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Steamlines

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PULP & PAPER INDUSTRY PLAYERS DEPEND ON STEAM FOR MAJOR PROCESSES

The pulp and paper industry plays a very prominent role in both the US and global economies. The growth of many industries relies heavily on continued demand of paper products and two recent customers of Nationwide Boiler prove that the industry is alive and strong, despite an increasingly competitive global market.

Eka Chemical (a business unit of AkzoNobel) is one of the world's leading manufacturers of bleaching and performance chemicals for the pulp and paper industry. The company's Columbus, Mississippi chemical plant contacted Nationwide Boiler for a three-month boiler rental to provide process steam for the production of sodium chloride while their existing boiler was getting repaired.

Nationwide Boiler supplied Eka Chemical with a 82,500 lb/hr trailer-mounted boiler complete with an EconoStak economizer for added efficiency. The boiler, manufactured in 2010, is designed at 350 psig and fires natural gas or #2 oil.

In the Pacific Northwest there is another prominent player in the pulp and paper industry, Clearwater Paper Inc. located in Lewiston, Idaho. Unlike Eka Chemical, Clearwater is part of a consumer product division that produces private label tissue paper sold to grocery stores in the US. Nationwide Boiler has been part of the company's continued growth and expansion since Clearwater (then Potlatch) first rented a 100 hp mobile boiler room in 1985.

Today, Clearwater Paper depends on Nationwide Boiler for much higher steam capacity needs. Over 150,000 lb/hr of steam was recently supplied to the Lewiston facility, consisting of one 70,000 lb/hr trailer-mounted rental boiler and one 82,500 trailer-



82,500 lb/hr trailer-mounted boiler rental at Columbus, MS.

mounted rental boiler. These boilers produce process steam used for the production of tissue paper while their equipment is down for maintenance.

For over twenty years Clearwater Paper has selected Nationwide Boiler as their preferred rental boiler supplier company. Nationwide has been successful in being able to accommodate the company's growing needs with products that perform reliably year after year. This long-standing relationship has been able to withstand an often times cyclical industry and it proves that customers return to companies that offer high quality products and superior customer service and support.

Nationwide Boiler continues to support companies heavily involved in the pulp and industry, and we hope that our efforts will continue to play an important

role in shaping the future of an industry that is strongly moving forward.

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CALIFORNIA'S CAP-&-TRADE DEBUT COMPLETE



Jeff Shallcross, President

"Overall, the cap-and-trade debacle will never end and there will always be heated debates heard from both sides. In the end, the air we breathe will be cleaner, however at a cost that is still unknown to both producers and consumers."

As you know, California has been through a plethora of emission requirements over the last ten years. First it was "Low NOx", then it was "Ultra Low NOx" and now we might as well be at "No NOx". As good as this is for the environment, it is very daunting, not to mention a very costly undertaking for companies doing business in California having to comply with the ever-changing air requirements.

Today, the latest challenge is the reduction of CO₂ emissions through California's greenhouse gas (GHG) cap-and-trade program, a result of the state's Global Warming Solutions Act (AB 32). It applies to major sources of GHG and includes refineries, power plants and other large industrial facilities.

Cap-and-trade is not a new concept for California. A reduction of carbon emissions of 11 percent from 2008 to 2012 was observed among 343 facilities that had to comply with reduced emissions. However, those reductions came at a cost. Major facility closures among the cement, glass, and pulp and paper industries also occurred in those same years. For example, in 2008 there were 11 plants producing cement in California; in 2009 only 7 plants still remained (according to the U.S. Geological Survey). If the past is any indication of the future, then we better get ready.

The California Air Resources Board (CARB) recently held its first auction of greenhouse gas allowances on November 14, 2012. The results of the auction indicated that one ton of carbon sold for \$10.09, slightly above the opening floor price. All of the 23.1 million allowances to cover 2013 emis-

sions were purchased and \$233 million was raised. Now the question everyone has been asking: What is the state planning to do with all that money?

