
The **NATIONWIDE BOILER**

Steamlines

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NATIONWIDE BOILER PROVIDES PAPELES ULTRA A COMPLETE BOILER SYSTEM SOLUTION

Many companies can sell you a boiler, but few have the resources and personnel to provide a complete boiler system solution, driven by a team of world class sales, engineering and shop operations departments.

Nationwide Boiler's customer-focused team not only specialize in maintaining and expanding the company's fleet of rental boilers, but they also excel in designing and managing custom steam plant projects for varying applications. They go above and beyond any other boiler rental company the industry has to offer, with a large percentage of Nationwide Boiler's business involved with the sale of new and reconditioned boiler and low NOx equipment.

Papeles Ultra, S.A. de C.V., a private packaging papers company located in Ixtapaluca, Mexico, discovered first hand how advantageous, well-planned and cost effective working with Nationwide Boiler can be. The company's new boiler project showcased Nationwide's ability to look beyond what was required on the original specifications and offer a complete boiler solution that put the customer's best interests first.

Originally referred to Nationwide Boiler by Powerhouse Equipment's Jaime Cubillos, Papeles Ultra needed to increase their steam capacity to achieve a greater product output and wanted to move away from using #6 heavy oil and fire cleaner burning natural gas.

Nationwide Boiler's Business Development Manager, Bill Testa,



New Babcock & Wilcox 200,000 lb/hr watertube boiler being loaded for shipment to Mexico by rail.

assisted Mr. Cubillos to supply Papeles Ultra a new Babcock & Wilcox 200,000 lb/hr 750 psig design pressure / 750 F superheated package watertube boiler, equipped with a Coen/Todd shop-assembled low NOx package burner, EconoStak economizer, stub stack and all required duct work.

As an added value to the project, Nationwide engineers provided engineering services that included civil site and foundation plot plan drawings. This made it possible for the customer to make site preparations for the boiler while it was being fabricated at Babcock & Wilcox's facility in West Point, Mississippi, where it would ship to Ixtapaluca, Mexico by rail.

To date, site preparations at the plant are nearly complete, just in time for the boiler's arrival. The new boiler is scheduled to startup the first quarter of 2014.

Nationwide Boiler's approach in tak-

ing complete ownership of a project from beginning to end helps assure single sourced boiler projects that are delivered on time and conform with the highest engineering and design standards possible.

Papeles Ultra is one of many boiler system projects that demonstrates why so many customers have relied on Nationwide Boiler's products and services for nearly fifty years.

Contact Nationwide Boiler today to review our "200,000 lb/hr World Boiler" installation list or email us at: info@nationwideboiler.com.

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William Testa

**WELCOME TO OUR
NEW EMPLOYEES**

Mary Thao
Michael Daniels
Jesse Carrasco
Mo Vazquez
Donald Dupree
Laura Izquierdo

CONTROL LINE

A GRATITUDE OF THANKS

The American Boiler Manufacturers Association (ABMA) just celebrated its 125th anniversary. The ABMA is the longest continuous trade association in the USA and is dedicated to the principles of its founders and the values and integrity of the companies it represents.

With over 100 member companies, it represents a mix of trusted suppliers who share the commitments of delivering safe, efficient and reliable products to market.

I was honored to be the recipient of the Distinguished Service Award at the dinner

and evening ceremonies during the association's Summer Meeting. This award recognizes individuals who make a contribution to the organization and the betterment of our industry.

I am fortunate to be among great leaders in our industry, drawing upon their knowledge and experiences. I believe that you can always make a difference with your God given talents no matter what they are. Just give where you can.

I want to thank the ABMA and Randy Rawson for giving me the opportunity to serve on committees and on the board of directors.



ABMA Chairman Kevin Hoey presenting Nationwide's President, Jeff Shallcross, the Distinguished Service Award (with Ingrid Shallcross).

INFORMATION LINE

CONVERSION CRAZE

The natural gas market has gained momentum this year driven by low priced natural gas (in the mid \$3.50/MMBtu range) and increased environmental regulations. These factors have helped generate a rise in coal-to-gas fired burner conversion projects in addition to retiring coal-fired steam generation plants and coal-fired boiler replacement projects. Low priced natural gas has also fueled the growth of new gas generating units in the U.S., with an estimated 50 GW expected to come online from now through 2015 (Energy Ventures Analysis Inc.).

Most coal-fired boilers that must comply with the EPA's Industrial Boiler Maximum Achievable Control Standard have a number of items to assess when determining a compliance strategy. Operating and emission control technology compliance costs are significant and involve burner and boiler design upgrades, downtime requirements and facility layout changes. More specifically, the burner windbox may need modifications along with a complete burner replacement. Coal unloading, handling and storage systems, in addition to equipment related to downstream operations

(scrubbers, precipitators, and baghouses), may also need to be considered for removal from service.

Nationwide Boiler has worked with many customers who are choosing to replace their boiler systems with a clean burning, natural gas-fired system. Last year, Nationwide supplied Duke University an 82,500 lb/hr trailer-mounted boiler rental with a standard economizer to supplement the campus' district heating system during the University's switch from coal-fired boilers to new natural gas-fired boilers. Nationwide Boiler continues to provide rental boilers to supplement steam production in conjunction with burner upgrades while conversion projects are underway. Nationwide also supplies natural gas fired boilers up to 200,000 lb/hr for facilities that choose to install new or reconditioned equipment.

