

FALL 2016



# Pipeline

## MAKING A SPLASH



*The Wilkinson Companies continue to grow! Last December, we completed the acquisition of Randolph, MA-based UltraFiltronics, LTD, the leading provider of ultrapure water purification systems for the higher education, biotech and pharmaceutical industries.*



Through this strategic acquisition, George T. Wilkinson, Inc. is able to leverage our more than 65 years of high-efficiency commercial and industrial heating and hot water offerings, enabling us to gain a broader reach within the higher education, pharmaceutical and biotechnology industries. We are now able to offer customers a series of new and expanded services, most notably the installation, service and maintenance of ultrapure water systems.

Since 2001, UltraFiltronics has been serving the needs of all major biotech and pharmaceutical companies in the Greater

Boston area and this acquisition gives the firm the resources necessary to continue its impressive growth. Additionally, new and existing customers of UltraFiltronics will benefit from Wilkinson's approach to customer service, such as fast response time, highly skilled technicians, comprehensive service department and a dynamic leadership team.

"UltraFiltronics has proven itself to be a leader in all aspects of ultrapure water systems," said Geoff Wilkinson, Jr., President of The Wilkinson Companies. "Their staff has a wealth of knowledge and experience in this critical field and has successfully grown to (cont'd on page 2)



### FROM THE PRESIDENT

Greetings,  
I sincerely hope you and your families had a great summer and are looking forward to what is already a beautiful start to the fall. At GTW, Inc. we have kicked it into high gear with the seasonal rush to get everyone's heating system running at optimal efficiency. We are also

continuously installing upgraded high efficiency heating and hot water systems to ensure you save the most. In addition, our mobile boilers continue to come and go out of our facility to ensure that our customers do not experience any critical loss of steam and/or hot water. I'm extremely excited to take this opportunity to announce

the latest "family member" at The Wilkinson Companies: UltraFiltronics, Inc. Established in 2001, Randolph-based UltraFiltronics, Inc. provides critical ultra-pure water for the pharmaceutical, biotech and higher education industries. UF boasts a first class staff of highly experienced engineers (cont'd on page 2)

# THE BUZZ ON BURNERS: SMART SOLUTIONS FROM WILKINSON & POWER FLAME



*Did you know that GT Wilkinson, Inc. is the exclusive representative of Power Flame for eastern Massachusetts, New Hampshire and Maine?*

Power Flame Inc. is an innovative and forward thinking force in the commercial/industrial combustion equipment industry. They manufacture gas, oil, combination gas/oil, low NOx burners and combustion control systems. Designed for Commercial,

Industrial and Process Applications, each one of their products share environmentally conscious designs and are crafted from quality materials by their expert staff of dedicated professionals. Recently acquired by Astec Industries, Power Flame represents a significant percentage of the United States market share.

Power Flame offers a complete line of burner systems and accessories

with capabilities that range from light commercial use to heavy industrial operations. Wilkinson can properly size any existing fire tube, water tube or cast iron boiler with a new burner.

Installations of all power burners are accompanied by the high-efficiency, linkageless Autoflame™ Combustion Management System unless otherwise specified. Burner options include the following:

- Low NOx
- Oil No. 2, No. 4, No. 6
- Gas, Natural and Propane
- Air, Pressure, Steam Atomized
- Combination Gas/Oil
- Register Type Forced Draft

*Pictured in photo L-R: Dave Casoli, Wilkinson Companies Purchasing Manager; Louisa Wiener, Former Owner of Power Flame; Geoff Wilkinson, Sr., Wilkinson Companies CEO; Bob Rizza, Power Flame Vice President of Sales & Marketing; and Bill Wiener, Former Owner of Power Flame*



(cont'd from p. 1 / Making A Splash)  
provide unparalleled services to a vital sector of the New England economy. I look forward to our continued expansion while building on the high level of dedication and service that our customers have come to expect."

