

## BOILER SUPPLIES SUPERHEATED PROCESS STEAM TO SPECIALTY MATERIALS PLANT

A specialty materials company in need of a new boiler for the expansion of its processing plant in West Virginia, recently selected Nationwide Boiler to provide a 75,000 pph, superheat Babcock & Wilcox watertube boiler. The boiler will provide superheated process steam at 425 psi and features Nationwide's exclusive EconoStak economizer for maximum fuel efficiency and a low NOx burner that will not exceed 30 ppm, as required by the customer.

The trailer-mounted boiler was delivered to the customer on time and was carefully off-loaded and transferred onto a newly installed concrete slab, designed specifically for the boiler. The unit

was later started-up by a qualified Nationwide Field Technician, easily passing all required emission guarantees and operating reliably at differing loads.

Nationwide Boiler has experienced a growing demand for superheated boilers by many industries. According to Michael Medina, Nationwide Boiler's Rental Sales Manager, the need for high-pressure boilers has nearly tripled over the past few years. "Keeping up with our customer demand is as important as providing quality service and equipment. We have listened to what our customers need and have made the commitment to provide an even larger availability of high-pressure units."



Superheated units provide steam at much higher temperatures, usually needed for processes within the petrochemical and pulp and paper industries. The use of an economizer or a combustion air heater in the hot flue gas exhaust path ensures optimized performance and increases to the boiler's overall efficiency.

Nationwide Boiler is expanding its rental fleet with the addition of new 75,000 pph watertube superheated boilers. These units are planned to be available by spring 2010. If you are in need of a superheated boiler, call one of our sales representatives today and we will send you a detailed specification list of units currently available.

*Top: 75,000 pph boiler being set onto the concrete boiler pad. Bottom: Final placement of the boiler with an EconoStak economizer.*

## CONTAGIOUS HAPPINESS FOR 2010



Jeff Shallcross, President

*"Those who are miserable on the job are usually miserable at home."*

Last year the Organization for Economic Co-Operation and Development (OECD) released a report ranking the world's happiest places. I was surprised to find that Disneyland did not make the list, however Denmark, Finland and the Netherlands rated at the top (first, second and third). The United States, on the other hand, didn't even make it in the top ten. Despite being one of the most industrialized countries in the world and with an abundance of just about everything, Americans are far from being the happiest.

One can argue that on a macro level there really is not too much to be happy about (our stagnant economy, uncertainty in health-care, dismal unemployment rates, and families losing their homes). However, despite wavering news from the media I want to move forward this year and cast a shadow of optimism from rays of happiness. Therefore, I have decided that one of my goals for 2010 is to spread what I call "contagious happiness".

To help my personal crusade of spreading happiness, I researched on what it is that makes people happy and how happiness happens. An article written by Marshall and Kelly Goldsmith helped me better understand how happiness happens and they summed it up nicely:

"There is an incredibly high correlation between people's happiness and meaning at work and at home. In other words, those who experience happiness and meaning at work tend to also experience them outside of work. Those who are miserable on the job are usually miserable at home".

Overall, the Goldsmiths determined that

happiness has more to do with WHO you are rather than WHERE you are. The article continued to indicate that in a work environment, what mattered most was working on items or projects that have a feeling of purpose and meaning. Therefore, if people want to be happy, they must look no further than within themselves.

A few things people can do on a personal level to achieve greater happiness is to take a moment each day to reflect on one's blessings. We have a lot to be thankful for, but we do not always appreciate these gifts. Also, improve your overall health. Spending time exercising with those you love will not only help you become physically fit, but being strong both physically and mentally during times of hardship will make it easier to spring back to happiness.

In a work environment happiness starts with the individual. We must encourage employees to think about what they can do to increase their experiences of meaning while on the job. It is vital that employees understand how their work relates to the "big picture" or contributes to a specific goal. Overall, people's work matters.

Lastly, take a moment each day to make someone else's day go a little more smoothly. Do something for someone else, regardless of whom or what it is. A simple act of kindness can go a long way and it not only makes them feel better, but you will feel better as well.

I wish you much happiness in 2010.

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

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## HELP LINE

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## HELPING FAMILIES FOR 30 YEARS

This year marks Nationwide Boiler's 30th Annual Invitational Golf Tournament. Over the last 29 years Nationwide has supported Via Rehabilitation Services and their work in helping children and adults with disabilities live fulfilling and healthier lives.

This year's tournament, at the prestigious Pebble Beach Golf Links, is planned for May 12th and 13th. Plans are already underway

to ensure another memorable event and you can even expect a few surprises to help mark our 30 year anniversary. As always, this event is by invitation only, but if you are interested in attending or would like more information about Via Rehabilitation Services, please give us a call or visit Via's website at [www.viaservices.org](http://www.viaservices.org).

## NEW REPRESENTATIVE FOR TEXAS MARKET



**Jerryco Machine & Boiler Works, LP**  
2403 Appelt Drive  
Houston, Texas 77015  
(281) 452-0300  
Toll Free (888) 777-4421  
[www.jerryco boilers.com](http://www.jerryco boilers.com)

Nationwide Boiler is pleased to announce the addition of Jerryco Machine & Boiler Works, based in Houston, to our list of representatives for the Texas market. Jerryco, founded in 1977, provides boiler service and repair of watertube and firetube boilers, pressure vessels and heat exchangers.