One proposal I read is that California residents would get a "climate dividend" worth about \$30 twice a year to offset the higher electricity rates that are expected to result from the shift to clean energy. As reassuring as that may be for some, what about the other industries that will pass on extra costs to consumers: food, oil and gas, pulp and paper, etc? Are residents going to get a climate dividend to take into account the fact that it will now be more expensive to drive to work, buy lunch, and go home in a warm, well lit room to read a newspaper? I really doubt it.

Overall, the cap-and-trade debacle will never end and there will always be heated debates heard from both sides. In the end, the air we breathe will be cleaner, however at a cost that is still unknown to both producers and consumers.

We at Nationwide Boiler will continue to follow California's cap-and-trade program closely. Call us today if you are faced with a challenging situation as a result of cap-and-trade and we will discuss a solution that is best for you.

Have a wonderful holiday season!

Jeff Shallcross, President & CEO

CATASTAK EXPANDS TO HEATER MARKET

Over the last five years Nationwide Boiler has expanded the capabilities of the CataStak™ SCR system to many demanding applications. It first debuted in the package boiler market over ten years ago and since then has also been applied to gas-fired turbines, heat recovery steam generators, and now gas-fired heaters.

With the help of Heat Transfer Specialists, Inc. (TX) and Gates Technology Int'l. Ltd. (OK), Nationwide recently received an order for two gas-fired heater CataStak™ SCRs for a leading midstream resource management company that designs and operates gas processing and condensate stabilization plants. The company is in the process of installing two new gas-fired heaters that have to meet a NOx permit level of 0.01 lb/MMbtu and require

extremely low pressure drop throughout the SCR. Nationwide's engineers worked with the catalyst supplier to design a cost-effective solution that would easily increase the area of catalyst and lower the expected pressure drop to successfully meet all of the customer requirements.

The scope of the project included all steel transition ducting, an insulated reactor house, DeNOX catalyst, a stainless steel ammonia injection grid and an ammonia flow control unit skid. The company selected an aggressive eight-week delivery date which was easily met by Nationwide through the supply of a rental stock ammonia skid instead of a new unit (expediting delivery by two months). The units are currently being installed and should be started up by the end of this year.

NATIONWIDE BOILER NEWS BRIEFS

New Reps Expand Coverage Worldwide

New territorial agreements have recently been added to Nationwide Boiler's expanding list of representatives. With well over twenty exclusive and non-exclusive representatives located worldwide, Nationwide Boiler's ability to quickly respond to the needs of our customers has increased, as well as our understanding of specific equipment needs for each territory.

Recent additions to the representative network include: Bartlett Equipment Co., Boiler Supply Company, Dade Hamilton, Gates Technology International, Heat Transfer Specialists, Illingworth Engineering, Locke Equipment Co., and Thermal Energy Services.

California League of Food Processors Expo

Visit Nationwide Boiler's sales team as they exhibit at next year's CLFP Expo and Showcase of Processed Foods, February 5-6, 2013 at the Sacramento Convention Center (booth #536). Be sure to ask about BPS solutions offered by Nationwide Boiler and the Ammonia-Free CataStak™ SCR system.

While at the show, check out nearly 200 other trade show exhibits and taste a variety of food products offered by some of the most well recognized brands in the industry. Also, join Nationwide Boiler for Happy Hour on the trade show floor or try your luck at the fruit putting contest. The Expo's hot topic will be a discussion on the impact of California's cap-and-trade program on food processors - an event you will



not want to miss!

Are you a food processor and would like to attend the CLFP Expo for free? Please call Nationwide Boiler for a complimentary registration form at (800)-227-1966.

NRG Energy Center To Operate Ammonia-Free CataStak SCR System

A single Ammonia-Free CataStak™ SCR was recently designed and supplied for (2) 71.4 MMbtu/hr Keeler Boilers at NRG Energy Center's San Francisco facility. Rather than ammonia, Nationwide provided an economic and energy efficient space saving system using a common and readily available 32% safe urea solution called DEF (diesel exhaust fluid). This system gives boiler owners and operators adverse to ammonia the best of both worlds: safe and reliable SCR performance without the use of ammonia.

This system will be started up before the New Year with predicted NOx emissions of less than 5 ppm. Contact Nationwide Boiler today to learn more about this new technology and how it may be applied to your boiler.

