

THE NATIONWIDE BOILER STEAMLINES

DEC 2023



SHATTERING EXPECTATIONS: A RECORD-BREAKING YEAR FOR NATIONWIDE

In all of our 56 years in business, 2023 stands out as a landmark year for Nationwide Boiler. From remarkable sales performance to outstanding charitable endeavors, we have not only exceeded our own expectations but have also set a new standard for excellence within our company. As the year comes to a close, we'd like to reflect on these achievements and a year that has rewritten the history books for Nationwide Boiler.

Founded in 1967 as "Nationwide Boiler Rentals", we started with just 2 trailer-mounted watertube boilers and 2 employees. Since then, our company has grown to be one of the world's largest rental boiler suppliers. Additionally, Nationwide Boiler is a manufacturer of PLC-based control systems and CataStak™ SCR systems, a boiler equipment stocking distributor, a manufacturer's representative, and the trusted advisor to many industrial facilities across the country. And in 2023, Nationwide reached a total of 80 employees and more than 110 rental boilers, an all-time high on both accounts!

This year we also achieved our best-ever sales performance, underscoring the resilience and adaptability of our company in a dynamic market. Revenue from parts sales reached an

all-time high, reinforcing Nationwide Boiler's commitment to providing quality and reliable solutions to our customers. These achievements reflect the dedication and hard work of our team, whose relentless pursuit of excellence has propelled our company to new heights.

Building upon our reputation for innovation in the industry, Nationwide Boiler also announced a record-breaking addition to our fleet: a new "World's Largest" trailer-mounted boiler. Designed for a whopping 150,000 lb/hr of saturated steam supply, this boiler surpasses the previous "World's Largest" 125,000 lb/hr trailer-mounted boiler. The boiler will be mounted to a highway-legal trailer for ease of transport and it is on track to be ready for service in the first quarter of 2024.

Our commitment to making a positive impact extends beyond business success with another major achievement stemming from our 42nd Annual Charity Golf Tournament. In 2023, Nationwide Boiler raised a record amount of \$60,000 in support of Make-A-Wish® Greater Bay Area and the ABMA Scholarship Fund. We would be remiss not to mention the generosity and support received from our vendors, partners, and participants at the event. They were

WHAT'S INSIDE

PAGE 2

President's Corner
NBI News Briefs
The Gift of Giving
Employee Spotlight

PAGE 4

NFPA: What Does it Mean?
2½ ppm Burner Solution
Spotlight on Continued Education
NBI Representative Spotlight

PAGE 6

Celebrating our Successes
Freeze Protection this Winter
Upcoming Events

a huge part of this record-breaking achievement and we couldn't be more thankful for the support.

As we reflect on our accomplishments of this past year, Nationwide Boiler expresses heartfelt gratitude to every employee, customer, and partner who played a crucial role in these achievements. Here's to the incredible journey we've had and the even brighter future that lies ahead!

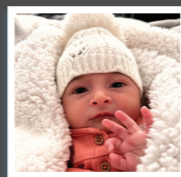
"...INTEGRITY, DEPENDABILITY, REAL CUSTOMER SERVICE."

NBI NEWS BRIEFS

WELCOME!

2023 has been a big year for Nationwide Boiler's hiring team with our company reaching an all time high of 80 employees. Please help us in welcoming the following new individuals who joined the Nationwide team in the second half of the year:

- Chark Chin, Accounts Receivable (CA)
- Jay Mills, Project Manager (TX)
- Carlos Rodríguez, Fabricator I (WA)
- Alejandro Perez, Shop Support (CA)
- Bryan Berber, Mechanic I (CA)
- Octavio Herrera, Mechanic I (CA)
- Noah Davis, Mechanic I (CA)
- Ilona Yasinsky, WA Fabricator I (WA)



Gaby Franco Welcomes Baby Girl
Nationwide Boiler is thrilled to share some heartwarming news about our Safety Coordinator, Gaby Franco, who recently welcomed a baby girl into the world!

