

FALL 2015

Pipeline

MOBILE BOILER SHIPS TO SENESCO MARINE



This is a 350hp high pressure steam mobile boiler and it is being tested and ready for transport

A commitment to on-time delivery, unmatched quality, and workmanship provided by highly skilled employees. These are the standards that define Senesco Marine LLC. And, not coincidentally, these are also the standards that define The Wilkinson Companies.

Senesco Marine LLC is the premier Northeast builder of double-hulled barges, tugboats, and other vessels, and is also a leading provider of repair work and dry dock services. When Senesco had an urgent need for a mobile boiler, The Wilkinson Companies was ready to take immediate action, delivering a mobile on-site to allow Senesco to proceed with their important operations.

"Senesco Marine required a 350 HP mobile steam boiler rated at 250 psi to provide steam to energize a steam winch. The steam winch was being used to launch a large barge that was newly built for a customer of Senesco Marine. Wilkinson provided the mobile boiler, hooked up to the

existing system, and operated the boiler. The project only lasted a couple days but the entire process was flawless." - Peter Thomopoulos, Service Technician

"I would like to take a moment and offer you some feedback on our latest rental experience with The Wilkinson Companies. The scheduling was timely. The equipment showed up when required and in good, ready to use condition. The technician was a capable individual able to prepare and operate boiler without any issues. He was also was prompt and here as required at odd hours of the night. Overall we had a pleasant rental experience and look forward to doing business with you in the future." - Joe Almeida, Senesco Marine Facilities Manager 🔥



FROM THE PRESIDENT Thank you for taking a few moments to read the latest edition of our Pipeline newsletter. Our fall season—like yours—has been extremely busy. Our service department has been hustling to get systems cleaned and back on line. And our Installation teams are completing the summer time boiler room overhauls. Not only will our customers be ready for the cold weather, they'll also be ready to greet the winter with a new high efficiency system that will bring them new savings. They'll start to see a return on their investment as soon as the temps start to drop and the flakes start to fly.



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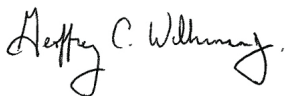
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This newsletter features great stories about our valued customers, as well as a piece on safety. Safety is a paramount issue with GT Wilkinson. At the job site, at our office, or even at home on the weekends, we believe that a constant awareness of safety is the best practice for everyone. It will always be a priority for us, and as we look to the future, we will constantly looking at new ways that we can remain safe.

We're proud to feature a story on the Alden Elementary School, located in Duxbury, MA. The school suffered an abrupt failure of their domestic hot water system right before the kids came back from the summer. We installed a new Intellihot i1000 high efficiency condensing water heater. Intellihot manufactures hot water heaters that are absolute 'game changers' in the industry with their efficiencies and self-descaling ability. These units are perfect applications for cities and towns with hard water. We've also got a great little piece on Senseco Marine located in Rhode Island. This was a very unique and interesting cool job for Wilkinson Mobile Boilers, Inc, showing us that there are many different uses for steam.

Finally, we are fortunate in that George T. Wilkinson, Inc. and Wilkinson Mobile Boilers, Inc. are firing on all cylinders, ensuring all customer's needs are addressed as quickly as possible. Thank you to our associates for their continuous hard work and thank you to our customers for your faith and trust in us. On behalf of everyone at The Wilkinson Companies we wish everyone a safe and happy holiday season.

Thank you,



Geoff Wilkinson, Jr.
President

SAFETY:

AN IMPORTANT PART OF OUR TRAINING AND OUR DAILY ROUTINES.



Over the last few years, The Wilkinson Companies have been making a concerted effort to ensure that all associates and vendors are utilizing the utmost safety precautions during the daily routine.

On the job or at home, it's imperative that you and others around you remain safe. Whether you're using equipment on the job, or a leaf blower at home, you must always think twice and protect yourself from any possible injuries. Our internal safety committee is focused on discussing all safety issues—now and in the future. The group meets once a month to address associate safety, and certify that the GT Wilkinson is proactive in addressing any potential needs. While we recognize that risks can never be 100% mitigated, it is our duty to put forth the greatest efforts to prevent accidents by continuous training and discussion.

The safety committee has implemented many policies

including:

- Toolbox talks
- New employee safety orientation
- Employee safety manual
- OSHA 30 Hour training
- Job site hazard assessment forms
- Personal carbon monoxide detection devices that are worn on company uniforms
- Upgrade of Personal Protective Equipment (PPE)
- Using a third party safety consultant to visit jobs on our behalf and report their findings
- Vendor safety requirements

As a result of everyone's tremendous efforts we are excited to state that last fiscal year had zero lost time reported. This is a major step in the right direction. Each field associate was given a gift card as a result. Let's keep it up! 🏆

SAFETY STATISTICS

According to the National Board of Pressure Vessels, over the past ten years inspectors have performed six million pressure equipment inspections in North America. Of that total, there were more than 556,000 violations, or more than 556,000 potential accidents that were prevented: almost one out of every ten pieces of equipment inspected.



According to an October 2015 news release from the US Department of Labor, "in 2014 there were nearly 3 million workplace injuries and illnesses reported or roughly 3.2 cases per 100 full time employees. Private industry employers reported nearly 54,000 fewer nonfatal injury and illness cases in 2014 compared to a year earlier." The good news is that for the last 12 years the pattern continues to decline.

