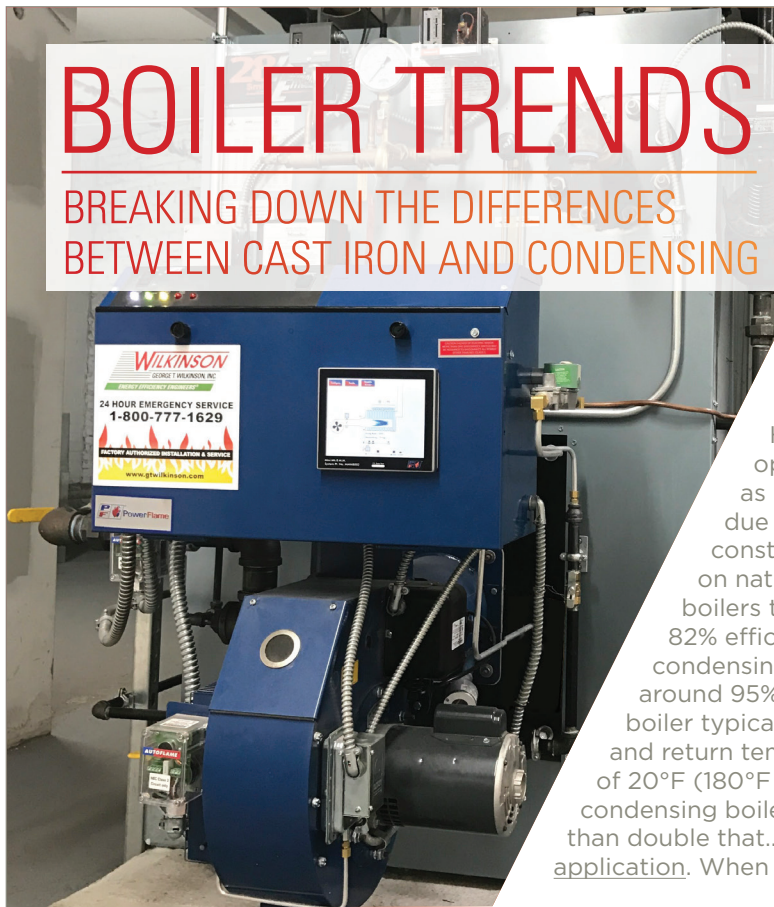


Pipeline

FALL 2018

BOILER TRENDS

BREAKING DOWN THE DIFFERENCES
BETWEEN CAST IRON AND CONDENSING



Reliability. Safety. Cost-Effectiveness. There are many features to take into consideration when choosing the right boiler for your facility. But when the choice comes down to efficiency, longevity as well as the appropriate application, what do you do? Let's look at the differences between condensing hot water boilers and cast iron hot water boilers.

Cast iron boilers have been around for over a century. If properly maintained, they are tried and true. However, they cannot operate at efficiencies as high as its counterpart due to heat exchanger construction. While firing on natural gas, cast iron boilers typically operate in the 82% efficiency range whereas condensing boilers can operate at around 95% efficiency. A cast iron boiler typically will have a supply and return temperature differential of 20°F (180°F - 160°F) whereas a condensing boiler can sometimes more than double that... in the appropriate application. When the supply/return

differential is substantial (feeding building fan coil units, heat pumps, etc.) then the condensing boiler option can be quite attractive. If it's simply feeding warm temperature building loops, then the efficiencies will never be achieved by a condensing boiler due to the minimal supply/return differential. Thus a cast iron unit would render good efficiency as well as significant longevity.

Trends are showing that condensing boilers are currently the popular choice because they are so efficient. Condensing boilers can lower your energy bill and they also produce less emissions than other boiler styles. That said, cast iron boilers are

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FROM THE PRESIDENT Fall has officially arrived and by now I'm sure you've already tested out that heating system, whether it's at home or your office. There's no escaping the cold if you live in the northeast and that was ever-present during last year's winter months. We all experienced frigid temperatures along with multiple winter storms that knocked out power and cancelled school days, so let's hope we are not in for a repeat. Regardless, we've got you covered 24/7 with whatever emergency you may experience.