Congratulations to Gaby and family, we wish her all the happiness and fulfillment that this new chapter brings.

New Rental Boilers Nearing Completion

The Nationwide Boiler shop crews have been busy, working towards completing multiple trailer-enclosed boilers and boiler room builds for the new year. Take a peek at what we are working on:

- (1) 800HP, 290 PSI Complete Mobile Boiler Room
- (1) 1000HP, 290 PSI Complete Mobile Boiler Room
- (2) 1000HP, 290 PSI Trailer-Enclosed Boilers



Silver-Level Rockwell Partner

Nationwide Boiler recently reached Silver Level status as a Rockwell Automation Partner! The Silver Partner status with Rockwell signifies our proven, best-in-class capabilities to collaborate and deliver reliable integrated solutions to our customers.

Nationwide Control Solutions has standardized on Rockwell Automation products for our Eagle Control Panels as well as Control Systems offered for new and retrofit applications.



UNLOCKING THE POWER OF GRATITUDE



Gratitude serves as the quiet force that underpins a successful professional career. It's not merely a courteous gesture but a powerful tool that fosters stronger connections, fuels resilience, and nurtures a positive work environment. Expressing gratitude acknowledges the efforts of colleagues, mentors, and collaborators, creating a culture of appreciation that amplifies teamwork and morale. In addition, a mindset rooted in gratitude encourages adaptability and a sense of perspective, allowing professionals to navigate challenges with resilience and learn from setbacks.

A few months ago I heard a speaker named David George Brooke, a former Nordstrom store manager who wrote the book "That Gratitude Guy". Today, David is a full time motivational speaker and influencer with over 1800 YouTube videos. In this presentation, he discussed the meaning behind gratitude in the workplace and how it is about making employees feel appreciated and valued. Studies link gratitude at work to more positive emotions, less stress, fewer health complaints, a greater sense of achievement, fewer sick days, and higher job satisfaction. Now who wouldn't want that for their employees?

Here are some tips for showing gratitude in the workplace:

- Be genuine
- Appreciate minor accomplishments
- Treat everyone equally
- Express appreciation daily
- Create a gratitude journal

In essence, embracing gratitude isn't just a nicety; it's a strategic cornerstone for personal and professional advancement.

At our last Manager's Meeting, I gave every manager a Gratitude Journal to record their feeling of thankfulness for the blessings we have received. By writing down 3-5 things you are grateful for each day, you can turn your ordinary moments into blessings. Let's make 2024 the year of gratitude.

Jay

43RD ANNUAL CHARITY GOLF TOURNAMENT

Save the Date!



Aloha! Get ready for Pebble Beach in 2024, Hawaiian style! Our 43rd Annual Charity Golf Tournament will take place May 8 - 9 next year. We are looking forward to another successful event in support of the ABMA Scholarship Fund and Make-A-Wish Greater Bay Area.

HOLIDAY DRIVES ENCOURAGE GIVING BACK THIS SEASON

The spirit of giving back shines brightly during the holidays, illuminating the hearts of individuals and communities alike. Previously, Nationwide Boiler has coordinated annual holiday food drives to support local families in need. This year, to showcase the power of community and generosity, we switched it up and spearheaded three different holiday drives across our locations in California, Washington State, and Texas.

We kicked off the season of giving at our HQ in Fremont, collecting toys in support of Joey's Toy Drive based out of San Jose, California. With two large 28" x 42" boxes dropped off in November, our employees rallied together and filled each box



full with a variety of toys for kids of all ages. The month-long drive ended right before Christmas and just in time to spread holiday cheer to local children and families in need.

At our Washougal facility, another initiative took shape - a food drive in support of the local food bank, Inter-Faith Treasure House. This drive aimed to ensure that families in need could



gather around nourishing meals during this special time of the year. The response from the Washougal team was overwhelming, collecting nearly 140 lbs of food and \$408 for the cause.

