



# THE NATIONWIDE BOILER STEAMLINES

MARCH 2022



## NATIONWIDE BOILER TURNS 55!

When a milestone anniversary occurs, an organization might think about what they have done throughout their lifetime that has made an impact on the industry, their customers, and their community.

2022 marks another milestone year for Nationwide Boiler – we have officially turned 55 years old. In 1967 gasoline was 33 cents per gallon, LBJ was President, a movie ticket cost \$1.25, and a boiler insurance inspector named Dick Bliss had a dream. He saw a need in the marketplace for a high quality, reliable, temporary boiler solution for industrial customers. In true entrepreneurial spirit, Dick went all in selling his house and bought two (2) new 20,000 lb/hr Erie City watertube boilers, specifically designed for outdoor use and permanently mounted on highway legal trailers. Thus, a new niche industry was born.

Fast forward 55 years and Dick's little one-man company has grown to be over 100 boilers with 65 employees and has shipped equipment to custom-

ers in six continents around the world.

"I know if Dick were still alive today, he would be very proud of his little company," stated Larry Day, current President & CEO of Nationwide Boiler. Dick was still President when Larry first started at Nationwide in 1984. We have grown to be a recognized



leader in our industry with many innovative products brought to the marketplace. From 1000 HP mobile boiler rooms to 125,000 lb/hr trailer-mounted boilers, from ultra low emission CataStak™ SCR systems to EconoStak heat recovery systems, from DataStak™ stack monitoring systems to state of the art PLC control systems, we constantly push the envelope taking our products to the next level to fulfill a new marketplace need each time.

While we continue to produce new, innovative solutions to fulfill customer needs, we also continue to support the community around us. This includes our 40-year tradition of raising funds at the annual

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charity golf tournament, yearly food drives, and other various donations to those in need.

Now, with facilities in Fremont and Visalia, California, Washougal, Washington, and Alvin (Houston), Texas, we are just starting to fill the true potential of our talented staff and hard-working employees with delivering sustainable, environmentally friendly products that will take us another 55 years down the road.

**"...INTEGRITY, DEPENDABILITY, REAL CUSTOMER SERVICE."**





*I received the call that I never wanted on March 5th, 2022. A Saturday morning call from your Service Manager is never good news, but Michael Rosmando just said, "There's no easy way to tell you this..."*

*Our Senior Service Technician, Robert Self, was at a job site in Utah all week performing a routine start-up when he was tragically killed that morning in an explosion. He was wrapping up the final tuning of the rental boiler and expected to return home the next day. Upon hearing the news I was devastated and heartbroken. Although numb from the shock, I knew there was immediate work to do under the tragic circumstances.*

*Several years ago, we had professional training and detailed instructions on developing and implementing a Crisis Management Plan. This was the crisis I had hoped we would never have to experience, but thankfully we had prepared ourselves for it. Being a workplace incident, we knew this could have major ramifications on our people and business if it was not handled in a proper and timely way. Chelsey Ryker (Marketing Manager) quickly arranged to drive in and meet me at the office to review all of our communication protocols and help put the plan into action.*

*While we began making all the necessary calls to our key employees, insurance company, directors, shareholders, and corporate lawyer, our great team of dedicated managers kicked into action quickly and stepped up to the plate under this tough situation. Michael Rosmando took the emotionally challenging job of going to see Robert's family and telling them personally. Sean McMenamin (VP of Operations) and Tim McBride (Rental Manager) scheduled immediate flights to Salt Lake City to get to the job site as fast as possible and meet with our customer. All the while, Chelsey and I continued to work on how to communicate this news to our employees who knew Robert as a friend, not just a co-worker.*

*Robert was our most tenured employee, hav-*

## In Loving Memory



Robert Self  
1960 - 2022

Those that touch our lives  
stay in our hearts  
forever.

