

---

The **NATIONWIDE BOILER**

# Steamlines

---

Vol. 34 No. 2

PUBLISHED BY NATIONWIDE BOILER INC., FREMONT, CA

SUMMER 2014

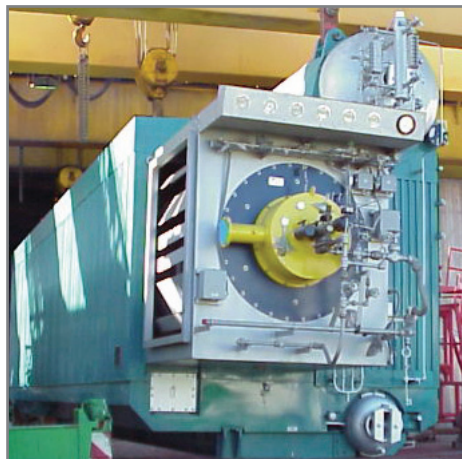
---

## RECORD BOILER INVENTORY HELPS MEET IMMEDIATE BOILER DEMANDS

**T**he market for industrial boilers is thriving and boiler manufacturers are ramping up for what is expected to be a major increase in package boiler demand. Driven by multiple factors including new projects for coal to natural gas conversions, shale gas discoveries, and capital expansion plans, plant owners must be aware that production time lines have greatly extended beyond the normal delivery of 28 weeks. Realistic expectations to receive a new package watertube boiler directly from OEMs within 42 weeks is now the new norm. If proper planning is not executed, the alternative may result in hundreds of thousands in decreased profits due to lost production time.

To help plant owners and operators bring new boilers online quickly, Nationwide Boiler has increased the company's inventory of new and reconditioned boiler systems to record levels. For customers seeking package watertube boilers that can produce 200,000 lb/hr of steam at high pressure and superheat temperatures up to 1,000psi/750°F, Nationwide Boiler has several Babcock & Wilcox units available for immediate worldwide delivery. Additional units include package boilers with capacities ranging from 50,000 lb/hr up to 82,500 lb/hr (including superheat options). Firetube boilers are also available up to 800HP and every boiler at Nationwide Boiler is available as a low NOx unit, with capabilities of performing at less than 5 ppm NOx, if needed, with the optimal CataStak™ SCR system.

Nationwide Boiler's ability to stock both new and refurbished boilers is no simple task. Our engineers are



continually scanning the United States for quality equipment that will provide many years of exceptional service and performance to our customers. Similar to extensive OEM quality standards of new boiler assembly, every reconditioned boiler is serviced by Nationwide Boiler's highly trained team of mechanics. Boilers are retrofitted to meet current industry standards which include ASME code, NFPA, and low NOx and CO emission requirements. Before a reconditioned boiler is delivered, it is internally inspected, serviced, and hydrostatically tested, with all systems checked prior to shipment. This ensures reduced start-up times and simplified installation. Overall, this means that production and processing lines can be up and running in ample time, while decreasing downtime and increasing profits.

Since Nationwide Boiler's inception almost 50 years ago, the company remains committed as the single source provider for boiler rentals, and sales of new and reconditioned equipment. It is further evident through Nationwide Boiler's continued progress in bringing ultra low NOx and energy efficient solutions to market. Products including



*Babcock & Wilcox Boilers Ready for Sale or Rent.*

CataStak™ SCR systems, EconoStak economizers, and Best Performance Standards (BPS) boilers have helped users meet tough emission and energy standards with long sustaining equipment. Visit Nationwide Boiler's website today to review an updated equipment inventory list of new and reconditioned boilers. Nationwide Boiler's seasoned sales engineers are ready and available to work with you to provide a boiler system that will not only meet your unique requirements, but will also meet Nationwide Boiler's highest standards of excellence.

Planning to buy new equipment this year? If so, one of the most important tax codes you need to be familiar with is Section 179. Contact your tax professional today for more details.

---

### IN THIS EDITION

---

- *Record Boiler Inventory*
- *5 Tips To Help Motivate Others*
- *New Business Manager Announced*
- *Event Schedule*
- *Worldwide Rep Network Expansion*
- *CataStak SCR Achieves <3 PPM NOx*
- *Golf Tournament Aids ABMA Fund*

## 5 TIPS TO HELP MOTIVATE OTHERS



Jeff Shallcross, President

### UPCOMING EVENT SCHEDULE

Power-Gen Middle East  
Abu Dhabi, UAE  
October 12-14

CIBO 36th Annual Meeting  
Santa Fe, New Mexico  
October 15-17

Power-Gen International  
Orlando, FL  
December 9-11

**A**s a leader in any organization, it is important to continually seek new strategies to increase morale and productivity in the workplace. In life, it is equally important to stay motivated, to become a better spouse, parent, friend, or a better person in general. Several factors that have a direct impact on overall motivation include: mood, strengths, relationships, vision and hope. Paying special attention to these items can improve work performance, engagement and expectations.

