrumentation. We also now gain a variety of reputable manufacturers and brands. This includes Honeywell, Fireye, Siemens, Rockwell Automation / Allen-Bradley, Pyromation, Rosemount Analytical, Itron, Aether dbs, American Heating Company, and more.

Prior to the merger, Pacific Combustion Engineering was Nationwide Boiler's primary control panel supplier, so as a user for nearly twenty years, we know that they build and engineer top-of-the-line systems. For the near term, we will operate the company as a division of Nationwide Boiler, which will be managed by Jack Valentine. Please join us in welcoming Jack and the PCE crew as part of the Nationwide Boiler team! We are excited for the many opportunities that this new venture will bring.



The Team at Pacific Combustion Engineering with Previous Owners Dick & Rosemary Law

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

"Service at a Higher Level."



Rep Spotlight: Bartlett Equipment Co.

Bartlett Equipment Company was founded in 1951 by Pete Bartlett. Pete established a customer base in Oklahoma and the Texas panhandle, representing manufacturers of process equipment typically found in utility and petrochemical industries. Today the company is run by Gary Bartlett and they represent over 20 industrial equipment companies, including Nationwide Boiler.



Bartlett works exclusively with Nationwide Boiler to supply customers in Oklahoma with rental, new and used boilers, and pollution control solutions. They have been a valuable resource in securing numerous projects in their territory, and we look forward to continuing this strong and successful relationship for many years to come!

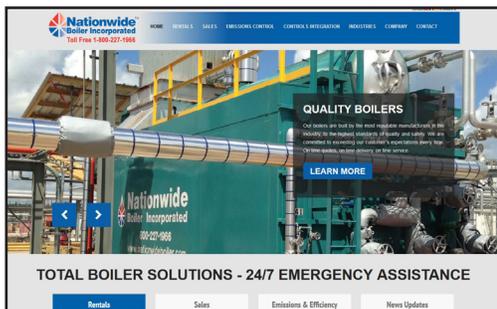


Kicking Off the New Year with Large Volume, Long Term Rental

Revised & Revamped

The Nationwide Boiler website went through a total overhaul and redesign to accurately represent our complete line of products and services. The new site incorporates all three of our primary product categories: boiler rentals and sales, environmental solutions, and integrated control systems.

Launched at the beginning of November, the new site also includes additional information related to our SCAQMD pre-permitted rental boiler systems, details on our multiple storage and maintenance facilities across the United States, and an easy-to-find quick quote request button. If you haven't seen it yet, please visit the site at www.nationwide-boiler.com and let us know what you think!



We have been quite busy this month here at Nationwide Boiler, and we don't see it slowing down anytime soon. With the help of our local representative, we have secured our first big rental order for 2018. We are now getting six trailer-mounted boilers and six CataStak™ SCR systems ready for a long-term rental, scheduled for the first quarter of next year. The equipment will be utilized for process steam during various turn-around and maintenance activities at the customer's site.

The boilers rented are each capable of producing 75,000 lb/hr of 750F superheated steam at pressures of up to 680 psig. With six of these boilers, you get a lot of steam: a total gross capacity of 450,000 lb/hr! Each boiler will have a ground-mounted CataStak SCR system with direct inject aqueous ammonia as the reagent. The CataStak SCR's are required to reduce each boiler's emissions to ultra low NOx, sub 9 ppm levels. We expect to dispatch more than 20 trucks to ship all of the required

equipment from our storage and maintenance facilities to the customer.

Our engineering team is hard at work drafting the drawing packages and layouts for each system to ensure a perfect fit within the parameters of the customer's facility. Our maintenance team is also working hard inspecting, testing and preparing these units for consistent and reliable long-term operation. In addition, Pacific Combustion Engineering has already begun the conversion of six of our standard anhydrous ammonia skids to urea (DEF) direct injection skids.

Despite the unusually large order, Nationwide Boiler was prepared to meet our customers needs on a strict deadline. We plan strategically for projects just like this, with a large stock of versatile rental boilers in a range of sizes and operating conditions. We are happy to have the equipment and manpower available to fulfill an order of this capacity, while retaining additional units for other customers with similar application requirements. We look forward to a prosperous new year with more large volume orders and long-term rentals!

