

BPS BOILER REDUCES OPERATING COSTS & DECREASES GHG FOR MAJOR FOOD PROCESSOR

California's food processing industry has been plagued with some of the strictest environmental compliance laws in the United States. Regulations relating to air, energy, water, hazardous materials, and occupational health and safety issues have become more costly and difficult to comply with over the last decade and new rules continue to be in development.

As the rental boiler market leader, it is Nationwide Boiler's responsibility to stay abreast of emerging environmental air issues and continue to develop products that meet or exceed new standards. In the past, Nationwide introduced high capacity 650 HP mobile boiler rooms, developed fully assembled heat recovery blowdown systems, converted the company's fleet of rental boilers with low NOx burners, and custom designed and engineered CataStak™ SCR systems (combined with EconoStak economizers) to reap the benefits of reduced NOx emissions and increased energy efficiencies.

Today, many major food processors in the San Joaquin Valley face another challenge: complying with Best Performance Standards (BPS) required for new boiler permitting. Specifically, boilers firing exclusively on natural gas or LPG must be designed for maximum thermal efficiencies and include equipment upgrades that consist of a variable frequency drive electric motor on combustion air fans, an economizer that will provide a maximum design approach of 20F between the stack gas temperature and the process inlet temperature, and a 15% excess air burner with O₂ trim control

(while limiting the use of flue gas recirculation for NOx control).

Many boiler suppliers could not provide solutions aimed at achieving such high efficiency improvements, however, having provided similar equipment in the past, Nationwide Boiler was able to deliver on that promise.

One of the largest tomato processors in the United States was operating a 150,000 lb/hr watertube boiler equipped with an unstable, high FGR and high horsepower, low NOx burner. The customer required a reliable low NOx solution that would perform at 5 ppm NOx emissions and provide fuel and electricity savings. In addition, extra steam capacity was needed for increased production.

It was determined that a new burner and Nationwide CataStak™ SCR system retrofit of the boiler was the best long-term solution. A standard low NOx burner would achieve significant efficiency gains and improved operational performance and reliability, while the SCR would easily reduce NOx emissions by 95% resulting in less than 5 ppm NOx, ensuring that current or future NOx requirements would be met. Central Boiler & Industrial Services was contracted to install the new equipment.

To meet the increased steam capacity demands, an 82,500 lb/hr BPS rental boiler with a CataStak SCR system, low excess air and no FGR low NOx burner, and EconoStak economizer with a variable frequency drive



82,500 lb/hr BPS boiler rental.

will be supplied for three years (with the option to purchase the equipment at the end of the rental term).

Overall, the boiler retrofit helped the customer immediately achieve significant efficiency gains and improved operational performance. The new BPS rental boiler provided long-term peace of mind and performance assurance. In addition, the BPS boiler will easily help the customer save on yearly fuel and electricity costs.

Once again, Nationwide Boiler provided a proactive solution that created value through increased efficiency, reduced fuel costs, and decreased emissions. Nationwide understands the vital components that are necessary to stay on top of today's ever-changing regulatory environment and will continue to develop new solutions that push the standard in product quality, performance, reliability, and efficiency.



MANAGERIAL ACTIONS FOR SUCCESS



Jeff Shallcross, President

No matter how good of a manager you think you are, we all have made mistakes along the way. Whether it was hiring the wrong person, not asking for help when help was needed, underestimating a major cost contributor, or ignoring the bigger picture, we have all fallen prey to one pitfall or another. The good news is that even though you may have missed the mark, you can look back and learn from those mistakes and take measures to avoid them from happening again.

The following list outlines a number of common mistakes managers make that can be avoided to help retain top performers and keep your company running smoothly. Together, we can help each other create a more productive workplace and pave the way for continued short-and long-term success.

Meeting Overload - In theory, meetings are a wonderful tool. You get together with your colleagues, express new ideas, and have some quality time to discuss new projects or work out potential problems. However, that is not always the case. In a survey of 2,000 managers, 30 percent of workers polled said that their time spent in meetings were a waste of time and they were not getting any benefits from attending. Therefore, think twice before scheduling that next meeting and decide if the situation can best be handled one-on-one.

