



+ Expanding Reach to Latin America
+ Growing Rental and Used Boiler Inventory

P2



+ 37th Annual Charity Golf Tournament
+ The First Ninety Days
+ Ammonia-Free Option to Reduce NOx Emissions

P3



+ Rep Spotlight: HTS
+ Upcoming Events
+ Inventory Spotlight
+ 50th Open House Reminder

P4



The Nationwide Boiler STEAMLINES

Rental Boilers Provide Backup Steam for Loyal Customer

Nationwide Boiler maintains a large inventory of rental boilers in a wide variety of sizes with multiples of the same size units. Having this structure gives us the ability to serve many customers at once, with the same or similar capacity and operating requirements. In some cases, it also allows us to serve one customer, providing several identical boilers working in unison to meet a greater steam capacity demand.

This case came into play when Nationwide Boiler received an urgent call from a long time customer whose large power boiler was experiencing problems that may result in extensive maintenance and repair in the near future. The customer wanted to get back-up boilers online as

quickly as possible to avoid any unnecessary downtime and lost production.

With our extensive inventory of watertube rental boilers, Nationwide Boiler was able to provide a solution. Five (5) 75,000 lb/hr, 750 psi design / 750F superheat trailer-mounted watertube boilers were being stored at a facility in close proximity to the job site. The boilers were available to rent almost immediately, with minimal turnaround work required.

Nationwide Boiler Sales Engineer, Tim McBride, sent the customer information and pricing on the superheat boilers and within one week, the customer placed an order to rent all five units for a minimum of six months. Mechanics from our shop in Fremont, CA were dispatched immediately to service the units and quickly prepared them for the rental.

The customer's internal process of engineering the site to tie-in five temporary boilers took more time than anticipated, and what seemed to be an emergency, quick-ship job turned in to a two-month



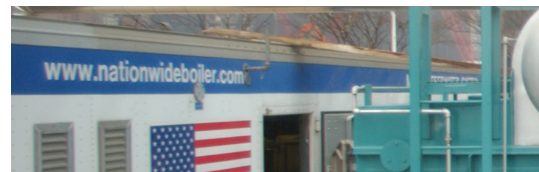
wait. However, we were able to hold the boilers and spend a little extra time on the turnaround service to ensure the equipment was ready for the customer once they were ready to receive them. The boilers are now on site and currently undergoing the commissioning phase.

With five of our 75,000 lb/hr trailer-mounted superheat boilers out on long-term rent, rest assured! We have more Nationwide rental boilers of the same size currently in our inventory, in addition to two saturated and two superheat units currently being built. The brand new units will be ready for service later this year.



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

"Service at a Higher Level."



Expanding Our Reach in Latin America



Nationwide Boiler recently welcomed Jaime Cubillos to the team as our Latin America Business Manager. Jaime joins Nationwide with over thirty years of experience in the industrial and engineering sector, working with

customers both domestically and internationally. Jaime will be focused on retaining, growing, and expanding our opportunities throughout Latin and South America.

To streamline this effort in the Latin American market, Nationwide Boiler has partnered with Krishnan & Associates and Webcast Experts to host our first ever webinar. The webinar will be focused on optimizing Mexico's industrial boiler availability and emergency preparedness to meet the growing energy demand.

Along with Nationwide Boiler's Director of Sales Bill Testa, Jaime will be presenting focused on the following topics:

- Critical planning stages for incorporation of a temporary steam plant
- Delivery lead-time measured in days for rapid response
- Specific plant requirements and site considerations for tie-in of a rental boiler
- Provisions for balance of steam plant equipment such as economizers, deaerators, feed pumps, blowdown separators, water softeners, gas regulators, etc.
- Feedwater treatment requirements
- Guarantees to be expected from a rental boiler supplier
- Boiler rental risk mitigation and management

Please join us for this one-hour webinar on April 6, 2017 at 11am CST. A Q&A session will be held after the presentation.

APRIL 6 | 11:00 AM CDT

HOW TO OPTIMIZE MEXICO'S
INDUSTRIAL BOILER AVAILABILITY &
EMERGENCY PREPAREDNESS TO MEET
GROWING ENERGY DEMAND

Presented by Bill Testa, Director of Sales and Jaime Cubillos,
Latin America Business Manager | Nationwide Boiler Inc.