2017 Year End Wrap-Up



As I look back at my first two years as President of Nationwide Boiler, several things come to mind. I had big shoes to fill replacing Jeff, so I knew I had a lot of work ahead of me to be successful. With the help of my ter-

rific management team, we pulled together and accomplished many great things in the last two years. We gave our facility a major face lift with a new basketball court and covered patio, which we put to use with a wonderful 50th year celebration party with over 250 guests back in May. We also built the first 1,000 HP mobile boiler room, obtained our General Engineering A Contractor's License, created a Crisis Management Plan, revised our company handbook, generated a new mission statement, and we hired our first Latin America Sales Manager and our first Field Services Manager (for remote yards).

I think that the most important accomplishment (and the hardest) was the acquisition of Pacific Combustion Engineering / Ponder Burner Company just two months ago. This acquisition reminds me of that old Remington Shaver commercial with Victor Kiam saying, "I liked the company so much I bought it!" I felt that this acquisition was natural and will enable us to grow through both people and products. The real credit in pulling off this deal goes to Michele Tomas and Sean McMennamin for their hard work during the due diligence process and now the integration phase.

Most companies grow through acquisitions, something that Nationwide hasn't done in our 50 year history. Now that we have it under our belt, this could spur us on to continue to look for opportunities in the marketplace that will ultimately grow our business beyond our wildest dreams.

Besides the new products we get in the acquisition, we also acquire the much valued asset of good people, which we know are the real keys to success. We are always saying we need more good people whether it be sales, service, engineering, or support staff. With this one transaction we grew our people base by over 17%. Yes, there will be growing pains but - like they say: no pain, no gain. We are truly excited about this first acquisition, and I've promised myself to keep my eyes open and actively look and act upon future opportunities that come before us.

Ray

Nationwide Boiler News Briefs

Exclusive Representative: E-Tech Heat Recovery Systems



We are excited to announce that Nationwide Boiler and Pacific Combustion Engineering are now the exclusive representatives for E-Tech on the West Coast, including California, Nevada, Oregon, Washington, and parts of Idaho and Montana. E-Tech has been engineering precise custom solutions for waste heat recovery needs since 1967. Products include economizers, combustion air, process and thermal fluid heaters, heat recovery steam generators, and waste heat boilers. E-Tech has successfully addressed every imaginable configuration and we are confident in their ability to provide our customers with superior engineered products.

Well Wishes and New Faces for the Accounting Dept.

Last month we said goodbye to Sarah Gruchow, Nationwide Boiler's HR / Payroll Manager who had been with us for nearly 10 years. Sarah plans to spend much of her retirement with her grandkids and already has travel plans in mind. Cathy Mickle will take over as our Accounting Specialist, with over 30 years of experience. Please help us welcome Cathy to the Nationwide team!



2018 Northwest Food & Beverage World Expo

With our recent acquisition of Pacific Combustion Engineering in Washougal, WA, we have gained additional presence in the Northwest Pacific Region. To help promote this new presence, we will be exhibiting at the Northwest Food and Beverage World Expo in Portland, OR, for the first time in Nationwide history! We are excited to show customers in the region what we have to offer; both Nationwide Boiler and Pacific Combustion product lines. If you plan on attending the show, be sure to visit us at booth #735!



Evolving BACT Standards in California

It's no secret that emissions regulations in many areas of California are the most stringent in the country. And from our recent findings, Best Available Control Technology (BACT) rules are continuing to drive NOx requirements downward, specifically in the SCAQMD and SJVAPCD jurisdictions. It appears that new emission units between 5.0 and 19.99 MMBtu/hr may have to meet a sub 6 ppm NOx limit, and units rated at or above 20.0 MMBtu/hr may be limited to sub 2.5 ppm NOx. For the immediate future, we anticipate that these NOx limits will only apply to new emission units but may eventually apply to any BACT requirement.

Nationwide Boiler is one of the few boiler suppliers in the country with the experience

and ability to provide equipment to meet these standards. Our proven CataStak™ SCR Systems have reduced NOx emissions by as much as 99% on boilers ranging from 300 hp to 200,000 lb/hr, allowing us to guarantee sub 2.5 ppm NOx. In addition, we recently began stocking our 475 hp Superior Boiler package with a sub 5 ppm ultra low NOx Webster VR burner. The Webster VR burner technology is currently available in a variety of sub 20.0 MMBtu/hr Superior Boiler packages.

