



BEHIND THE SCENES @ WILKINSON MOBILE BOILERS, INC.

If you've had one of Wilkinson's mobile boilers pull up to your facility, you already know how quickly we can connect this portable heating system and have it online. But what you may not know is all the work that happens behind the scenes to get it prepped and ready.

Did you know? Wilkinson Mobile Boilers, Inc. built a mobile boiler test station at our headquarters in Rockland, MA. We now test fire every mobile boiler before it goes out to set it up for the site's specific conditions. We have a full staff of licensed and trained installation technicians who are constantly working on and upgrading our mobile boiler fleet to ensure they are safe and reliable.

We follow these steps before sending one of our mobile boilers to your door:

- Clean the water sides
- Clean the fire sides
- Complete a fire test
- Run an efficiency test
- Perform a hydrostatic test

With the largest fleet of mobile boilers in New England, we are committed to providing you with emergency steam, hot water and domestic hot water as quickly as possible. We focus on minimal downtime for your facility with the help of our 24/7 emergency hotline. We have a wide range of high and low-pressure boilers as well as dual fuel options. Our boilers are ready when you need them!

WHY SHOULD YOU RENT A MOBILE BOILER FROM WILKINSON MOBILE BOILERS, INC.?

**MINIMAL DOWNTIME**

GET EMERGENCY STEAM, HOT WATER AND DOMESTIC HOT WATER ASAP

**SELF-CONTAINED BOILERS**

PORTABLE BOILERS OPERATE ENTIRELY FROM TRAILER

**EFFICIENCY**

AUTOFLAME COMBUSTION MANAGEMENT SYSTEM = FUEL SAVINGS AND MINIMAL CARBON EMISSIONS

**RANGE OF OPTIONS**

WIDE RANGE OF HIGH/LOW-PRESSURE BOILERS DUAL FUEL OPTIONS

**WE'VE GOT YOU COVERED**

LARGEST FLEET OF MOBILE BOILERS IN THE NORTHEAST AND 24/7 EMERGENCY SERVICE

MOBILEBOILERS.COM
800.777.1629



"It's an extremely exciting time at Wilkinson Mobile Boilers as we continue to reinvest to ensure that our mobile boilers are safe and reliable. The last three years we have experienced growth which has allowed us to reach customers beyond our original proximity, to satisfy their heat and/or hot water needs. We are thrilled to be able to provide further coverage to keep up with the demands of our customers."

-Geoff Wilkinson, Jr., President

WILKINSON MOBILE BOILERS EXPANDS SERVICE ACROSS THE NORTHEAST

Wilkinson Mobile Boilers, Inc. has been in business since 1988, serving states across New England. We are now expanding our service to cover commercial and industrial customers across the Northeast, including: New York, Pennsylvania, New Jersey, Maryland, Delaware and beyond. Wilkinson's temporary boilers make it easy to keep facilities heated. Each mobile boiler room has completely self-contained units with all essential components for operation. The entire plant operates from the trailer and no other building is required. All equipment and operators are fully protected from the elements.

We offer a wide range of state-of-the-art, totally self-contained high- and low-

pressure steam boilers, as well as hot water boilers and a fleet of domestic hot water trailers. Most trailers utilize the high-efficiency Autoflame Combustion Management System that will ensure customer fuel savings as well as minimal carbon emissions.

Wilkinson's emergency service is available 24/7 at **800.777.1629**.

Learn more: www.gtwilkinson.com/mobile-boilers



24/7 Emergency Hotline 800.777.1629 / gtwilkinson.com



SEE WHAT'S HAPPENING ON OUR SOCIAL MEDIA SITES!

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You can also keep up with exciting industry and company news on our blog, **The Heat Exchange blog**.
gtwilkinson.com



A semi-annual newsmagazine by The Wilkinson Companies



SUMMER 2018

Pipeline

REBUILDING BOILER ROOM BRINGS FAMILY BUSINESSES BACK TOGETHER



The Wilkinson Companies' relationship with Joy Realty goes back about 35 years. Paul Gilbert of Joy Realty recently filled us in on this long-standing relationship.