And the spirit of giving didn't stop there; Nationwide Boiler's Alvin facility chose to contribute to the Texas Giving Tree. Through generous employee donations, we were able to provide not just gifts but a sense of warmth and joy to two families, adopting them for the holidays and ensuring that the season would be a time of celebration and happiness.

The collective effort across our locations was tremendous, and we couldn't be more satisfied with the results of each drive. These acts of kindness and compassion truly embody the spirit of the holidays, and we thank the entire Nationwide team for opening your hearts this holiday season!

EMPLOYEE SPOTLIGHT: CHRISTO RAMOS

Christo Ramos is a Nationwide Boiler Service Technician based out of our facility in Alvin, Texas. His journey from intern to service technician is not only inspiring, but a testament to growth and dedication within our company.

Christo was originally recruited through Los Positas College in Livermore, California, with the initial intention of completing a 3-month internship and moving on. To his surprise, he found that he really enjoyed the industry, working with his hands, and the shop environment, and Christo was immediately hired as a Mechanic at completion of the internship.



Christo quickly advanced to Test Mechanic and worked closely with our lead technician, Alfredo Santiago, whom he credits for shaping much of his professional

identity. After a few years in, Christo began travelling to remote storage facilities to assist with rental equipment turnarounds.

One memorable project was an early trip to our partner storage facility in Cleveland, Ohio, to perform a control system upgrade on two trailer-mounted rental boilers. This was his first major project on the road, proving to be a challenging yet ultimately rewarding experience. Although he wasn't yet confident in his electrical abilities, he was able to successfully complete the upgrade of the panels to PLC-based controls and complete the job on schedule. This project expanded his knowledge of electrical work and improved his skills in terms of reading electrical prints and troubleshooting.

When Nationwide Boiler's Texas facility opened, a new opportunity presented itself. Christo was offered the position of Service Technician in Alvin and he accepted, starting his new journey with a big move from California to Texas. Now,

Christo is an experienced and confident service technician traveling the country to perform start-ups on our fleet of rental boilers.



Although Christo travels frequently for work, he would eventually like to embark on more personal travel expeditions. For example, a road trip across the U.S. visiting all the national parks along the way. He enjoys being outdoors; hiking in California, walking nature trails in Texas, and exploring a variety of breweries in his spare time.

A little known fact to the Nationwide family is that Christo recently married his long time fiancée, Alejandra! A big congrats and thank you goes out to Christo as we commemorate his remarkable journey with Nationwide. We appreciate his drive and dedication and look forward to joining him as his journey continues.

NFPA STANDARDS: WHAT & WHY

NFPA, or the National Fire Protection Association, stands as a cornerstone authority in establishing standards and codes for fire prevention and safety. In the realm of boilers and process equipment applications, NFPA's significance is paramount.

Primarily, NFPA codes provide comprehensive guidelines ensuring the safe operation, installation, and maintenance of boilers and process equipment. These standards are pivotal in mitigating fire hazards, preventing accidents, and safeguarding both personnel and property. NFPA 85, for example, outlines specific regulations for the safe operation of boilers covering various aspects such as combustion controls, burner management systems, and emergency shutdown procedures. NFPA 86 applies to ovens, dryers, furnaces, and thermal oxidizers, and NFPA 87 applies to thermal fluid and process heaters.

At Nationwide Control Solutions, we have a team of experts when it comes to NFPA requirements. All of our burner management and combustion control systems are designed around the requirements of NFPA 85/86 at minimum and will also address each client's unique operational needs and insurance carrier requirements. Adhering to these standards is not merely a legal requirement but a testament to a company's commitment to safety. Moreover, NFPA standards extend beyond safety protocols; they also emphasize efficiency and environmental consciousness. Compliance with NFPA regulations often leads to improved equipment performance, reduced emissions, and enhanced operational reliability.