BOILER FAILURE SOLVED AT INTERPOLYMER

Interpolymer produces cutting edge polymers for use in a wide variety of Surface Care, Consumer Specialty and Industrial Specialty markets. Their Surface Care polymers improve the appearance, cleaning ability, protective characteristics and overall cost of Floor Care, Carpet Care and Automotive products. Interpolymer Consumer Specialties polymers are designed for both Personal Care as well as Household markets, and their Industrial Specialties Polymers enjoy wide acceptance in a variety of coating, sealing and treatment applications.

"We have a 23 year old York Shipley boiler that is used for process. It was a Thursday that two of the tubes in the boiler failed causing the system to shut down. I called The Wilkinson Companies around noontime to let them know about my emergency. Wilkinson was able to send a technician to our site to assess the boiler. The technician was diverted from another job where they did not have an emergency to tend to our needs. Within 24 hours of my initial call to Wilkinson, they had the boiler retubed and running. I could not be more pleased with the responsiveness and care that The Wilkinson Companies provided me with."

Steven J. Para, Facilities Engineer –
Interpolymer Corporation, Canton, MA



Photo from www.duxbury.k12.ma.us

BRAND NEW LOOK.

SAME COMMITMENT TO QUALITY.

The Wilkinson Companies are proud to share our website's fresh new look. GTWilkinson.com allows our customers, prospective customers, business partners and visitors an easier navigation through our website, along with one-stop access to all our divisions.



Wilkinson Mobile Boilers has its own individual tab where you can find everything you need to know about Wilkinson Mobile Boilers, Inc. Our Mobile Boiler tab outlines what the typical boiler unit entails as well as the basic configurations of our mobile fleet.

We have also created our new 'Customers' tab that features our Boiler Room Insider videos. These videos are a very important aspect of our company and we take great pride in giving our customers the best service and the best solutions possible. Our Boiler Room Insider also allows potential customers to hear and see first-hand from existing customers on their experience with the Wilkinson Companies.

At gtwilkinson.com, you can find information on our service. You can learn about renting a mobile boiler for a scheduled shut down. Or you can see what the finished product of a burner retrofit looks like. Another new feature is our live Twitter feed where you can see our tweets in real time.

Finally, our newest addition to the company's new site is our blog, The Heat Exchange! We created the blog as a way to help our customers, vendors, and friends stay informed and up to date with the latest news about the commercial/industrial boiler, burner, control as well as the mobile boiler industry. The Heat Exchange will also offer a variety of helpful industry talking points as well as an insight to current trends. 🔥

DUXBURY ALDEN SCHOOL GETS FIRED UP WITH INTELLIHOT

It was early August, and the Alden Elementary School in Duxbury MA was set to open in 3 weeks. But there was a big problem: The hot water storage tank was leaking. Running out of answers, and running out of time, the call was made to GT Wilkinson.

Right way, we knew that we were facing a two-part challenge. The school needed an energy efficient tank. What's more, it also had to be up and running in less than 3 weeks. The solution for all of this? The Intellihot i1000. As GT

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(Duxbury Alden School / continued from p. 3)

Wilkinson continually maintains its expertise with the most innovative technology on the market, we understand the full potential of cutting-edge solutions such as the Intellihot i1000. This condensing tankless domestic hot water heater has four 250MBH 'engines' that produce hot water on demand, so no storage tank is required. What's more, the installation of the Intellihot i100 is simple process, weighing less than 600 pounds, and fitting through a standard 32" wide door. This presented an ideal solution for the Alden school—especially for their kitchen area. In the past, the kitchen needed to run 140F hot water for a period of time, due to rust colored water that was caused by excess sediment in the tank. In fact, the poor design of this existing tank can often result in safety issues, leading to Legionella. Fortunately, this is not a worry anymore. The use of tankless water heating from Intellihot 100% eliminates any potential of Legionella, and the four engines of this new high technology design are self-cleaning and self-de-scaling.

Brian Cherry, the Director of Facilities for the Town of Duxbury, says the Alden School now has all the hot water it needs. Plus, the 140F water to the kitchen is instant and

clean with zero sediment. He also indicated the ease of access to work on the hot water generating engines when required.

At GT Wilkinson, we take great pride in providing ideal solutions to professionals like Brian Cherry. And we also take great pride in providing towns like Duxbury with smart, durable solutions that will positively impact their bottom line. In fact, with 90% combustion efficiency, Duxbury now has a unit that is 40% more efficient than a previous unit. And the town will have the benefits of a 33:1 turndown ratio, among the best in the industry. Above all, the town will reap the benefits of new technology now and into the future, saving substantial dollars that can be re-invested back into the classrooms. 🔥



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WILKINSON TRIVIA

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

Q. WHY DID THE REHAB CENTER REQUIRE AN EMERGENCY MOBILE BOILER?

A. To find out the answer you need to check out the North End Mobile video on www.boilerroominsider.com
Email your answer to Beth at bcapobianchi@gtwilkinson.com.

24/7 Emergency Hotline 800.777.1629 / gtwilkinson.com



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