Webinar Produced & Promoted by
Webcast Experts, a division of Krishnan & Associates



New and Used Boilers Added to Nationwide's Growing Inventory

In the boiler industry, having the right equipment at the right time can be critical in providing a solution for a potential or returning customer. Every customer is different and their boiler requirements vary, which means our inventory must vary, too.

Our rental inventory consists of small and large capacities, low and high pressures, saturated and super-heat conditions, dual fuel capabilities, trailer-mounted units, complete mobile boiler rooms, and the list goes on. In addition to rentals, Nationwide follows this rule of thumb with our stock inventory of new and reconditioned boilers for sale in a wide variety of sizes and capabilities.

Nationwide Boiler recently added six new and used firetube boilers to our growing supply of boiler systems for rent and for sale. These units, which range from 100 hp to 1500 hp, are ideal for commercial and industrial plant owners with an immediate need of a new or good quality, used boiler for their facility.

First we have a new 100 hp, 250 psig design Superior Super Seminole package firetube boiler. It is equipped

with a Weishaupt burner capable of firing natural gas or #2 oil. This unit is in-stock and ready to ship from the factory in Hutchinson, KS.

We also have two new Cleaver-Brooks firetube boilers currently in production. These units are 500 and 800 hp, designed at 250 psig, and will include low NOx burners for gas or oil firing. We are now offering these boilers for sale and once they are complete, we will consider installing them in containers to include as part of our mobile rental fleet.

Another recent addition are two used, high-pressure / high-temperature, 800 hp Simoneau Aquatube hot water boilers. These ultra low NOx boilers are designed at 450 psig and fire natural gas. They were originally built in 2011 and have very low operating hours.

The final unit added to our fleet is a 1500 hp, 250 psi design Donlee firetube boiler, vintage 1998, that we originally sold to a customer in California. With a re-tube and a little clean-up, this boiler will be perfect for a customer in need of a good used ultra low NOx boiler.

If you would like more information or a quote on the equipment mentioned above, call us today at 1-800-227-1966.



The First Ninety Days of 2017



2017 is a big year for Nationwide Boiler – we turn 50 years old! In 1967 gasoline cost 33 cents per gallon, LBJ was our 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. He sold his house, purchased two (2) new 20,000 lb/hr Erie City O-type watertube boilers, put them on dedicated low-boy trailers, and started Nationwide Boiler Rentals. Fast forward 50 years and the rental boiler fleet has grown 50 fold in number. From what then was a large 20,000 lb/hr boiler on a trailer is now 125,000 lb/hr on a trailer, and yes, we have grown in all ways - number of boilers, number of employees, and an innovative reputation within our industry.

I am proud to now lead this great little company and continue the legacy Dick started. Working here over 33 years groomed me well for this position. Having been Vice President of Sales and working under Jeff Shallcross' stellar leadership, I know the business very well. Like I said last year, Jeff handed me the keys to a well oiled machine, not much fixing had to be done. Just trying to fill his big shoes without tripping up.

This past year has been both challenging and rewarding. The business slump last summer was troubling, but the sales did finally turn around. We completed the first 1000 HP mobile boiler room which is currently on rent in New York City, obtained our General Engineering Contractor's Class A License, and introduced the DataStak™ Emissions and Efficiency Monitoring System.

However, nothing prepared me for earlier this month on Friday March 3rd. We had a tragic accident right in front of our building. As our shop employees were leaving work, one of our best mechanics, Jim Self, was killed on his motorcycle. I have to admit I didn't sleep well that weekend, along with many other employees, but my Christian faith and prayers helped me through. Being a small company, we are like a family and we all grieved. Jim's brother, Robert, a 35 year veteran service technician at Nationwide was immediately called back from a job site in Los Angeles when the news broke. The next Monday morning, I had a talk with our employees about the accident and let them know that what they were feeling was natural and my door was open if they needed to talk. If anyone needed professional grief counseling, we made that available.

We are still in the healing process over Jim's death, but his memory will live on. Jim was a master mechanic and could build or fix anything with his hands. We will now honor him with the Jim Self Award to be presented annually to the most improved shop mechanic. Jim – you are gone but not forgotten!