Nationwide to Exhibit at Power-Gen Middle East 2013, Doha, Qatar

Nationwide Boiler's sales team will be exhibiting at next year's Power-Gen Middle East, February 4-6, 2013 at the Qatar National Convention Centre in Doha, Qatar. William Testa, Nationwide Boiler's Business Development Manager, will be on hand to discuss the Babcock & Wilcox model FM 120-124 boiler, which supplies 200,000 lb/hr (90,909 kg/hr) of 750°F (399°C) superheated steam. This boiler is always in stock and it can be shipped anywhere in the world. Visit us at booth 6L11.

SERVICE LINE

REPS GATHER FOR REGIONAL SALES MEETING

Hoover, Alabama was the meeting place for nearly twenty regional sales representatives of Nationwide Boiler. The meeting agenda was focused on providing valuable sales tools and product information to local South East representatives, in addition to fostering communication between Nationwide and rep. offices, while continuing to develop positive relationships with new and prospective customers.

The three-day event started with 18 holes of golf at the Renaissance Birmingham Ross Bridge Golf Resort & Spa, followed by one day of presentations given by Nationwide Boiler and keynote speaker, Randy Rawson, President of the American Boiler Manufacturers Association. The meeting concluded with a site visit to the local representative's facility, ADCO Companies Ltd.



Reps Offices Represented: ADCO, Bartlett Equip. Co., Boiler Supply Co. C&C Boiler Heat Transfer Specs., Inc., Locke Equip. Co., Illingworth Eng. Co. & Power Equip.

OFFICE SUPPORT TEAM INVOLVED WITH THE COMPANY'S SUCCESS IN MORE WAYS THAN ONE

In the rental boiler business, the "face of the company" tends to be the sales team or the field service technicians. However, there are many other "faces" of Nationwide Boiler who work together behind the scenes to ensure smooth operations and assist in providing quality service and solutions for customers. This group consists of Nationwide's office support team, a small group that contributes largely to the company.

The office support team includes the office manager, accounting staff, a receptionist, and multiple administrative assistants. They all play a pivotal role at Nationwide to make certain all departments have the support and tools they need to be successful and to better serve the needs of customers. In addition, they play a significant part in representing Nationwide Boiler and making a positive first impression. For instance, who does the customer initially speak to when calling for a rental boiler? That's right – the receptionist.

Once the receptionist directs the customer to the sales department, a sales engineer listens to the customer's needs and provides a solution. When an order is successfully closed by the sales team, the office support team is at it again, taking the job from start to finish.

Once a job begins, there are a multitude of tasks that need to be completed and often times these items must be expedited. These tasks include obtaining the proper paper-

work from the customer in order to setup a new job (a signed contract and a purchase order are mandatory for all boiler rentals), inputting job and contact information into Nationwide's customer and accounting databases and the preparation of critical reports and documentation used for planning.

When it is time to invoice a customer, the office support team keeps track of payments and handles extra charges or credits. They also process all payments received and enter critical financial information into the company's accounting system.

Literature is also sent to the customer to help educate end-users on how to properly operate and maintain rental equipment once it is received. The office support team also handles many other unrelated tasks, including vendor invoicing, preparing and maintaining operating manuals, mail processing, check deposits, updating DMV records, internal expense reporting, sales tax, payroll, benefits, purchasing, event planning, and much more.

Whether employees are in the field, in the office, visiting with a customer, or in the shop, every employee in every department at Nationwide Boiler contributes to the company's overall success.

The office support team is just one piece of the puzzle that allows Nationwide Boiler to continue to operate as efficiently as possible, while maintaining the highest level of customer service and support the industry has to offer. *This holiday season Nationwide Boiler would like to thank all of our employees and customers for your loyalty and commitments to Nationwide Boiler. We wish you all a happy holiday season and a prosperous New Year. You have all helped to contribute to the success of Nationwide Boiler and we thank you.*



Members from Nationwide Boiler's office support team: Left to right, Mary Thao, Chelsey Ryker, Matt Perri, Sarah Gruchow, & Cindy Crumrine.



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