Larry Day, Vice President of Nationwide Boiler, explains the positive benefits the new partnership will create. "All of us at Nationwide Boiler are very excited about teaming up with Jerryco and the tremendous sales and service support they can give us in the Houston and Texas Gulf Coast region.

This new relationship will strengthen our ability to provide timely emergency equipment and support to our current customers and will enable both of our companies to expand our product base to new markets. We are looking forward to a long-term and positive relationship."

Nationwide Boiler is excited about this new relationship and it complements both company's business goals and objectives. This includes continuing to provide the highest level of customer support and service to customers in Texas and throughout the entire nation.

## HOT LINE

## PRE-COMPLIANCE PLANNING: WHEN TO BEGIN

A recent shift away from coal and towards natural gas has been brewing in the United States. Many companies are taking advantage of the plunge in natural gas prices due to the introduction of horizontal drilling technology leading to the expansion of new reserves throughout the United States.

Business Week recently reported that several major utilities including Progress Energy, Tampa Electric and General Electric all have new strategies based on a shift to natural gas. Many of these strategies are combined with other renewable energy projects such as solar and wind

power, helping to create a "balanced" strategy and utilizing all possible energy and efficiency instruments.

However, the Energy Information Administration suggests that natural gas prices will not stay low for long and that the fuel-switching trend will be short-lived. It may only be a matter of time when the laws of supply and demand take in effect, driving up fuel prices. If and when this happens, will these strategies change or will it be too late?

Unlike the utilities above which have conducted major shifts in their business plans associated with predicted price savings, many other companies in varying sec-

tors have decided to wait before committing to long-term strategies. This holds especially true on the topic of climate change. Many companies are taking the sidelines until climate change policies become final and are not making risky shifts to their business plans. Overall, when it comes to long-term environmental planning, when is it the right time?

From experience, long-term, pre-compliance planning paid off for Nationwide Boiler. As local air quality regulations in California rapidly decreased the limits for NOx emissions, Nationwide took action to research and develop strategies that would enable our rental boiler

fleet to perform at the lowest NOx levels available. Ultimately, Nationwide chose a compliance strategy based on the best technology currently available, able to deliver the highest performance. Our CataStak™ Selective Catalytic Reduction (SCR) System was born through this discovery and today the CataStak™ SCR product line includes solutions for gas turbines, steam generators, watertube and firetube boilers, field-erected boilers and heaters.

Had Nationwide waited for final determinations made by air quality regulators, we would not have been able to provide a product offering for our (continues on page 4)

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customers by the time compliance was mandatory. In the long run, pre-compliance planning enabled us to better serve our customers with reliable, well proven solutions and in the process the company has grown, provided new jobs and Nationwide Boiler has expanded its operations to include a new strategic business unit. The new business unit, Nationwide Environmental Solutions, was specifically formed to help solve tough compliance issues and provide total plant solution that yields both emission reductions and increased energy efficiency.

Currently, both federal and state regulators are proposing aggressive strategies to combat climate change and promote energy reductions. In California, the Global Warming Solutions Act requires California to develop regulations that will reduce gas emissions to 1990 levels by 2020. Assembly Bill 32, targeting large generators of greenhouse gas, is currently in the drafting phase to support the act and it includes a cap-and-trade program that establishes a cap covering 85% of the state's GHG emissions. If passed, large industrial sources that process at

or above 25,000 metric tons of CO<sub>2</sub> equivalents will fall under these rules starting January 1, 2012. Similar situations are happening in TX, NY and other areas around the United States and the implications for businesses (as well as consumers) may be insurmountable. Increases in electricity, natural gas, transportation, product, and administrative costs are unknown, but likely.

Through our own experience we have learned that in terms of environmental planning it is vital that companies look and plan ahead in order to effectively manage risks, control costs, and to maintain competitiveness. The development of pre-compliance strategies based on best performance standards and efficiency upgrades should be of concern for every major facility in addition to the negotiation of long-term fuel and supply-chain contracts.

If you need assistance in developing a pre-compliance strategy, call Nationwide Boiler today. Our proactive approach to climate change was the right choice for us, and we are confident that it will also be the best choice for you.

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## PRESSURE LINE

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# FILLING THE GAP FROM A LOST STEAM SUPPLY

Alliant Energy's coal-fired generation stations have been providing steam heat and power to 200 downtown customers in Cedar Rapids for 117 years. During the Iowa flood of 2008 the Cedar River inundated the plant and the company decided not to rebuild because too few large industrial customers would sign long-term contracts at the higher rates needed to recover the cost of restructuring the plant (at roughly \$60 million).

One of Alliant's customers, Cargill Corp., was affected by the shutdown and the company needed a quick solution in order to supply its food processing plant with steam. Cargill called Nationwide Boiler's local representative, Rasmussen Mechanical Services in Council Bluffs, Iowa, for several boiler options and together Rasmussen

and Nationwide proposed the sale of a new 82,500 pph watertube boiler. At that time, the natural gas fired boiler was being built by Babcock & Wilcox at their manufacturing facility in West Point, Mississippi. Upon visiting the facility to inspect the boiler, Cargill decided to purchase the equipment and within a month, the boiler was shipped to the customer and successfully installed. The customer also purchased an EconoStak economizer which increased boiler efficiency up to 85%.

Today, with the purchase of a new boiler, Cargill now relies on Nationwide Boiler's equipment for a reliable steam supply. Given our track record of over forty years in the business, we are positive that we will not let them down.



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