**Mood** – Body language, tone of voice and choice of words (both orally and electronically) can communicate more than one thinks. For instance, a negative attitude at the start of the day sets the tone for the rest of the day. Be conscious of the mood you are projecting and the way others are interpreting it. Do your best to remain positive and have it shine through your expressions and actions at work, home and play.

**Strengths** – More often time we focus on what we lack. The same applies when we focus on employees' weaknesses more than their strengths. Recognizing individual strengths is the first step, and helping others improve is the second step in strength building. Work with others to create solutions that improve those items that they are not as strong in. Once they realize that they can succeed in doing better, it will motivate them to continue to do so, and will reinforce those things that they are good at for continued success.

**Relationships** – Do not limit yourself to knowing others in the workforce just as

functionaries, but get to know about their lives outside of work. This applies to those at your church or on the golf course. I was recently involved with a leadership exercise which I asked a fellow coworker, "What would you do if you did not have to work?" This type of question drills down to ideas of what people like to do or may want to do, and will expose you to things that may surprise you. Overall, you must properly invest time in getting to know others, and making them feel comfortable with sharing personal details they may rather keep outside of your normal environment with them.

**Vision** – Does everyone in the organization know and understand the purpose of the company? Do they have a clear sense of the direction of the company? Does your spouse know your goals as a partner or your desires for a family? If not, then discuss it with them so they can help overcome obstacles that may hinder you from achieving your goals.

**Hope** – Help others see that tomorrow is another day and it is an opportunity to be an improvement on today. Hope that the future can be better is motivating within itself. I have hope that Nationwide Boiler will remain strong and profitable. I have hope that my relationship with my wife and daughter will expand into a higher level of understanding as we get older. And lastly, I have hope that I can become a better person everyday by showcasing a positive attitude, and portraying a leadership style that others can look up to, follow, and incorporate into motivating them to become better people.



---

### INFORMATION LINE

---

## NEW WESTERN U.S. BUSINESS MANAGER ANNOUNCED

Jim Lieskovan was recently appointed to the position of Western U.S. Business Manager for Nationwide Boiler. Jim joins the company with 33 years experience in the boiler/burner business, providing quality solutions to industrial plant owners and operators. He will be responsible for seeking new boiler rental, sales, and CataStak™ SCR system business opportunities through-

out California and the greater Western U.S. His role will involve developing new customer relationships and following up with existing customers to strengthen the company's associations with industrial plant owners and operators. He will also be responsible for developing new strategies to help Nationwide stay competitive in the rental boiler business. Contact Jim at [jlieskovan@nationwideboiler.com](mailto:jlieskovan@nationwideboiler.com).

**“Jim’s extensive experience and vast knowledge of the industry is a valuable asset to Nationwide Boiler and the growth of the company.”**

**- Jeff Shallcross**

## CATASTAK SCR SYSTEM ACHIEVES NO<sub>x</sub> REDUCTION OF <3 PPM FOR COGENERATION PLANT

The Pitchess Detention Center's (PDC) cogeneration plant, located in Castaic, CA consists of four separate complexes currently housing a total of about 5,600 male inmates. To reduce unacceptable levels of NO<sub>x</sub> emissions from two dual-fuel fired Keeler auxiliary boilers, the County of Los Angeles selected the Nationwide Boiler Ammonia-Free CataStak™ SCR system. This solution utilizes CCA Combustion Systems' patented TRIM-NOX® urea injection system and was required to meet boiler NO<sub>x</sub> of 5 ppm, as required by the South Coast Air Quality Management District (SCAQMD).

After several site visits and a complete engineering design process, the SCR equipment was fabricated to facilitate the installation of the SCR reactor housing, duct work, and support frames on each boiler's stack, resulting in removal of the top portion of each stack for optimum catalyst placement. California Boiler Inc. was sub-contracted to install the equipment.



*Two CataStak SCR systems installed on the roof of the steam plant.*

"Nationwide Boiler has seen a major shift in the demand for urea based SCR systems for package boiler systems over the last several years," states Larry Day, Executive Vice President of Nationwide Boiler. "The Ammonia-Free CataStak™ complies with the strictest NO<sub>x</sub> requirements mandated by local Air Quality Districts in the United States and has been utilized in many facilities throughout California. Every installation has exceeded initial NO<sub>x</sub> guarantees and has met or surpassed minimal NH<sub>3</sub> slip requirements."

To date, Nationwide Boiler has passed all third party test results for NO<sub>x</sub> reductions. This represents over 125 installations for industries that include food processors, petroleum refining, specialty chemicals, pulp and paper, institutional hospitals and

universities. If your plant needs to reduce NO<sub>x</sub> emissions, please contact Larry Day today for a no obligation plant assessment at [lday@nationwideboiler.com](mailto:lday@nationwideboiler.com) or call toll-free: (800) 227-1966.