This edition of Pipeline features a bunch of great stories that we are excited to share. One story was actually featured in our blog The Heat Exchange. Due to its importance, I felt that publishing it in this edition of Pipeline was worthy. Cast iron hot water boiler or condensing boiler?

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Two completely different types of boilers, however they both serve specific needs and requirements. Please take a moment and read up and ask yourself what type of boiler system would be most beneficial for your facility. Cast iron boilers continue to serve a great purpose when appropriate engineering specifics are in line. Certainly condensing boilers can be very energy efficient and warrant incentives from natural gas utilities. I'd love to know what you think!

We also feature a story about long-time customer, FUJIFILM Recording Media who has trusted our expertise and guidance throughout their steam plant. They are a great customer and we are incredibly thankful for what they allow us to do.

We also feature a follow up story on the private school, the Groton School, located in Groton, MA. In the summer of 2009 we completed the installation of one Limpsfield burner on their two year old Cleaver Brooks LE boiler. We're most appreciative of them allowing us to check back in to see how things have been operating.

Our final story features the customer Nantucket Island Resorts, located in the beautiful Massachusetts island town of Nantucket. During the summer months, the population grows to roughly 50,000 people thus Nantucket Island Resorts are in massive demand. They have the same needs that align with all major hotels except that these are on an island. We thank Manager Nathan Malloy for his trust in what we do!

Finally, thank you to Laura Young, Duy Le and Stephen Mowles for their years of service in making us the "go to" high efficiency heating organization in the northeast. It's associates like Laura, Duy and Stephen who set the bar high in what they do and I'm lucky and proud to have them on our team.

Very Warm Regards,

Geoff C. Wilkinson

Geoff Wilkinson, Jr.
President

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proven to have a longer life span than condensing boilers. The biggest problem with cast iron boilers is cracking and leaking due to low return water temperatures. A cast iron boiler needs at minimum 140° return water temperature. These boilers also resist corrosion and when fitted with the proper burner and combustion control system, they can be quite efficient as well. Wilkinson can properly size any existing fire tube, water tube or cast iron boiler with a new burner from Power Flame Inc. or Limpsfield. All power burner installations are accompanied by the high-efficiency, linkageless Autoflame™ Combustion Management System unless otherwise specified.

Please remember that regardless of selected option, a maintenance plan should be implemented to ensure longevity and utmost efficiency.

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

We also install numerous manufacturers of condensing boilers. There are pros and cons to all producers of these boilers and we are happy to provide you with our expert analysis based on many years of installations.



UPGRADES PUT WILKINSON ON RECORD FOR FUTURE PLANS



Wilkinson and long-time customer FUJIFILM Recording Media recently teamed up to upgrade the aging components on FUJIFILM's steam system. FUJIFILM Recording Media, located in Bedford, MA, is the US-based manufacturing, marketing and sales operations for Fujifilm professional broadcast video and data tape recording media.

"Working with Al Bishop (Vice President of Sales at Wilkinson) and Mike Snee (Wilkinson's Installation Manager), we developed different options for upgrading and repairing our boiler combustion controls as well as a total replacement of our main condensate/feed tank. Both Al and Mike were very flexible and accommodating in developing a solution that would work within the budget and time frame. They customized aspects of the feed tank to make it the best fit for our current situation, additionally leaving space for future improvements and increased capacity. These completed projects provide us with extended life of our equipment, as well as utility cost

savings. Wilkinson has had years of successful maintenance history at FRMU before I arrived, and it was great to come onboard here and jump into a project that both the team at FRMU and the project team at Wilkinson were excited to complete. Wilkinson continues to be involved with improvements and projects at FRMU and I always look forward to the professionalism, experience and excellent work that they perform."

- Matt Costa, Facilities Supervisor, FUJIFILM Recording Media U.S.A., Inc.