If you need help deciding what option is right for your operations: Refuel, Repower or Replace, contact Nationwide Boiler's Sales staff. They can help you to determine if a temporary or a permanent boiler system solution is the right choice for you. Call toll-free 800-227-1966.

SCHOLARSHIP FUND RECEIVES RECORD AMOUNT FROM PEBBLE BEACH GOLF TOURNAMENT

In just our second year supporting the American Boiler Manufacturers Association (ABMA), Nationwide Boiler raised \$40,000 for the scholarship fund, created to support young men and women pursuing a higher education or technical degree for careers in the boiler, combustion and related equipment manufacturing industries. This accomplishment was due to the many generous donations made by our representatives, customers, industry reps, vendors and friends in the form of cart sponsors, hole sponsors, live and silent auction items, raffle tickets, mulligan's, and in-kind cash donations.



Foursome group of Jeff Shallcross, Scott Sanders (low gross winner), John Arvig, and Marek Merger.

team, making for a fun night with some friendly competition. Tournament play on the second day resumed at the Pebble Beach Golf Links, one of the most scenic and renowned courses in the world. Although the sun didn't peak through the clouds until near the end of the tournament, the weather was perfect for a day of golf. This was proven by our winners of the day, announced at our awards banquet that night: John Willis for Men's Callaway Flight and Closest to the Pin, Laurie Hearn for Women's Callaway Flight, Robert St. Denis for Handicap Flight, Jonathan Ford for the longest drive, and Scott Sanders with the overall low gross score.

Overall the tournament was a major success. We were able to support the future of the boiler industry while maintaining relationships and enjoying a good time. Nationwide Boiler cannot extend enough gratitude for the help and support of our generous sponsors and attendees. We look forward to another successful tournament next year – be sure to save the date for May 7-8, 2014.

Nationwide Boiler's 33rd Annual Charity Golf Tournament was a two-day event held in Pebble Beach, CA with over seventy-five industry professionals in attendance and almost fifty golfers on the links.

Day one included a practice round of golf at the Links at Spanish Bay, followed by our traditional "Clam Bake" reception. Attendees were encouraged to "wear their colors" and support their favorite college or professional sports



View photos from the toumey on facebook!

EQUIPMENT LINE

Boiler Inventory Additions



- 200,000 lb/hr, 1000 psig/750F B&W(1996)
- 120,000 lb/hr, 400 psig Nebraska (2005)
- 100,000 lb/hr, 350 psig Zurn (1993)
- 82,500 lb/hr, 350 psig Nebraska (2013)
- 70,000 lb/hr, 305 psig Nebraska (1996)
- 60,000 lb/hr, 650 psig Nebraska (1998)
- 700 HP, 250 psig Cleaver-Brooks (1996)
- 400 HP, 150 psig Cleaver-Brooks (2001)
- 350 HP, 150 psig Cleaver-Brooks (2004)
- 250 HP, 150 psig Hurst (2011)

NATIONWIDE BOILER INVENTORY RAMPS UP

Although it may be easy to stay focused on just the rental and sales side of our business, it is always important to keep up on the supply side. This past year we have increased our stock inventory with a large amount of quality used boilers. With refurbishment in the process for some and completed for others, these boilers will be offered for resale with our Nationwide Boiler guarantee and warranty.

Here at Nationwide we are always on the lookout for boilers that meet our high standards of quality and performance. Our boiler criteria includes: industrial firetube (100 HP and above) or watertube steam boilers (40,000 lb/hr and above), 15 years or less of age and firing natural gas or #2 oil. High pressure and superheat units are desired. Please contact us if you have equipment that meets this criteria and ask about qualifying "finder's fee" that may apply. Reach us at: 800-227-1966.

PHILLIPS 66 RECEIVES NEW 70,000 LB/HR TRAILER-MOUNTED RENTAL BOILER

The timing could not have been any better for Phillips 66. When the company called Nationwide Boiler's Rental Manager, Michael Medina, for a six month rental of a 70,000 lb/hr trailer-mounted rental boiler. Michael was pleased to offer a brand new, never used Nebraska Boiler, located less than 300 miles away from the plant's operations in Westlake, Louisiana. The new boiler arrived on time and was well received by plant engineers.

Michael Medina spoke with Nationwide Boiler's customer soon after the boiler equipment arrived. "[Our customer] commented on how good the boiler looked and was impressed with the quality and workmanship of the unit."

Michael also explained, "Because we are always adding new units to our inventory, we are often able to supply new equipment direct from the factory to a customer."

Nationwide Boiler has been in the rental boiler industry for nearly 50 years and the company's operating principles still remain the same. "Overall, we want all of our customers to receive dependable rental equipment that exceeds their expectations time and time

"We will continue to uphold high standards in all of our equipment offerings whether it be new or used."



New 70,000 lb/hr Nebraska Trailer-mounted boiler on route to Westlake, Louisiana

again. We will continue to uphold high standards in all of our equipment offerings whether it be new or used."

Nationwide Boiler's seasoned mechanics and engineers each contribute to the success of the company, in addition to positive, long-standing relationships with premiere boiler OEM's in the industry. Each group, both internally and externally, are focused on working as a team to ensure complete customer satisfaction one job at a time.

SPORTS LINE

2013 Golf Tournament's "Wear Your Colors" Night



Photos courtesy of Gary Cyr.



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