Paul's father Richard Gilbert first contacted Wilkinson regarding a building on Temple Street in Boston. Geoff Sr. was Joy Realty's sales contact at the time and put together a project converting the old oil burner system in the building to natural gas.

"The people from Wilkinson who worked on the original job are now senior management at Wilkinson. They dealt with my father, Richard Gilbert. That system, which converted oil to gas, is still there and working the way it's supposed to."

~ Paul Gilbert, Joy Realty

Now 35 years later, Paul contacted Wilkinson once again for a new project at 137 and 143 Park Drive near Fenway Park in Boston.

The old-fashioned oil fired boiler at 143 Park was coming to the end of its life and leaking. This boiler was used to heat two buildings, which is the way it was done decades ago. But Paul always knew when it was time to upgrade, he wanted to focus more on energy efficiency and install two boilers; one in each building.

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FROM THE PRESIDENT

Spring has finally sprung here in the Northeast after an incredibly chilly and stormy winter. We experienced significant Nor'easter storms which brought excessive snow and flooding while knocking out power to many, including schools and elderly housing facilities.



During late December/early January we experienced a tundra-like cold snap with high winds that we hadn't seen in years. Many local boiler rooms flooded which required the immediate installation of mobile boilers. Our crews worked extremely hard in very difficult conditions to ensure schools could reopen. Needless to say this spring, albeit a late start, is more of a welcome sight than in previous years.

While this Pipeline doesn't feature any specific mobile boiler installations

during those months we do have the consistent theme of customer loyalty and longevity. We're proud to feature long-term customers, Joy Realty, The Winsor School and Marine Biological Laboratory in Woods Hole, MA. We've been fortunate to do business with all three customers for upwards of 95 years combined! While each job is unique in its own right, it's great to be able to continually prove ourselves over and over, regardless of whether it's steam, hot water or a total building conversion from steam to hot

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24/7 Emergency Hotline 800.777.1629 / gtwilkinson.com

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



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(President's letter: cont'd from page 1)

water (Winsor). We're incredibly grateful of the trust of customers like Paul Gilbert, John Crompton and Marie Russell. We are appreciative of their confidence to perform the work but also for them allowing us to highlight them and their facility.

George T. Wilkinson, Inc. has been building trusting relationships with our customers for 67 years. Through those years, our name has always been synonymous with combustion excellence and high quality customer service. People refer to us as the "boiler people" which is definitely a badge of honor in this very competitive industry. While we are hopefully lucky enough to be your "boiler people" did you know that we do so much more? A great example is the featured Winsor School project. Sure, it featured the installation of a new boiler however that was a very small part of the overall scope. Our team ran miles of copper pipe, connected numerous large pumps, and installed numerous individual fan coil units for all the class rooms. Our craftsmen did a tremendous job but they also made sure the heat and air conditioning were ready for the fall semester.

Finally, a special thanks to our IT guru, Jim Devno who retired this past March. Jim is one of the nicest, most kind people that I have ever met. I grew up with "Mr. Devno" and there really wasn't much out there that he couldn't do! While Jim's road ends here I know that he will be enjoying the retirement life in the Northeast as well as sunny Florida. Congratulations to Jim on a fascinating career!

Thank you.

Geoff Wilkinson, Jr.
President

Al Bishop, Vice President of Sales, John Sieminski, Vice President of Service Operations and Mike Snee, Installation Manager, were involved in the job. To start, Wilkinson technicians removed the old mammoth boiler. 137 Park didn't have a boiler at the start of the project. At some point many years ago, the building had an old unit that was removed, so the job involved rebuilding the boiler room.