In essence, NFPA standards are the bedrock of safety and operational excellence within the boiler and process equipment industries. Following the NFPA guidelines not only ensures regulatory compliance but also fosters a culture of safety and reliability, ultimately contributing to a safer and more efficient industrial landscape.



RELIABLE & PROVEN 2½ PPM ULTRA LOW NO_x BURNER

Have you heard the news? Oilon, a global leader in the manufacture of industrial and commercial burners, has expanded their low and ultra-low NO_x (LN/ULN) burner product line to support the growing need for single digit NO_x performance. And, in a team effort between Oilon and Nationwide Boiler, we have proven performance expectations! Designed for reliable 2.5 ppm NO_x output, the ULN2.5 burner is a game changer for boiler owners facing emissions compliance regulations as well as those looking to prepare for emerging ultra-low NO_x requirements.

Manufactured entirely by Oilon, the ULN2.5 burner is constructed with patent pending technology that achieves single digit, ultra-low NO_x performance with lower residual oxygen, no air filters, and no flue gas recirculation (FGR). It utilizes conventional gas delivery pressures and functions beautifully with industry standard controls making installation and commissioning tasks less complicated. Plus, the entire ULN2.5 burner line is UL-certified, providing design credibility and ensuring peace of mind when it comes to safety. Currently available for firetube boilers up to 450 HP, Oilon is already working towards increasing the capacity range.

To prove emissions performance and operational reliability, Nationwide Boiler and Oilon teamed up with the pros at Montrose Air Quality Services for a detailed 3rd party source test. Held at the Superior Boiler factory in Hutchison, Kansas, the test was performed on Nationwide

Boiler's new 350 HP package firetube boiler with ULN2.5 burner, a unit that is part of our comprehensive In-Stock Boiler Program. The source test results confirmed expectations, demonstrating NO_x emissions of less than 2½ ppm, corrected to 3% O₂, through the entire operating range.

Oilon's LN/ULN product line is backed by solid support from Nationwide Boiler and Oilon's engineering and service teams. Complete burners and repair parts are stocked at Oilon's Georgia facility to ensure expedited service support and delivery when needed. And, to demonstrate their commitment to quality and reliability, Oilon includes a 5-year burner head assembly warranty in addition to their 1-year standard warranty. This provides customers with added confidence related to the longevity of the burners we supply.

Consistent with Nationwide Boiler's history of offering innovative, reliable, and proven equipment solutions, we devoted the time and resources needed to assist Oilon in the development, refinement, and production of this new ultra-low NO_x burner. Both companies went the extra mile as a means of providing an accurate guarantee for the NO_x emissions performance of boilers accompanied by the ULN2.5 burner.

We can now state, with confidence, that the ULN2.5 burner is a proven ultra-low NO_x solution; a testament to Nationwide Boiler and Oilon's commitment to delivering cutting-edge, environmentally sustainable solutions for the boiler/burner industry.



SIGNIFICANCE OF ONGOING EDUCATION IN THE BOILER INDUSTRY

In today's world change is constant, and the significance of ongoing education transcends the boundaries of any position, industry, or career. Whether you're at the helm of a corporation, a seasoned employee, or at the start of your professional career, the pursuit of learning remains an indispensable asset. Embracing continued education isn't just about staying abreast of the latest trends; it's a commitment to personal and professional evolution, a testament to adaptability, and a catalyst for success in an ever-evolving landscape.

As the boiler industry evolves, staying attuned to the latest innovations is also important for upholding safe, efficient, and reliable operations. At minimum, training for those in the boiler industry should involve the following topics:

- 1. Components and Construction:** Everything involved in the design and manufacture of industrial boiler systems.
- 2. Operation and Maintenance:** Understanding the fine details of boiler operation and maintenance requirements to ensure a safe, reliable, and efficient steam production.
- 3. Boiler Burner Combustion:** The function of a boiler burner and how to commission, tune, and maintain proper combustion.