### CONNECTION LINE

## WORLD WIDE REPRESENTATIVE NETWORK EXPANDS TO MEXICO & AUSTRALIA

Nationwide Boiler Inc. is excited to announce two new representatives recently signed for the rental and sale of boilers internationally: Myrggo. S.A. de C.V., located in Mexico, and O'Brien Boiler Services Pty Ltd, located in Australia. Both companies offer complete boiler installation and support services, and have offices located country-wide to support both commercial and industrial users.

"Both Myrggo and O'Brien Boiler Services have a long history of providing complete boiler solutions to a variety of end users. They are experts in their field and are highly respected in the industry. We are more than hopeful that the addition of these two representatives will help grow our rental business and increase our sales of boiler systems beyond the United States," states William Testa, Business Development Manager of Nationwide Boiler.

To date, Nationwide Boiler has provided boilers to customers located in six out of seven continents in the world. More than just a national company, Nationwide Boiler has grown into one of the largest provider of rental boilers worldwide and leads the nation with the most SCR systems for package boilers. If you are interested in becoming a

representative, please contact William Testa at [wtesta@nationwideboiler.com](mailto:wtesta@nationwideboiler.com) or call toll-free: (800) 227-1966.



Boiler  
Services

**O'Brien Boiler Services**  
**27 Technology Drive**  
**Sunshine West VIC 3020**  
**Australia**  
[www.obrienboilers.com.au](http://www.obrienboilers.com.au)



**Calderas Myrggo**  
**San Sebastian No. 905**  
**Col, Valles de Linda Vista**  
**Guadalupe, N.L.**  
**Mexico**  
[www.myrggo.com.mx](http://www.myrggo.com.mx)



# RECORD CONTRIBUTION AMOUNT AIDS ABMA SCHOLARSHIP FUND

After nearly six months in the planning, Nationwide Boiler's 34th Annual Golf Tournament concluded in just two short days. Spyglass Hill was the venue for practice golf, while the iconic Pebble Beach Golf Links continued to mesmerize golfers during a sunny day of tournament play. Scott Sanders (former President of Heat Transfer Specialist, located in Houston) had an impressive 76 and was the overall tournament champion, while Larry Day (Nationwide Boiler) and Andrea McGowan each brought home a trophy for the top man and woman in the handicap flight.

For the third year in a row, Nationwide Boiler chose the American Boiler Manufacturers Association (ABMA) Scholarship Fund as the beneficiary of contributions generated by the tournament. A check in the amount of \$41,000 was presented to ABMA Chairman of the Board, Kevin Hoey, by Nationwide Boiler President/CEO, Jeff Shallcross. These funds will help continue to support the charitable and educational functions of the ABMA and assist in the post-secondary education and/or technical training of graduating high school students. The students are awarded an educational scholarship as they pursue careers useful to the commercial, institutional, industrial or power-generating boiler industry.

To date, Nationwide Boiler's Golf Tournament has raised nearly half a million dollars, being distributed to organizations including the ABMA and Via Rehabilitation Services, a non-profit organization based in San Jose that specializes in enriching the lives of children and adults with disabilities. Next year's tournament will be held on May 6-7, 2015 and will consist of a practice round at Poppy Hills and a Mardi Gras theme awards ceremony after tournament play at Pebble Beach. For more information about attending the event or contributing a donation item, email [golf@nationwideboiler.com](mailto:golf@nationwideboiler.com).



*Gordon Judd (NRG Energy Center), Auctioneer.*



*Scott Sanders (left) Tournament Champion.*

## TOURNAMENT SPONSORS

Adco Companies  
Advanced Boiler Control  
Services  
AESYS Technologies LLC  
Air Handling Equipment  
Alzeta Corp.  
Babcock & Wilcox  
Bank of the West  
C & C Boiler  
Clark-Reliance  
Cleaver-Brooks  
Cole Industrial Inc.  
E-Tech Heat Recovery Systems  
Faber Burner Company  
Halgo Power Inc  
Hayward Pipe & Supply  
IAP Fans  
JG Boswell Tomato Company, LLC  
Landstar/Inway  
Los Gatos Tomato  
McNulty Mechanical Inc.  
Miller & Associates  
Morello Metal Fabrication  
National Board  
National Boiler Works  
Nooter Erickson  
NRG Energy Center SF  
NTFB Combustion Equipment  
Power Flame Inc.  
Powerhouse Equipment  
Robinson Fans  
Sensiba San Filippo LLP  
Strategic Contract Resources  
Superior Boiler  
Trailer Transit Inc.  
Wabsh Power  
Ware  
Yetka Corporation



42400 Christy Street • Fremont, California 94538-3141  
(510) 490-7100 • (800) 227-1966 • FAX (510) 490-0571  
[www.nationwideboiler.com](http://www.nationwideboiler.com)

ADDRESS SERVICE REQUESTED

PRE-SORTED STAND.  
US POSTAGE  
PAID  
SAN JOSE CA  
PERMIT NO. 5623