

SPRING 2017

Pipeline

HIGH TECH HEATING SAVES ENERGY AT CONDO COMPLEX



The Wilkinson Companies recently completed a project at Bay Square Condos in Cambridge, MA, installing both Intellihot and RBI Flexcore condensing units. "We had a 28 year old system that was using a lot of energy. We decided it needed to be replaced for energy savings. So far the units are working well and we have been very happy."

~ Joe Andrade, Maintenance, Bay Square Condos

"The project was a tight time frame as it was a committed project late summer 2016. GTW and the engineering firm C3, Boston worked closely to meet the owner's requirements of having heat on by the required heating date. The project went flawlessly and it shows that good teamwork will exceed expectations."

*~ Geoff Wilkinson, CEO,
The Wilkinson Companies*

Intellihot Green Technologies Inc., provides the latest technology in commercial on-demand water heaters. Founded in 2009, Intellihot

Green Technologies designs, manufactures and assembles tankless water heaters for residential, commercial and industrial applications.

Highlighting **3 key advantages**, Intellihot helps customers:

- Save space
- Save energy
- Prevent downtime

RBI, a Mestek company, offers customers a boiler with up to 99% maximum efficiency. FlexCore Symmetrical Firetube boilers are breaking ground with their high level of operating efficiency. The boiler's temperature balanced heat exchanger was engineered with a focus on efficiency and durability.



FROM THE PRESIDENT Thank you for picking up this edition of the Pipeline newsletter. April 24, 2017 marks our 66th year in business at GTW, Inc. Ironically enough, that is that same day as Geoff Sr.'s birthday and when my grandfather, George, decided to trade in his car for a pickup truck and go out on his own. 66 years is a great achievement and we are all very proud.



It's amazing how the boiler industry has changed in those many years, from the use of light or heavy oil to natural gas. This obviously isn't a new development, as for the last few years we have seen more and

(cont'd on page 2)

(cont'd from page 1)

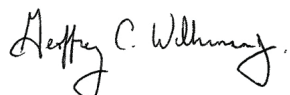
more oil to natural gas conversions. On top of that, we are now continuing to receive more mobile boiler requests with the option of natural gas operation. The great news is that the majority of our fleet is all dual fuel and we are able to accommodate our customer needs. It's funny to see how just a few short years ago these requests weren't exactly common and now it's the very opposite.

This version of Pipeline features a few great stories about some excellent customers, most notably Bay Square Condos, The Park School as well as Northern Burner Supply located in Portland, Maine. In addition, we have a piece on some exciting transitions in our management structure. Longtime associates, Dave Roche and John Sieminski have received well deserved promotions, with Dave becoming our very first General Manager of Wilkinson Mobile Boilers and John becoming Vice President of Service Operations. We also welcome back an old friend, Mike Snee, who is now our Installation Project Manager. These gentlemen are the epitome of hard work and leadership and I'm extremely proud they are on our team!

We also have a little piece about UltraFiltration, Inc. and our social media presence. Like Pipeline, we are going to be offering a semi-annual newsletter highlighting our customers as well as big industry news. UltraFiltration is doing some great things and our team is poised to help all in the pharma, biotech and higher educational world. UF are the ultra-pure water experts in the region.

Finally, I also want to thank our incredibly dedicated staff at Wilkinson for all that they do to ensure they are safe, our customers are safe and that we remain the "go to" organization for service, maintenance, installation and now ultra-pure water. 66 years is exciting and we're looking forward to many more.

Thank you,



Geoff Wilkinson, Jr.
President

FACILITY UPGRADES IMPROVE EFFICIENCY AT LOCAL SCHOOL



The Park School, a Wilkinson service and maintenance customer, recently decided to upgrade their boiler and domestic hot water systems. Located in Brookline, MA, the school is an independent elementary school offering classes from pre-kindergarten through eighth grade.

Wilkinson's Vice President of Sales, Al Bishop, explained the project at The Park School:

"We took out two HB Smith 4500-19 section pork-chop style boilers with fairly new burners on them. Each had an input of approximately 4,000 mbh but the gas company couldn't supply the gas, so they ran one on gas and one on oil when it was cold.

They had a small boiler to make hot water to feed the existing 1,500 gallon large hot water tank. That was a very inefficient method to make hot water and an antiquated design.

We also removed their 15,000 gallon oil tank that was in the middle of the main road where they drop off and pick up the students."

Wilkinson installed three KN20 condensing boilers as well as an Intellihot 1050 condensing hot water heater. To control the domestic hot water temperature, we installed the Armstrong "Brain" mixing valve. The valve is designed to be the primary water temperature controller for domestic hot water systems with continuous recirculation. Its digital technology helps the system maintain a consistent temperature.

"The Park School is very pleased with the work George T. Wilkinson, Inc. performed. They removed and installed a new boiler system and domestic hot water tank without complication, on time and the staff was very efficient and knowledgeable to work with. I would highly recommend working with the Wilkinson team."