This Fall, two of our newer service technicians participated in Basic Combustion 101 training conducted by Power Flame. This hands-on experience allowed technicians to revisit the fundamentals of combustion, safe burner start-up, and tuning. Much of the class took place in Power Flame's training facility and involved several different burner and boiler packages. This training also touched on linkage adjustment and parallel positioning controls.

Around the same time, a group of Nationwide employees representing our engineering, sales, and service groups attended a training and tour at Superior Boiler's manufacturing facility. This trip was geared towards refreshing and sharpening their knowledge of firetube and watertube boiler construction and also provided our team with the opportunity to see the manufacturing process in action. They even got to see the very first boiler ever built by Superior - Serial #001!

Nationwide Boiler is keen on offering continued educational opportunities not just to our new hires, but also to our more experienced employees to keep their skillset sharp. In an industry where safety is of the utmost importance, constant training and education around boilers, especially as the industry changes, will ensure that our employees can navigate the requirements of their position with confidence.

NBI REP SPOTLIGHT: LE GROUPE SIMONEAU

With headquarters in Quebec, Canada, Le Groupe Simoneau is the Nationwide Boiler local representative for customers throughout the Quebec and eastern provinces. Le Groupe Simoneau is a family-owned business that offers a comprehensive service solution combining boiler room engineering, boiler manufacturing, equipment installation, rentals, maintenance, and more.



One recent notable project was the supply of an 82,500 lb/hr trailer-mounted rental boiler and de-aerator for a prominent power plant in Quebec. This rental project was a key part of the power plants transition from coal to natural gas, so Nationwide and Simoneau worked closely to ensure availability and on-schedule delivery of the temporary equipment. Earlier this year and after 4 years of operation, the customer decided to purchase the rental boiler for permanent steam supply.

With early beginnings as a service organization, Le Groupe Simoneau has been a manufacturer of industrial and commercial boilers since 1984. The company strives to foster a collective forward-thinking approach that aligns with technological advancements and today's unique operational needs.



Simoneau has been a valued Nationwide Boiler representative for over a decade and we look forward to continuing this partnership long into the future!

2023 HOLIDAY PARTIES



IT'S THE MOST WONDERFUL TIME OF THE YEAR

The end of the year brings holiday cheer to families, companies, and individuals alike. This was a year of growth for us here at Nationwide Boiler; growth in terms of employees, sales, and mindset. As our company has grown, we have had the opportunity to add some incredible individuals to our already outstanding team and in December, we celebrated a great year with three holiday parties across our locations.

First was our largest party held at the Signia in San Jose, California, which included our teams out of Fremont HQ and Visalia, as well as those who work remotely. The next weekend followed with our Controls Division hosting a dinner party at The Cove restaurant in Vancouver, Washington, and our final party was the following week at Gentle Ben Distillery for our Texas team. At each party employees and guests enjoyed good company, a delicious meal, and an exciting game of White Elephant - a Nationwide Boiler tradition!

Customary to Nationwide Boiler's Annual Christmas Party is our employee service milestone awards. This year we celebrated a large number of milestones for employees who have been with us from 5 to 25 years. Our 25 year veteran was none other than our Director of Engineering, David Spain.

2023 Milestones

25 Years
David Spain

15 Years
James D'Antonio
Rosendo Garcia

10 Years
Mary Thao
Mo Vazquez

5 Years
Philip Blake
John Butto
Shalini Kumar
Matt McGary
Frankie Medina Jr.
Christo Ramos
Greg Solomon

vid Spain. Starting out as a project engineer 25 years ago, David's fingerprints can be found all over our company. From the purchase of equipment to the creation of drawing packages and his involvement in new "WOW" product development, David's value within our organization is undeniable.