Wilkinson installed two HB Smith cast iron steam boilers with Power Flame burners and Mini 8 Autoflame controls. The buildings were converted from one boiler feeding two buildings to two separate boiler systems, including stainless steel chimney liners. The job lasted about seven months and Wilkinson

got everything up and running by the end of August, just in time for heating season. ■

"Wilkinson dealt with National Grid to increase gas to the building. I was happy to have Wilkinson as the contact with the gas company. They were able to find the right person over there and provide the information needed to get the job done. The new HB Smith boilers are ideal and Wilkinson will continue to service them in the future. This has been a multi-generation job. The flagship of our business is Joy Realty and generations of the Gilbert family have worked with generations of the Wilkinson family."

~ Paul Gilbert

CRITICAL BOILERS SUCCESSFULLY REPLACED AT RESEARCH AND EDUCATION FACILITY

Seventeen years ago, GT Wilkinson and Marie Russell first worked together on a project. At the time, Marie was the project manager for a large multinational corporation and GTW was one of many contractors Marie was responsible for overseeing.

Over the years, we have continued to sustain our relationship at various sites and now Marie is Director of Facilities & Services at the Marine Biological Laboratory in Woods Hole, MA. The Marine Biological Laboratory is an international center for research and education in biology and ecology, and an affiliate of University of Chicago.



Last fall, GTW was selected by Marie to replace critical boilers in two buildings. We installed two Buderus hydronic cast iron boilers, each with a Power Flame burner and Mini 8 AutoFlame controls.

"The existing boilers had experienced multiple failures over the past years and we expect that will stop due to the Buderus boiler's ability to accept low return temps without thermally shocking the sections."

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

The projects went off without a hitch, a difficult task during the heating season and both were completed on budget and on-time. ■

"The MBL Facilities team and I are grateful for the highly experienced technicians and design team to get the projects done without any problems or complications!"

~ Marie Russell, Marine Biological Laboratory

INSTALLATION TEAM MEMBERS ARE "UNSUNG HEROES" AT LOCAL SCHOOL

The Wilkinson Installation team recently completed a unique project for long-time customer, The Winsor School. The Winsor School is a girls' college prep school located in Boston for day students in 5th grade through high school. Founded in 1886, the school strives for diversity and an inclusive curriculum. Their mission is to prepare "young women to pursue their aspirations and contribute to the world."

Installation Manager, Mike Snee, headed up a project that involved converting part of some older classrooms and offices in the school from steam to a four pipe system providing hot water, heat and air conditioning.



The project occurred over two summers, beginning in 2016. The school has one boiler room that feeds multiple areas through a tunnel system. The old system was steam and consisted of two boilers originally installed in 1961 by Wilkinson founder George Wilkinson, with help from Geoff Sr.

The Wilkinson team removed the two old steam boilers and put in a hydronic system. This involved the installation of a 4 pipe heating and AC system for the classrooms in the upper and lower schools.

The major installation work was completed at the end of the summer in 2017, but Wilkinson is continuing work at the school beyond the original scope of the project. This piece of the project will involve installing new pumps in the building. ■



"Nothing is ever perfect but it's always interesting to see how people respond when things are not perfect. The strength of this job was Project Manager, Mike Snee. Without Mike I'm not sure this job would have been completed. Everyone at Wilkinson is always available, including Geoff Sr. and Geoff Jr., and there were a lot of people on this job. The Project Manager did the heavy lifting here and the balance was the guys in the trenches. Those guys are the unsung heroes."

~John Crompton, Director of Facilities, Winsor School



JIM DEVNO RETIRES

In March, we celebrated the retirement of Jim Devno. He had an extremely exciting professional career, with accomplishments including:

- Professor at Massachusetts Maritime Academy
- Commercial Airline Pilot
- Chief Engineer in the Merchant Marine Industry
- Electrical Engineer
- Field Engineer for fire suppression systems
- Naval Reserve of 10 years
- Computer systems guru!

Jim, we wish you much happiness in your retirement! Thank you for all of your contributions. You will be missed.



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