Creating Bottlenecks - Are the piles on your desk slowing everyone down and delaying projects? If you are unable to sign off on projects in a timely fashion, designate

deputies for you who can make decisions with sound judgement and keep the projects flowing. Try to keep the flow of work moving so projects are not forgotten or ignored.

Hindering Creative Thinking - Do you dismiss new ideas without any real discussion? If so, employees will stop presenting new ideas. This also applies to those that bring up concerns and ask tough questions. Reward and encourage those who approach you with innovative concepts or provide workable solutions. If you are unable to implement new ideas, explain the reasons why. Also, solicit suggestions from people at all levels within the company to get a fresh perspective on things.

Making the Wrong First Impression - Are you doing everything possible to make sure that those who are the first point of contact with your company send the right message? If not, you could lose both prospective and existing customers.

Not Telling Customers & Employees They Are Appreciated - Regularly let your customers and employees know they are appreciated and respected. Employees are at the heart of any organization and our customers are why we all enjoy what we do. A simple letter of thanks is all it takes to express your gratitude.

I hope you find this list useful. Enjoy your summer!

A handwritten signature in black ink, appearing to read "Jeff Shallcross".

UPCOMING EVENT SCHEDULE

- IDEA 103rd Annual Conference & Trade Show
Chicago, IL
June 29 - July 2
- Power-Gen Asia
Bangkok, Thailand
October 3-5
- Power-Gen International
Orlando, FL
December 11-13

INFORMATION LINE

NEW BUSINESS DEVELOPMENT MANAGER JOINS NATIONWIDE

William "Bill" Testa recently joined Nationwide Boiler's Sales team as the company's Business Development Manager. Starting his career as a trained technical service engineer, he brings over 30 years of experience working in the industrial and power markets. His role at Nationwide focuses on the development of sales representatives for Nationwide's rental and new equipment sales product lines

and includes the implementation of new product development initiatives that provide energy efficiency and low emission solutions. Bill's contributions, contacts and relationships with those in our industry have been a valuable assets to the team and he continues to uphold Nationwide's unparalleled commitment to integrity, dependability and real customer service.

NATIONWIDE BOILER GOLF TOURNEY SUPPORTS ABMA SCHOLARSHIP FUND

Nestled on the Monterey coast, between groups of heritage trees towering grand estates and narrow roads, is one of the most picturesque and distinguished golf courses in the world, the Pebble Beach Golf Links. For the past 32 years, it has remained the perfect setting for Nationwide Boiler's Annual Charity Golf Tournament. This year's event attracted fifty-six golfers, consisting of plant managers, manufacturer's representatives, vendors, and leaders in the boiler industry, who made the journey to Pebble Beach to help raise money for a well deserving cause, the American Boiler Manufacturer's Association's (ABMA) Scholarship Fund.

The Scholarship Fund was established in 2011 to promote and increase awareness of the boiler industry to young men and women pursuing either an advanced degree in the field of engineering or a related technical education. Through the sale of hole and cart sponsorships, raffle tickets, muligans, auction items, and in-kind donations, \$34,000 was raised. Total donations of over \$100,000 have been collected through the charity event over the last three years, as a result of the generosity of tournament sponsors and guests.

Besides golf, one of the main attractions of the 2-day event is the awards banquet. Crystal golf trophies made for an impressive back-drop for the ceremony and were distributed to tournament winners in both the Callaway and Handicap flights. Bill Morris, guest of Joe Adams (ADCO Companies) was the overall tournament champion (low gross score of 75) and Jim Holak (One Source Engineering) was this year's Callaway tournament winner. George McGowan won the trophy in the Handicap division, and Blake Leary (Zeeco) took home the winning trophy in the women's division.

Be sure to "Save-the-date" for next year's tournament: May 8-9, 2013. Golfers will be playing a practice round at Spanish Bay, followed by Thursday's tournament at Pebble Beach Golf Links. To view pictures from this year's tournament, logon to Nationwide Boiler's Facebook page.