~ Jennifer Mullin, Director of Facilities, The Park School



TALENT SEARCH

The Wilkinson Companies took some time this spring to visit local career fairs. We had the opportunity to meet students and alumni at:

- Wentworth Institute Spring COOP + CAREER Fair
- Massachusetts Maritime Academy Spring 2017 Career Fair
- The Peterson School Career Fair



Pictured: UltraFiltration's Sales and Operations Manager, Phil Michel, and Wentworth Institute President, Zorica Pantic

PURCHASING DEPARTMENT PROVIDES PROMPT CUSTOMER SERVICE

When Northern Burner Supply Company needs Power Flame repair parts, they turn to Wilkinson. Like Wilkinson, Northern Burner Supply is family-owned and has been in business for over 55 years. The company is a full service wholesale distributor of heating and electrical supplies, servicing heating and electrical contractors throughout Maine and New Hampshire. The second generation of the Waterhouse family is carrying out their mission to supply the plumbing, heating and HVAC industries with a complete line of parts and supplies.

We recently had the chance to catch up with Steve Metivier from Northern Burner Supply. Steve works closely with Maria McEvoy from Wilkinson's Purchasing department, and Dave Casoli, our Purchasing Manager.

"We have purchased a few Power Flame gas burners for our customers in the past, but mostly we rely on Wilkinson for the Power Flame repair parts. Dave and Maria have done a wonderful job in responding to our parts needs. They have always been prompt in getting back to me with pricing and availability. When parts need to ship next day air they always make sure it gets done correctly. Both Dave and Maria help me look good to my customers by getting the correct part shipped in a timely manner. I have found over the last ten years of doing most of the purchasing for Northern Burner Supply that there are companies that understand customer service and there are companies that don't! George T. Wilkinson definitely understands how to take care of their customers."

~ Steve Metivier, Northern Burner Supply Co.

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 Power Flame burner.



IN THE NEWS

We are excited to announce some recent staff updates!

Effective January 1, 2017, **John Sieminski**, formerly Service Operations Manager, became Vice President of Service Operations. John has been with Wilkinson since 1986. The Service department has trained experts that are ready to service and maintain a variety of systems, and offers 24/7 emergency service. John will focus on the department's commitment to excellence in service and maintenance operations.



On January 30, Installation Supervisor, **Dave Roche** became the first General Manager of Wilkinson Mobile Boilers, Inc. Dave joined Wilkinson in 1987. Since Wilkinson's acquisition



of Acme Boiler Rentals in December 2014, Wilkinson Mobile Boilers has continued to grow and has the largest fleet of mobile boilers in New England. Dave will continue to develop the mobile boiler business and ensure the equipment is safe and reliable.

Effective January 30, former Wilkinson installation technician, **Mike Snee**, returned to the company as Installation Project Manager. He will ensure that the Installation team is equipped with what they need to perform installations with minimal interruption. He will also work with the office to make sure jobs are on budget, and that purchasing and deliveries are in line with project deadlines.



UltraFiltrionics

A Wilkinson Company

UltraFiltrionics, a Wilkinson company, is expanding our presence online and in print!

Our upcoming newsletter will be published for the first time this summer. Like Wilkinson's Pipeline newsletter, it will be available twice a year.

You can also follow UltraFiltrionics on

- Twitter @UltraFiltrionics,
- Facebook @ultrafiltrionics and on
- LinkedIn www.linkedin.com/company/ultrafiltrionics-inc./

Located in Randolph, MA, UltraFiltrionics is the leading provider of ultrapure water systems for the higher education, biotechnology and pharmaceutical industries
www.ultrafiltrionics.com



INVENTORY SALES

We have a large inventory of boilers and boiler accessories for sale. Our product list is updated periodically, so visit info.gtwilkinson.com/inventory-sales to see our latest stock.

Boilers

Cleaver Brooks Boiler 50hp, 30psi shell, gas/oil
Cleaver Brooks Boiler 30hp, 15psi steam, gas only
Cleaver Brooks Boiler 60hp, 150psi steam, gas only
Cleaver Brooks Boiler 125hp, 60psi shell, hot water, gas/oil
Cleaver Brooks Boiler 100hp, 30psi shell, hot water, oil only
Cleaver Brooks Boiler 125hp, 60psi shell, hot water, oil only
RBI model SB300 boiler

Burners

Limpsfield model LCN21/36 gas burners
Limpsfield LCNP73/88 gas burner
Power Flame model CR2-G-20B gas burner w/ Autoflame Mini Mk7 combustion controls, 4.0" w.c., 230-1, MOD ODP operation, ventless gas train

Power Flame model C3-G-25B gas burner, 5.7" w.c., 208-3, MOD ODP operation

Draft Controllers

Cleveland draft controller model 94606 C07720C0-4121-001
Cleveland linear type LF actuator model 946069141-0-1-0-1-A-8

Air Handling Units

(2) Carrier 39MJ1521S2-951F8-4 air handler unit w/heating coils

Steam/Water Heater

Aerco B+03EC-1.25 steam to water heater

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

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



- Twitter @tweet_on_heat
- Facebook @thewilkinsoncompanies
- LinkedIn linkedin.com/company/the-wilkinson-companies
- Instagram the_wilkinson_companies



WILKINSON TRIVIA

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

Q. WHAT ARE THE SAFETY MEASURES WILKINSON PUT IN PLACE TO PROMOTE SAFETY IN THE BOILER ROOM?

A. To find the answer, read Safety First! Tips to Play It Safe in the Boiler Room on our blog, The Heat Exchange. Email your answer to Beth at bcapobianchi@gtwilkinson.com.

24/7 Emergency Hotline 800.777.1629 / gtwilkinson.com



405 V.F.W. Drive / Rockland / MA / 02370



Presorted
Standard
U.S. Postage
PAID
No. Reading, MA
Permit No. 7500