*ing started with us in 1981 just several years before me. He was a really good guy who was very much loved by everyone. I personally remember being on many company bowling teams with him in our early years together at Nationwide. And I knew at 61 years old, he was looking forward to retirement in a few years, spending more time with his new grandson, and enjoying his hobbies of fast cars, motorcycles, and disc golf.*

*The start-up that he was on was no different than the 100+ that he had done previously. The most frustrating thing is not knowing what actually happened, which is the first question everybody wants to know. And you can be assured that we will not rest until we get to the bottom of this and find the*

*cause of this terrible incident. Finding the right words to communicate this tragic news to all of our employees was hard, and I have had many sleepless nights since the incident. In talking to my pastor the very next day, he reminded me of Psalms 34:18 - The LORD is close to the brokenhearted and saves those who are crushed in spirit.*

*I know right now the whole Nationwide family is brokenhearted and crushed in spirit over Robert's death, so I hope these words can help comfort us all.*

*RIP Robert, you are missed by many and will never be forgotten.*

*Jany*

## NBI NEWS BRIEFS

### NBI Employees Making Moves

It's important to recognize employees for their hard work, loyalty, and dedication to performing at their finest. We've had some recent movement internally and would like to acknowledge the following employees for their accomplishments.

Formerly our Engineering Manager of 15 years, **David Spain, P.E.**, has moved into the position of Technical Manager. In this new role, David will have more time to interface directly with customers and our internal sales team to support all technical aspects of our business. In turn, **Phil Blake** was promoted to Engineering Manager and has assumed the responsibility of leading our engineering team projects and initiatives. Phil has proven to be a valuable team member with the ability to manage multiple projects while providing the level of support our customers have come to know and expect of our company.



We've also had some recent changes within our Accounting Department. First, **Lisa DeCastro** has been promoted to Director of Accounting and HR / Administration. Lisa has been a key player in our transition to Netsuite, implementation of a new billing software, and the improvement of our accounting and administrative processes.



Next, **Allison Day** has been promoted to a newly developed role, Project Accountant. Allison will be working closely with the sales, engineering, and accounting teams to track the progress of each sales order, validate that approvals and contracts are in place, and ensure that all project information is being entered and tracked properly in our new accounting and CRM system. This role will assist in steamlining and bridging any gaps in our processes.

**Ruthy Brand** has held down the Receptionist position for 5 years and has been eager to branch out and take on new responsibilities. After becoming more involved with our Accounting team this past year, Ruthy has proven to be a valuable asset and has rightfully received a promotion to Accountant. She will now be handling collections and working with our AP department while continuing to answer phones on a part-time basis.



Finally, please help us welcome our newest Staff Accountant, **Yan Zhang**. Yan comes to us with several years' of experience with Netsuite, Avalara, and a Master's Degree in Accounting. Yan's primary responsibilities will include AP for our Controls Division, sales tax, and managing our fixed assets.



## EMPLOYEE SPOTLIGHT: DAREN MARSHALL

Although Nationwide Control Solutions was acquired just five years ago, Daren Marshall was no stranger to our organization. Daren started out as a Service Technician in December 2011 with Ponder Burner, prior to their name change to Pacific Combustion Engineering. Now an expert PLC programmer, his first project involving PLC controls was the very first Micro800 PLC the company ever programmed.



Over time and with Jack Valentine's oversight, Daren began designing and quoting control systems and fuel skids, many of which were sold to Nationwide Boiler prior to the acquisition. Daren traveled quite often to help us with commissioning the control panels they built for our boiler systems. This includes a trip to Trinidad for a boiler start-up and tuning, and the start-up of a boiler and plant master panel at a Nuclear facility with armed guards carrying M-16's. In fact, Daren attributes much of his education around the mechanical aspects of boiler equipment to his time spent with Jim Souza and Robert Self, two of our Senior Service Technicians.

After the acquisition, our Controls Division grew considerably and Daren began taking on additional responsibilities as our Senior Programmer and Project Manager. Today, Daren is the Production / Engineering Manager for Nationwide Control Solutions. From process heaters for enhanced chicken breast growth to flaming manikins for testing the flammability of clothing, Daren has worked on many interesting and unique projects that have provided him with memorable experiences. He even got to fly and land a plane on a customer trip from the Dakotas!

But nothing beats the memories of spending time with family. In his free time, Daren enjoys camping, fishing, cooking and restoring classic cars among other things. Would you have guessed that he is also a Disney Fanatic?

Thank you Daren, for your many years of hard work at Ponder, Pacific Combustion, and Nationwide Control Solutions.



## 41<sup>ST</sup> ANNUAL CHARITY GOLF TOURNAMENT an Emerald Affair



We are a little more than a month away and nearing capacity for this year's event. Get in those last minute registrations if you are planning to join us at the beautiful Pebble Beach, California, to raise money for the ABMA Scholarship Fund and Make-A-Wish® Greater Bay Area!