Project highlights:

(2) MK8 Autoflame controls upgraded on (2) 200hp Cleaver Brooks boilers, including VFD's for the blower motors. The feed tank upgrade included a new 316 stainless steel feed tank and (3) Grundfos boiler feed pumps.



EXPERIENCED TECHNICIAN GETS LAUNDRY FACILITY RUNNING



As the Nantucket Island Resorts prepared to open a new laundry facility, they needed experienced technicians to get their boiler room ready to pass the state inspection.

The Nantucket Island Resorts feature some of the island's most impressive hotels, including The Wauwinet, White Elephant, Jared Coffin House, The Cottages, White Elephant Villages, as well as the Nantucket Boat Basin, a full-service marina.

At the beginning of the season, the new laundry facility was preparing to open for operations, but several inadequacies prevented the facility from passing inspection. Wilkinson had previously completed service and preventive maintenance work at some of NIR's hotels and was able to step in at the laundry facility.

"In the past we'd used local technicians who were not as knowledgeable and did not have the proper licenses, so they were restricted in the work they could perform. Wilkinson was very responsive and extremely knowledgeable. Mike, the technician from Wilkinson, came in and got the repairs done as quickly as he could. He was always out here on the first boat of the day and stayed until he was done. He was friendly and professional. Our experience working with Wilkinson has been great and I would recommend them to anyone."

~ Nathan Malloy, Manager of Employee Housing and Laundry, Nantucket Island Resorts

Just as Nantucket's busy season was ready to begin, Mike was able to complete all necessary repairs. With the boiler room up and running, Nantucket Island Resorts passed the state inspection and received their certificate.



GROTON SCHOOL BOILER CONVERSION BRINGS LONG-TERM ENERGY SAVINGS

Several years ago, Groton School turned to the team at Wilkinson to make some changes in their boiler room. Groton School is a boarding school in Groton, MA with a diverse community of almost 400 students in grades 8-12. It has been recognized as one of America's top boarding schools.

The school had a two year old Cleaver Brooks boiler, but wanted to focus more on energy conservation. Wilkinson completed a project to upgrade their boiler with a Limpsfield burner and Autoflame controls.



Groton's Buildings & Grounds team had concerns that this may be a complicated project, and that troubles may arise that required frequent service. This has not been the case at all. The project went well and there have been no issues; the system works great and is saving energy as promised.

"The winter after we completed the boiler upgrade was 5% colder than the previous winter, but the school only had to operate their larger boiler for only 5 days. They used 150hp less than the year before. We installed the entire Limpsfield system with all the bells and whistles and Autoflame controls. Today they're still seeing the energy savings."

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

"While it was a financial investment for the school up front, the boiler is running at top efficiency and the payback has been greater over a shorter period of time. The project was completed in the summer and the boiler room was back online in the fall with no issues. The Wilkinson team met the scheduled deadline and met the budget. Al was fantastic."

~ Tim Dumont, Director, Buildings & Grounds and Al McKie, Supervisor, Groton School



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Our mobile boilers are on the job 24/7. Day or night, we can supply steam, hot water and domestic hot water as soon as possible with minimal downtime for your facility. We have a wide range of high or low pressure boilers, as well as dual fuel options. **Our emergency services are available any time at 800.777.1629.**

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VISIT OUR IN STOCK INVENTORY PAGE @ [GTWILKINSON.COM](http://gtwilkinson.com)

IN STOCK INVENTORY SALES

Did you know? We have a large inventory of boilers and boiler accessories for sale. Our equipment list features:

- Boilers
- Burners
- Draft Controllers
- Pumps
- Steam/Water Heater
- VFD's

The product selection includes Limpsfield, Power Flame, Cleaver Brooks and more. Our inventory list is updated periodically, so please check back to see our latest stock.

info.gtwilkinson.com/inventory-sales

CONGRATULATIONS AND THANK YOU
TO THE FOLLOWING ASSOCIATES
ON THEIR WILKINSON ANNIVERSARY!

LAURA YOUNG 10 YEARS

DUY LE 20 YEARS

STEPHEN MOWLES 30 YEARS

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