Top: Clarence Lyles, Michael Medina, Joe Adams & Bill Morris. Bottom: Tournament Staff & Volunteers: Cindy Crumrine, Kathy Day, Chelsey Ryker, Holly Lepo, Ingrid Shallcross, & Michele Tomas.



1,000 HP boiler with a CataStak™ SCR system. The unit tested at 1 ppm NOx and achieved full capacity with an improved operational efficiency.

TOURNAMENT SPONSORS

- Adco Companies
- Advanced Boiler Control Services
- Applied Heat Recovery
- BFS Industries, LLC
- C & C Boiler
- Central Boiler & Industrial Service
- Christian Power Equipment
- Clark-Reliance
- Cleaver-Brooks
- Cole Industrial Inc.
- Del Monte Foods
- Don Potter
- E-Tech Heat Recovery Systems
- Faber Burner Company
- Haldor Topsoe
- Halgo Power Inc.
- Hayward Pipe
- JG Boswell Tomato Company, LLC
- Landstar/Inway
- LoNOx Systems Inc.
- McNulty Mechanical Inc.
- Morello Metal Fabrication
- Power Flame Inc.
- Powerhouse Equipment
- Tim & Sandy Durham
- Trailer Transit Inc.
- Yetka Corporation

CATASTAK SCR PROJECT SUCCESS

Nationwide Boiler recently supplied a new CataStak™ SCR system for a major health care facility in California. The company's boiler could not reach rated steam capacity and was operating with an unreliable, unstable low NOx burner and control system. Nationwide worked with One Source Engineering, who provided Autoflame controls and a low excess air Limpfield burner, which provided high turndown capability and efficient, stable operation with a lower horsepower FD fan motor. Each major component was integrated into one energy efficient, low NOx solution.

BEHIND THE SCENES OPERATIONS ARE VITAL FOR EQUIPMENT RELIABILITY & DEPENDABILITY

It is important in any successful organization that each department works together to assure smooth operation. As Woody Lohse, Nationwide Boiler's Shop Superintendent, sees it, "An organization runs like a wheel. In our case, the sales, marketing, engineering, and office support departments are the center hub, and the shop is the outside connecting portion. In order to succeed, all departments must work together. If one piece is missing or left out, the wheel won't function properly."



The shop team works diligently behind the scenes to sustain superior performance and quality equipment. Welders, mechanics, painters and testers, comprise the team and many are long-term employees

of Nationwide Boiler with over 25 years under their tool belts. Overall, each individual person has an array of skills in several different areas, creating versatile, multitasking employees that each contribute individually in the maintenance and optimization of the boiler equipment. The shop as a whole showcases their talents every day through their superior job of equipment maintenance and upkeep.

Maintaining a rental fleet is not an easy task, but it is one of the most critical aspects in running an equipment rental company – we want our equipment to be reliable, run properly, and meet all required standards as well as customers' needs. To ensure this, the shop uses a variety of checklists devised for routine upkeep as well as inbound and outbound inspection reports. The inspection reports check for missing items as well as internal and



external damage, and include additional checklists to make certain all components are working properly. Maintenance needed on equipment can range from a long term overhaul to a quick tune-up, and the shops' workload changes daily depending on equipment utilization and condition. Emergency rentals and big jobs may tie up the workload and call for long hours, but

the team's dedication to their work shows in the successful delivery and operation of our equipment.

Not only is Nationwide's commitment to quality equipment apparent through the shop, but so is each employee's commitment to safety. Nationwide has celebrated a major achievement of earning over 2,500 days without a loss time accident. Safety Manager, Holly Lepo, has developed a corporate-wide safety program consisting of ongoing employee training and development, substance abuse testing, emergency preparedness planning, and employee incentives to ensure that safety is an integral part of the shop's day-to-day activities.

Nationwide Boiler takes pride in providing quality equipment and peace of mind to our customers, and our employees take pride individually in the work they do to make that possible. Our shop employees are the backbone of our company, and we wouldn't have such an astounding reputation for quality and reliability without them.



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