MAY 11-12 | PEBBLE BEACH GOLF LINKS



## THE FUTURE OF SERVICING BOILERS

The COVID-19 pandemic required individuals and businesses alike to change the traditional methods of operation in many ways. We have learned that even with lockdowns and travel restrictions, our critical infrastructure still requires support from onsite field service technicians and engineers to keep the wheels of industry in motion. This is especially true in the boiler industry.

New permanent installations, including temporary rental boilers, all need to be commissioned by qualified service engineers. Existing installations require diagnostics and servicing when problems arise, and periodic maintenance is necessary for optimal operation of any boiler plant. And to further complicate things, there is a shortage today of qualified boiler service technicians and service engineers that can provide these tasks.

Fortunately, the latest boiler control technologies today help mitigate these workforce issues we are faced with. The primary service tool has now become the laptop computer, and many systems have had the ability for remote connectivity for some time now. Hence the rise of the latest class of boiler service technician, the Remote Service Engineer (RSE).

RSE's are exactly as they sound, a service engineer that provides service and support from a remote location rather than being physically at the facility and in front of the equipment. Since the onset of COVID, Nationwide Boiler has been able to use this technology for commissioning and monitoring with several large industrial users.

[Read our article](#) from the Winter 2022 edition of Today's Boiler Magazine to learn more about how remote servicing solves some of the workforce problems we are faced with in the boiler industry today, and how the use of Remote Service Engineers can be a force multiplier for any boiler service organization.

## PROVEN EMISSIONS CONTROL SOLUTIONS

*To reliably meet the most stringent NOx emission limits in the SJVAPCD and beyond*

## CATASTAK SCR: MEETING STRINGENT NOx LIMITS WITH A PROVEN TECHNOLOGY

Nationwide Boiler has a long history of providing innovative solutions to the boiler industry and since our HQ is located in the most regulated state in the country, emissions control and compliance has been a focus of ours for many years. When California began ratcheting down emission limits back in the early 80's, we weren't satisfied with the 9 ppm burner options available. This led us to begin looking at back-end technologies.

Selective Catalytic Reduction (SCR) was by no means a new technology when we began looking into it. At the time, it was mainly used in large power plants and gas turbines. We wanted to develop a boiler add-on, 9 ppm option, that was easily installed, did not require any fan or control changes, and didn't affect the operation of the boiler. And like our rental boilers, this solution needed to be "bulletproof". During the development phase of the CataStak, we were determined to develop a system that was safe, simple, and reliable, and able to start up quickly and operate with minimal intervention.

Once the CataStak was born, we began utilizing these SCR systems with the package watertube boilers in our rental fleet. This allowed us to experience first-hand the ease of operation and success rate in the CataStak's ultra-low NOx performance. In 1999, we demonstrated the first successful test fire of a CataStak SCR system installed

with a package firetube boiler, to meet single-digit NOx limits. Since then, we have expanded the product to provide a versatile and reliable option for emissions compliance on package boilers, fired heaters, gas turbines, HRSG's and other fired equipment applications.

With more than 200 successful installations and many satisfied customers across the country, the CataStak is a proven solution for achieving as low as 1 ppm NOx. As our President & CEO, Larry Day, likes to say, "Do you want your boiler to follow your plant load, or do you want your plant load to have to follow your boiler?". If you chose the first option, the CataStak may be the solution for you.

The downward trend in California for NOx and other emissions limits continues, and boiler owners in the San Joaquin Valley Air Pollution Control District have had to make a tough decision with an upcoming compliance deadline of May 1, 2022. Should you retrofit your equipment to satisfy the new requirements of 5 and 2.5 ppm NOx, or meet the minimum limits of 5 and 7 ppm NOx while paying annual fees?

If your facility hasn't yet made a decision or began the compliance plan process, our experts can assist you with understanding the complex requirements, finding the best solution for your facility, and completing the compliance plan process. Contact us today.



Inside Look at the Waterside of a Scaled-up Firetube Boiler

## INCREASE RELIABILITY WITH PROPER WATER TREATMENT

One of the leading causes of unreliability and poor boiler performance is improper water treatment, or not treating your boiler water at all. Boiler owner's who do not have a proper water treatment plan in place assume the risk of irreversible damage not just to the boiler, but also the equipment that removes oxygen and feeds water to the boiler (the deaerator or feedwater system).