In addition to our milestone awards, we also have two distinguished awards that are given out at our Christmas party each year. The 'Self Award', named in honor of two past Nationwide employees, was awarded to Jose Molina Jimenez for his hard work and great attitude day in and day out. Lastly, our Dick Bliss Award acknowledges employees that exhibit the characteristics that Dick held true in building this business from a 2-man start-up in 1967 to what it is today. And this year the Dick Bliss Award was presented to Jim Lieskovan for his outstanding performance in leading Nationwide Boiler to a 3-year sales record. A big congratulations goes out to Jim Lieskovan, Jose Molina Jimenez, and all employees who received a milestone award at our holiday parties.

As we prepare for the year ahead, we look back with gratitude. We are grateful for our team, our company, and our success, and we can't wait to see what the future holds. Wishing everyone growth and success in 2024 and beyond!

FREEZE PROTECTION REMINDER
AVOID COSTLY DAMAGE THIS WINTER

Winter is upon us and this season can bring bone-chilling temperatures, especially in areas like Canada, the Northeast, and the upper Midwest. To ensure your rental boiler equipment operates reliably and efficiently throughout the cold season, owners and operators must have full awareness of the importance of freeze protection.

It's crucial to understand the weather conditions, site setup, installation and operations, and how they all relate. Some rental boilers are completely enclosed while others are fully exposed. Boilers that are fully exposed to the elements will require a temporary enclosure around the burner ends at a minimum. This will shield controls and piping from the effects of harsh weather.

Another vital component of freeze protection is the insulation and heat tracing of exposed lines. Covering all exposed piping with adequate insulation (about 3-4 inches) is necessary in cold weather conditions, and regular checks of the insulation should be performed to ensure the covers are secure. Sensing lines to controls and transmitters are often overlooked and will also need to be insulated or heat traced. Electric heat trace is one option that ensures continuous reliability, especially for smaller lines that can freeze instantly if the boiler goes offline.



When renting equipment, ensuring it's operational when needed is crucial. Most importantly, be aware of the weather conditions and what needs to be done to protect your equipment from freeze damage. This will help ensure that your system will be ready when required, operate reliably and efficiently, and safeguard your investment to ensure seamless operations.

STOCK BOILER
INVENTORY
SPOTLIGHT

60 HP, 150 PSIG
New Precision
Electric Steam Boiler

300 HP, 150 PSIG
Used Cleaver-Brooks
Ultra Low NOx
Package FT Boiler

475/500 HP, 150 PSIG
New, In-Stock Superior
Ultra-Low NOx
Package FT Boiler

800 HP, 230 PSIG
New, In-Stock Superior
Low NOx Package FT Boiler

80,000 PPH, 250 PSIG
Reconditioned Nebraska
Low NOx Package WT Boiler

100,000 PPH, 500 PSIG
Reconditioned Nebraska
Low NOx Package WT Boiler

200,000 PPH, 750 PSIG / 750F
New B&W, Low NOx
Package WT Boiler

*Additional boilers in-stock and available, inquire within for more details.



UPCOMING INDUSTRY EVENTS

AHR Expo
Chicago, IL
January 22 - 24

ABMA Annual Meeting
Austin, TX
February 2 - 5

CampusEnergy2024
BRIDGE TO THE FUTURE
February 20 - 23, 2024
Hilton San Francisco Union Square | San Francisco, CA

IDEA Campus
San Francisco, CA
February 20 - 23

POWER-GEN
INTERNATIONAL
New Orleans, LA
January 23 - 25

California
Food Producers
Food Processing Expo
Sacramento, CA
February 13 - 14

WRBA
WRBA Conference
Portland, OR
March 18 - 20

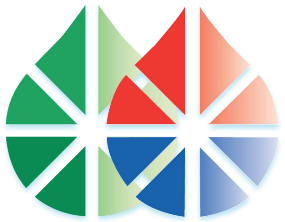


WINTER SPIRIT WEEK AT NATIONWIDE BOILER

Wishing everyone a joyous holiday season and a happy new year!



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



THE NATIONWIDE BOILER
STEAMLINES

Headquarters
42400 Christy Street, Fremont, CA 94538
www.nationwideboiler.com | info@nationwideboiler.com