Nationwide Boiler's first 5 ppm boiler package is expected to be ready for service by the end of January. We have proven solutions; why risk having to retrofit again when you can meet and exceed current regulations now?



Power-Gen: The Largest Show of the Year

After months of planning and coordinating for Power-Gen 2017, it has come and gone in the blink of an eye. This year, in addition to two new faces (Jack Valentine and Mike Dorthalina from Pacific Combustion Engineering), we brought two new pieces of equipment to the show. This is the first time that Nationwide Boiler has had physical products at our Power-Gen booth for a more interactive visitor experience.

The first demo unit was our DataStak™ Emissions and Efficiency Monitoring System, designed and engineered by Brett Barnes. The DataStak is a powerful tool for boiler plant operators and engineers to gather useful information related to the emissions and efficiency of

their boiler system. The second demo unit was our BMS / CCS panel. The panel included a small HMI on the side to simulate system alarms as well as provide steam demand and water signals. Pacific Combustion Engineering did a great job building this unit specifically for the show. These two products, along with a great location, brought a generous amount of visitors to our booth.

Overall, the show was a success. Booth traffic was steady throughout the week, bringing us many new and familiar faces. We met with many of our customers, vendors, and reps, and even had some time for a little bit of fun. On Tuesday and Wednesday after the show, we enjoyed dinners and a show with some of our representatives and colleagues.

Before we know it, Power-Gen 2018 will be here again; and we are already booked for the show! Mark your calendars for December 4 - 8, 2018 in Orlando, FL. We will be at booth #2230!

INVENTORY SPOTLIGHT

- New 475 hp Superior Package Firetube Boiler, Sub 5 ppm NOx
- Used/Reconditioned 700 hp, 175 psig Transportable Steam Plant, Mfg. 1994
- Used/Reconditioned 1500 hp, 250 psig design, Donlee Ultra Low NOx Firetube Boiler, Mfg. 1998
- New 110,000 pph, 750 psig / 750°F Superheat Package Watertube Boiler
- New 125,000 lb/hr, 750 psig SAT Package Watertube Boiler
- New 200,000 pph, 750 psig / 750°F Superheat Babcock & Wilcox Package Watertube Boiler

Save the Date

*Nationwide Boiler's
38th Annual Charity
Golf Tournament*

*May 9-10, 2018
Pebble Beach, CA*

*Proceeds to Benefit The
ABMA's Randy Rawson
Scholarship Fund
&
Make-A-Wish®
Greater Bay Area*



2017 Anniversaries

*Thank You For Your
Commitment and Dedication
to Nationwide Boiler Inc.!*

<i>Robert Self</i>	<i>35 years</i>
<i>Jim Souza</i>	<i>30 years</i>
<i>Michael Rosmando</i>	<i>20 years</i>
<i>Alfredo Santiago</i>	<i>20 years</i>
<i>Jose Jimenez</i>	<i>15 years</i>
<i>William Testa</i>	<i>5 years</i>

Upcoming Events



Sandy Nevels, Ruth Brand, and Rosendo Garcia Decorated the Office at Nationwide to Get Us All in the Holiday Spirit!



Larry Day Announced Robert Self as the 2017 Dick Bliss Award Recipient for his "Phenomenal" Work and Dedication to Nationwide. Congratulations Robert!



Sean McMenamain Announced Andrew Horne as the First Ever Jim Self Award Recipient, Along with His Promotion to Shop Supervisor. Congratulations Andrew!

- Northwest Food & Beverage World Expo
Portland, OR | January 8 - 10
- ABMA Annual Meeting
Indian Wells, CA | January 12 - 15
- California Food Producer Expo
Sacramento, CA | February 21 - 22
- IDEA Annual Campus Energy Show
Baltimore, MD | March 5 - 9
- Western Regional Boiler Association Conference
Renton, WA | March 6 - 8
- Pulp & Paper Reliability & Maintenance Conference
Raleigh, NC | March 19 - 22

