

# Pipeline

FALL 2017

## MOBILE BOILER KEEPS SCHOOL IN SESSION



Last spring, Wilkinson received a call from longtime service customer Raynham Middle School in Raynham, MA. The school did not have hot water, so we dispatched a service technician out immediately.

*"In the early spring, one of my school buildings suffered a major loss when two 500-gallon hot water tanks simultaneously failed. In this industry, having hot water is essential. After making one phone call to Wilkinson a plan was in place to assure school operations would not be impacted. That day an impressive mobile boiler unit was installed and options were presented for a long term solution. Wilkinson continues to be a reliable heating company that produces quality work that I can constantly rely on."*

*~ Paul Fox Jr., Director of Facilities, Bridgewater-Raynham Regional School District*

*"We arrived that day and got the school back online right away. With hot water restored, the school was able to stay open and classes went on as usual. We are looking forward to continuing our long-term relationship with Bridgewater-Raynham schools."*

*~ Al Bishop, Vice President of Sales, The Wilkinson Companies*

Long term plans for the middle school include the installation of a high efficiency Intellihot unit (750,000 BTUs), as well as a continuous maintenance plan.



**FROM THE PRESIDENT** Summer is well behind us and the last quarter of 2017 is here. I can't get over how fast the time moves. Sure it's an overly stated sentence, however it's so true! As a child growing up it never seemed to move fast enough whereas I feel at the opposite end of the spectrum as an adult. Time moves so fast and there's never enough of it.



I've previously written here that technologies come and go through these years but one thing that always remains consistent is the need for superior service. Responding to a customer's needs in a timely

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manner is super critical to all of us. We are all consumers and have a specific expectation for services whether it's getting your clothing dry cleaned, repairing a condensing boiler or fixing your reverse osmosis system. At The Wilkinson Companies, we take our service very seriously and hope that you always have the utmost satisfaction. If not, I would always be happy to speak with you and learn why.

This edition of our Pipeline newsletter features some great stories about emergency services with a couple of our mobile boilers. A school in the Bridgewater-Raynham Public Schools district needed a temporary domestic hot water boiler due to a failure and then local utility, Eversource, needed a mobile boiler for an entirely different and unique reason. We've had some diverse requests over the years but this was definitely a new one!

In addition, we visit with a great customer, Marshfield Public Schools, who put their trust in GTW, Inc. to install a new high efficiency heating and hot water plant. This was truly a job well done by the Wilkinson team and the boiler room looks like a showroom.

Thanks for reading this edition and if ever have any questions, comments or any feedback about Pipeline then please let us know. Wishing you a very successful finish in 2017.

Very Truly Yours,

*Geoff C. Wilkinson, Jr.*

Geoff Wilkinson, Jr.  
President



## TEMP BOILER BRINGS HEAT SOURCE TO EVERSOURCE

*When Eversource needed to replace an existing boiler, Wilkinson was on the job with a mobile boiler to keep business running as usual.*

### EVERSOURCE

**Sean Berthiaume, Project Engineer, Gas Engineering for Eversource Energy** explained that the mobile unit was needed at one of their gate stations that supplies gas to Worcester, MA. As Eversource receives natural gas from the transmission company, they regulate the pressure down and supply their distribution systems. When natural gas pressure is regulated, a corresponding loss of gas temperature occurs. To prevent gas temperatures below freezing,

industry standard is to pre-heat the gas before it is regulated. "At this particular gate station, the existing boiler required replacement, however gas flow through the station was required to remain operational. Wilkinson's 2092 MBH mobile boiler was a perfect solution to allow the station to remain in service. The mobile boiler met our needs for capacity and physical size and allowed for ease of installation and standalone operation. Eversource was able to isolate our existing boiler and connect the mobile boiler to our existing system allowing heating operations to remain with limited downtime. This project was the first time Eversource used a Wilkinson temporary boiler, but I'm sure it will not be the last."

## FRAGILE FOOTPRINTS GOLF TOURNAMENT

September 10, 2017 marked the 9th annual golf classic to benefit Fragile Footprints. Geoff Wilkinson, Jr., along with his wife Lindsay, were among the co-chairs for the event. The tournament was located at Indian Pond Country Club in Kingston, MA, and had 120 players. Fragile Footprints, part of the Pediatric Palliative Care Program at Beth Israel Deaconess Plymouth and Cranberry Hospice, "is focused on enhancing the quality of life for the child and family, minimizing

suffering, optimizing function, and providing opportunities for personal and spiritual growth."



Friends of Fragile Footprints

## MARSHFIELD MIDDLE SCHOOL UPGRADES BOILER ROOM

*With 3 boilers and 2 water heaters on the decline, the Facilities Director at Furnace Brook Middle School in Marshfield, MA knew it was time for a change. The school district turned to The Wilkinson Companies to guide them through a boiler room overhaul.*

The first step was to replace 3 older, failing Burnham V11 cast iron boilers. The upgrade included 6 new RBI Flexcore modulating, condensing boilers. RBI offers customers a boiler with up to 99% maximum efficiency. FlexCore Symmetrical Firetube boilers are manufactured to provide a high level of operating efficiency. The boiler's temperature balanced heat exchanger was engineered with a focus on efficiency and durability.

Wilkinson also replaced 2 failing PVI water heaters. The school selected 2 state-of-the-art Intellihot water heaters as their replacement. Intellihot also offers customers advanced technology with a focus on saving space, saving energy and preventing downtime.

After a fresh coat of paint, the boiler room was ready for the school year. "The project came out really nice and the room looks great. Senior Installation Technician Chris Celino and Tom Kosman did a wonderful job laying the boiler room out and executing the piping."

**~ Mike Snee, Installation Project Manager, George T. Wilkinson, Inc.**

*"We have been really pleased with Wilkinson. The equipment used was above and beyond competitors. These 6 boilers work tremendous and it's been a huge improvement in the building. The building has a whole new life as far as heating and hot water. I'm no longer up at night wondering if the heaters will fail and the building will freeze. The team at Wilkinson showed a lot of caring and they're great craftsmen."*

**~ Andrew Bunten, Head Custodian, Furnace Brook Middle School**

Below: Two Intellihot IQ 1001's



## SCENES FROM SOCIAL MEDIA

Follow Us!

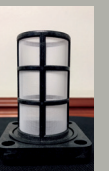
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PVI coil replacement at the West End Apartments #Boston #OntheJob



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Can you #NameThatPart? The first person to comment with the correct answer will be announced later this week on The Heat Exchange <http://blog.gtwilkinson.com>



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Get to know Dave Roche, General Manager, Wilkinson Mobile Boilers, Inc.

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Temporary domestic hot water mobile boiler at a customer site while new domestic hot water system is installed.





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## HAVE YOU BEEN PLAYING NAME THAT PART ON OUR SOCIAL MEDIA SITES?

Follow us to play the next round... coming soon!



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## WILKINSON TRIVIA

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

**Q.** HOW DID YOU PREPARE FOR HEATING SEASON? NAME 2 TIPS DISCUSSED BY OUR SERVICE TECHNICIANS IN THE VIDEO IN OUR BLOG POST HERE COMES HEATING SEASON.

**A.** To find the answer visit The Heat Exchange blog. Email your answer to Beth at [bcapobianchi@gtwilkinson.com](mailto:bcapobianchi@gtwilkinson.com).

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



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