A water softener removes hard water minerals, like calcium and magnesium, which can cause scaling and damage in the boiler tubes. Acting as an insulator, scale deposits can prevent proper heat transfer, decrease boiler efficiency, and lead to costly downtime and even premature boiler failure.

### The Chemical Process – Ion Exchange

Hard water contains positively charged ions, like magnesium, calcium, and iron. An ion exchange in the water softener removes the positively charged ions from the water through the use of resin beads. The resin beads that are inside the resin tank are negatively charged by brine, which contains salt and potassium. As the water goes through the resin tank, the magnesium, calcium, and iron are chemically attracted to the negative charge of

the resin beads, sticking to the resin as the water runs through the tank. This process removes majority of the "hard" minerals from the water, creating "soft" water.

### The Cleaning Process – Regeneration

Regeneration cycles are required to clean the resin beads, allowing the system to continually remove hardness from the water supply. The regeneration process, which can take roughly one to two hours, consists of flushing out the solids, drawing brine from the brine tank, and recharging the resin beads. If your softener only has one resin tank, the boiler will be supplied with hard water during the regeneration process. In a system with two tanks, the standby resin tank will become operational during regeneration of the first tank to continue the flow of soft water to the boiler.

### The Bottom Line – Soft Water Supply

It's extremely important to supply your boiler with soft water at all times to maintain reliability and to avoid damage and costly repairs. Water softening, when combined with a reliable water treatment chemical program and blowdown schedule, can lead to many years of reliable boiler system performance.

## NATIONWIDE REP SPOTLIGHT: W.C. ROUSE & SON

The newest representative to join the Nationwide Rep Network is not new to the boiler industry. W.C. Rouse & Son is a boiler sales and service company that has been around for over 70 years. They signed on with Nationwide just one short year ago and have already proven to be a strong connection for our customer base in the Carolinas.

Founded in 1946, the company got its start by providing local school systems with firebox boilers for their steam heating needs, with a commitment to delivering a quality experience for their customers. The company grew throughout the years

by servicing the emerging high tech and pharmaceutical markets that are now very prominent in the Carolinas. Today, W.C. Rouse continues their long-standing tradition of offering the best boiler room solutions available.

W.C. Rouse and Nationwide Boiler operate on similar principles, determined to provide quality solutions and dependable service to steam users. Their purpose: to leave every boiler room better than they found it. By doing more than expected, W.C. Rouse strives to provide higher efficiency, more reliability, and a safer environment for each client they serve.

**W.C. ROUSE & SON**  
BOILER ROOM EQUIPMENT & SERVICES





## ABMA'S BOILER 2022 THE FIRST AND ONLY TRADESHOW OF IT'S KIND

As a boiler equipment and solutions provider, Nationwide Boiler participates in many events focused on our end-user industries. From power generation and downstream operations, to district heating and food processing, there are hundreds of industry-led events that cover the general needs of each key industry that we serve. However, the boiler industry is just one small portion within most of these shows, and a few years ago the American Boiler Manufacturers Association (ABMA) recognized this gap in the tradeshow scene.

Since then, the ABMA has been working hard to coordinate the first and only event of it's kind; BOILER 2022. Focused exclusively on the boiler supply chain, this conference & expo will provide networking opportunities to boiler industry manufacturers and those engaged in the purchase, operation, and maintenance of boilers. An "All-Access" pass enables an attendee to fully experience BOILER 2022 - this includes the keynote session, timely educa-

2 ACTION  
PACKED DAYS

10 DEDICATED  
EXPO HOURS

750+  
ATTENDEES

75+  
EXHIBITING  
COMPANIES

SPEAKERS

EDUCATIONAL  
SESSIONS

FACILITY TOURS

MOBILE BOILER  
PARKING LOT

tional seminars, more than 75 boiler industry exhibitors in the expo hall, industry tours, social events and much, much more.

The most recent and exciting announcement for BOILER 2022 is the addition of a Mobile Boiler Parking Lot. On each day of the expo, attendees will have the opportunity to tour a variety of trailer-mounted and skid-mounted rental boilers in the back parking lot of the Hyatt Regency Dallas. And that's right, you guessed it, there will be a Nationwide rental boiler available to tour at the show! We just completed the test-fire of our newest 1,000 HP mobile boiler room at the Superior Boiler manufacturing facility and it will be headed to Dallas soon for the showcase.