Randy

Golfing for a Good Cause, or Two!

We are officially less than two months away from Nationwide Boiler's 37th Annual Charity Golf Tournament! This year's event is scheduled for May 10th and 11th at the renowned Pebble Beach Golf Resort. Spots are already filling up, and we expect to sell out soon! The registration site is now closed, so please call Chelsey Ryker to register if you haven't done so already.

Our practice round of golf begins Wednesday morning at the Poppy Hills Golf Course, followed by our traditional Clam Bake and Welcoming Reception held at the Lodge at Pebble Beach. To honor Nationwide Boiler's "Golden Anniversary", our Wednesday raffle prize this year is an ounce of gold!

Tournament play will begin bright and early Thursday at the Pebble Beach Golf Links. That evening, we will host a "Golden Gala", business formal Awards Banquet at the Lodge. During the reception, guests will be able to participate in silent and live auctions, another raffle, and tournament winners will be announced.

This year, Nationwide Boiler is proud to announce that for the first time in history, we will be supporting two different charities: the American Boiler Manufacturer's Association (ABMA) Randy Rawson Scholarship Fund and Make-A-Wish® Greater Bay Area. The ABMA's Randy Rawson Scholarship Fund was created in 2014 to promote the boiler industry as a viable and thriving career path for young men and women. Make-A-Wish® Greater Bay Area was founded in 1984 and is a non-profit organization that grants the wishes of children with life-threatening medical conditions to enrich the human experience with hope, strength, and joy.

To go along with our theme celebrating Nationwide Boiler's 50th Anniversary, we will set out to donate \$50,000. The total

donation amount will be split equally between the two charities. We look forward to another rewarding event that will provide ample opportunities to network and build relationships with others in the industry!



In Loving Memory Of



Jim Self

1958 - 2017

*Those that touch our
lives stay in our
hearts forever.*

Rep Spotlight: Heat Transfer Specialists in Houston, TX

Heat Transfer Specialists (HTS) has been part of the Nationwide Boiler team for over four years. HTS is located in Houston, TX and represents Nationwide Boiler's products and services throughout the Gulf Coast.

Heat Transfer Specialists has been providing solutions to the oil and gas, refinery, petrochemical, power, and light industrial industries in the Texas Gulf Coast Region since 1968. HTS specializes in fired heater and combustion equipment, heat exchanger field service repair, boiler rental, compact heat transfer solutions, evaporative cooling solutions, and tubular heat transfer solutions. Their entire sales team

is committed to meeting the various needs of their clients whether it is seeking process improvements, in need of a boiler solution or an exchanger repair, and even selecting equipment for grass-roots projects.



HTS is a great company to work with and a valuable member of our team, providing a tremendous amount of support to our customers in Texas. They have a "boots-on-the-ground" attitude and consistently follow-up with our potential and current

customers. We look forward to continuing a positive and successful working relationship between HTS and Nationwide Boiler.

Upcoming Events

ABMA Manufacturer's Conference
Houston, TX | April 3-5, 2017

CIBO Boiler Operations & Maintenance Conf.
Pittsburgh, PA | April 24-26, 2017

50th Anniversary Open House Celebration
Fremont, CA | May 9, 2017

37th Annual Charity Golf Tournament
Pebble Beach, CA | May 10-11, 2017



INVENTORY SPOTLIGHT

NEW ON THE RENTAL MARKET:

1,000 HP, 290 psig Low NOx
Mobile Boiler Room

New 110,000 pph, 750 psig / 750°F
Superheat Mobile Boiler

New 125,000 lb/hr, 750 psig SAT
Low NOx Trailer-Mounted Boiler
(coming soon!)

FOR SALE:

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 200,000 pph, 750 psig / 750°F
Superheat Babcock & Wilcox Pack-
age Boiler

www.nationwideboiler.com

Please help us celebrate
50 Years in Business!

Open House & Luncheon
Tuesday, May 9th | 11am - 3pm
Nationwide Boiler
Fremont, CA

Join us for shop tours, live music
by a Johnny Cash Tribute Band,
and lunch options provided by
local food trucks.



Nationwide Boiler Headquarters: Shop (upper left), Yard (lower left), Front Office View (right)