"This is an important next step for UltraFiltrionics as we look to grow our reach within the region as well as add new resources to better support our customers and partners," said Gene Dennen, Founder of UltraFiltrionics, LTD.

"The companies we work with develop and manufacture some of the most important pharmaceutical products in the world and this strategic acquisition will ensure that we have the resources and workforce necessary to help them in their meaningful work."

Sales and Operations Manager, Phil Michel, joined UltraFiltrionics in July. He said, "Joining UltraFiltrionics was an amazing opportunity to be a part of a company that is top in its industry, purchased by a company that is also

top in its industry. It was a no-brainer. The service guys are the best in their field and this will help make UltraFiltrionics even more successful and more competitive. We have big plans for the future." ■



(cont'd from p. 1 / Letter from President)  
and service technicians ensuring ultra-pure water for a variety of organizational needs. In addition, our extremely knowledgeable staff will work with you to customize a central system to assist in meeting all of your facility needs. Whether it's directly for your organization or for a tenant, we have a plan in place.

UltraFiltrionics, Inc. performs system sanitizations, carbon rebeds, RODI, mixed beds, resin replacements, as well as the installation of Sartorius point of use lab units. Technicians can also upgrade outdated RO and RODI skids

as well as water softer systems for in house systems and equipment. In addition, UltraFiltrionics can design new systems for various applications. We are incredibly thrilled by the acquisition and hope that you will consider UltraFiltrionics, Inc. for any of your high purity needs.

This edition of Pipeline also allows us to catch up on some excellent customer stories, including Chris Lee of Industrial Burner Systems and the installation of two Easco job-built boilers. Also, Northeastern Mechanical who rented a couple of hot water mobiles to ensure Boston College provided continuous hot

water during the summer. Finally, we have a reminder on Power Flame burner's full line of offerings. GTW, Inc. has been extremely fortunate to have been named in the top five in sales for seven years running. This is a major tip of the cap to all of our Wilkinson associates and customers!

I wish you all the best and if you are ever in the area, please swing by the offices and say hello.

Geoff Wilkinson, Jr.  
President



Wilkinson's highly qualified service technicians are available for maintenance and can perform Power Flame burner troubleshooting, regardless of control system.

Wilkinson recently received a Power Flame Sales Achievement Award acknowledging our position in the top 5 for worldwide sales – 7 consecutive years and counting! 🔥

*"We have had a strong partnership with GT Wilkinson in New England, offering the best in equipment and services to our valued customers. We expect the partnership to get stronger under the new Astec Industries ownership of Power Flame."*

*~ Bob Rizza, Vice President of Sales & Marketing, Power Flame*

## MOBILE BOILERS KEEP THE WATER WARM AT LOCAL COLLEGE

When Northeastern Mechanical needed to keep domestic hot water boilers at two Boston College buildings running over the summer, they contacted Wilkinson's mobile boiler Fleet Manager, Dave Roche.

Northeastern Mechanical was replacing boilers for two dormitories, however they needed to keep hot water running



for students attending summer camps. Wilkinson provided two mobile boilers to run domestic hot water for 2.5 months.

Mike Michaud, Field Supervisor for Northeastern Mechanical said, "It was an easy process to hook up the trailers and everything ran well. The trailers were quiet – a lot quieter than I thought they would be. Working with Dave Roche was great. I contacted him on short notice and he got everything right out to me. Everyone was great, right down to the guy driving the truck. One of the trailers needed to hook up in a difficult spot but everything went smoothly. It was a good experience all around."

(continued on back)

*FAMILY BUSINESSES  
COLLABORATE TO OFFER*

# SUPERIOR SERVICE

*Long-time business associate, Chris Lee from Industrial Burner Systems in Quincy, MA, recently turned to Wilkinson to assist with a boiler replacement project.*

Chris was looking to replace cast iron sectional boilers in a building and he needed a more flexible option that would produce a significant amount of steam.