The countdown is on and we are less than two weeks away from BOILER 2022. Registration is still open if you haven't made plans already, and this is an event you won't want to miss. [Register today!](#)

## JOIN US AT OUR OPEN HOUSE IN TEXAS

Late last year Nationwide Boiler announced the opening of our newest Houston-area facility, something that was once a pipe-dream but is now a reality. We are officially up and running, and multiple existing employees opted to move to Texas and work out of our new facility. There has been a lot of rental equipment movement in and out of those doors already, and we are excited to showcase our new TX operations!

On April 14th following BOILER 2022, Nationwide Boiler and our partner, NBW, Inc., will be hosting an open house and lunch for guests to experience our new facility. If you will be in the area already, please be sure to stop by our shop from 11AM to 2PM for a tour, music, food and fun.



## THE TRADESHOW TOUR CONTINUES

It has been a busy quarter for our sales team at Nationwide Boiler. Busy not only in terms of rentals & sales, but also traveling to attend various industry events now that we are back in action. And the next two months are jam-packed!

Next week Sean McMenamin will represent Nationwide Boiler at the Global EnviroSummit in North Carolina. With 4 themes in 1 event, EnviroSummit is a conference with a mission of evaluating the different approaches to "Accelerating Trends and Advancing Technology" in the environmental industry. Each day will include breakout sessions with speakers that are well-known in their field of Air Quality, Remediation, Vapor Intrusion, and Wastewater. If you will be there, you can find Sean and booth #307.

The following week we head to Texas for Boiler 2022 followed by our TX Facility Open House (April 14), and then we will shift gears in the weeks leading up to our Charity Golf Tournament (May 11-12).

## STOCK BOILER INVENTORY SPOTLIGHT



**300 HP, 150 PSIG**

Used Cleaver-Brooks  
Ultra Low NOx  
Package Firetube Boilers

**1500 HP, 250 PSIG**

Reconditioned Donlee  
Low or Ultra-Low NOx  
Package Firetube Boiler

**80,000 PPH, 250 PSIG**

Reconditioned Cleaver-Brooks  
Low NOx Package Watertube Boiler

**100,000 PPH, 399 PSIG**

New Superior, Low NOx  
Package Watertube Boiler

**200,000 PPH,  
750 PSIG / 750F**

New Babcock & Wilcox, Low NOx  
Package Watertube Boiler

On May 18th, you can find us at the Oregon Society of Healthcare Engineers Spring Conference in Bend, OR where their theme is, "Shift Happens, Do It Well!". Then we will head back to Dallas to exhibit at Power-Gen International (May 23-25 at booth #4539). And after a 2-year hiatus, we are excited to be back in-person and networking at both of these events.

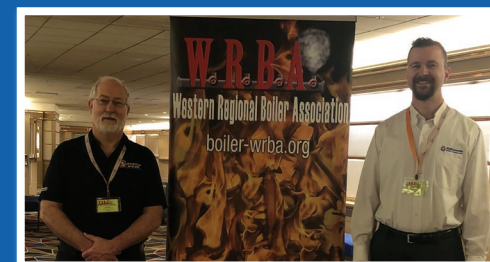


NW FOOD & BEVERAGE SHOW

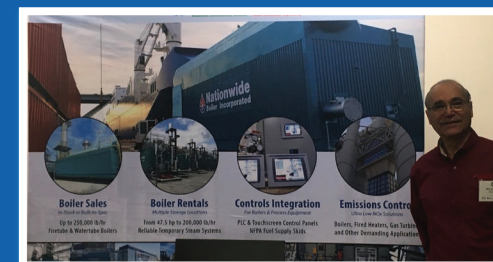


CA FOOD PROCESSING EXPO

Each business trip is an opportunity  
to gain cultural intelligence,  
break out of your comfort zone,  
and nurture relationships with  
your business ecosystem



WRBA CONFERENCE



WSSHE ENGINEERING EXPO



OFFICES LOCATED IN FREMONT, CA - VISALIA, CA - WASHOUGAL, WA - ALVIN, TX  
EQUIPMENT & REPRESENTATIVES LOCATED NATIONWIDE



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