Chris said, "The building was running on steam and needed to remain that way. We were looking for large boilers that would produce a lot of steam. There were really no good options with cast iron boilers. Because the installation would happen in a building that was already complete, I needed the boilers to be assembled on-site. I worked with Al Bishop (Vice President of Sales at Wilkinson) and decided to go with Easco steel fire

tube boilers from Wilkinson."

A fire tube boiler is typically pre-assembled and delivered in one piece. As a result, the boilers are very heavy and difficult to maneuver into place. Easco offers a solution with boilers that are built on-site. Their highly skilled technicians bring the parts and erect the boiler at the job location. This is more cost effective and the easy installation makes it a desirable option for replacing existing boilers. In addition, Easco's delivery times are substantially faster than larger boiler manufacturers. Industrial Burner has purchased 4 of these boilers from Wilkinson over the past 2 years, with plans to install more.

Easco Boiler Corp. is a division of A.L. Eastmond & Sons Corp. FST Series boilers are manufactured for use in low-pressure steam or hot-water

applications. This allows for efficient operation and low cost maintenance. "The FST series boilers are a significant upgrade as far as efficiency and far easier for technicians to install," said Al Bishop.

Wilkinson and Industrial Burner Systems have been working on projects together for almost 50 years. Bill Lee, founder of Industrial Burner, started out in the industry at the same time as Wilkinson founder, George T. Wilkinson and the two companies have collaborated ever since. Like Wilkinson, Industrial Burner is a family business, committed to high quality service.



# EXCEPTIONAL TEAMWORK

## LEADS TO HAPPY CUSTOMERS

Wilkinson Mobile Boilers, Inc. recently installed a mobile boiler at MIT – Lincoln Labs and the process went extremely well. Technician Fred Perry was on the job to make sure the startup process was seamless.



*"I just wanted to say thank you. Everything went as smooth as pie and the boiler looks great. Please pass along to your temp boiler group that your boiler was in the best condition of a temp boiler I have seen in all my 20+ years in mechanical. Great job!" ~ Ron Beaulieu, MIT – Lincoln Labs*

*"The goal of WMBI is to provide safe, reliable, clean and attractive units for our customers. Great job by Fred on startup. Thank you to the WMBI team for ensuring that we are New England's first choice in renting a mobile boiler." ~ Geoff Wilkinson, Jr.*

(cont'd from p. 3 / ...Local College)  
Northeastern Mechanical is an HVAC contracting company. Their technicians are factory trained to perform service and maintenance work on boilers, burners, pumps, motors, chillers, specialized equipment, control systems and HVAC equipment.

Wilkinson has the largest fleet of mobile boilers in New England. Whether you need a mobile boiler for a few days, months or more, Wilkinson Mobile Boilers, Inc. will provide emergency steam and/or hot water as quickly as possible. ■

### SEE WHAT'S HAPPENING ON OUR SOCIAL MEDIA SITES!

The Wilkinson Companies    @thewilkinsoncompanies  
 @tweet\_on\_heat                      the\_wilkinson\_companies

You can also keep up with exciting industry and company news on our blog, *The Heat Exchange*. [blog.gtwilkinson.com](http://blog.gtwilkinson.com)



## WILKINSON TRIVIA

Answer this edition's trivia question correctly, and receive a Wilkinson T-Shirt!

**Q.** THE WILKINSON COMPANIES RECENTLY HAD THE OPPORTUNITY TO ASSIST IN COMPLETING ANOTHER BARGE LAUNCH WITH SENESCO MARINE. HOW MUCH STEAM PRESSURE WAS NEEDED TO MOVE THE OIL BARGE DOWN THE DOCK?

**A.** To find the answer, visit [gtwilkinson.com/customers](http://gtwilkinson.com/customers) and watch the video *Senesco Marine*.

24/7 Emergency Hotline 800.777.1629 / [gtwilkinson.com](http://gtwilkinson.com)



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