

Al Bishop, Vice President of Sales, attended the NEHES Spring Seminar in March in Danvers, MA. The theme of the event was: **Optimizing Your Healthcare Facilities Toolkit: Preparing for the Future.**



The New England Healthcare Engineers' Society (NEHES), founded in 1958, is a professional Society for individuals responsible for the Environment of Care in the delivery of patient care. The Society is affiliated with the American Society for Healthcare Engineering (ASHE) and consists of several chapters throughout all six New England states. George T. Wilkinson, Inc. is a very proud member of NEHES.



We had a great turn out at the Autoflame/ Limpfield Training Seminar held on May 21-22 in Braintree, MA. Special thanks to Tom Garrett (Autoflame), Boldi Szilagyi (Limpfield) and Steve Huggett (BK Labtech).

IN STOCK INVENTORY SALES

We have inventory of boilers and boiler accessories for sale, including:

- Cleaver Brooks Boiler 50hp, 30psi shell, hot water, gas/oil
- Cleaver Brooks Boiler 30hp, 15psi steam, gas only
- Cleaver Brooks Boiler 125hp, 60psi shell, hot water, gas/oil
- Cleaver Brooks Boiler 125hp, 60psi shell, hot water, oil only

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

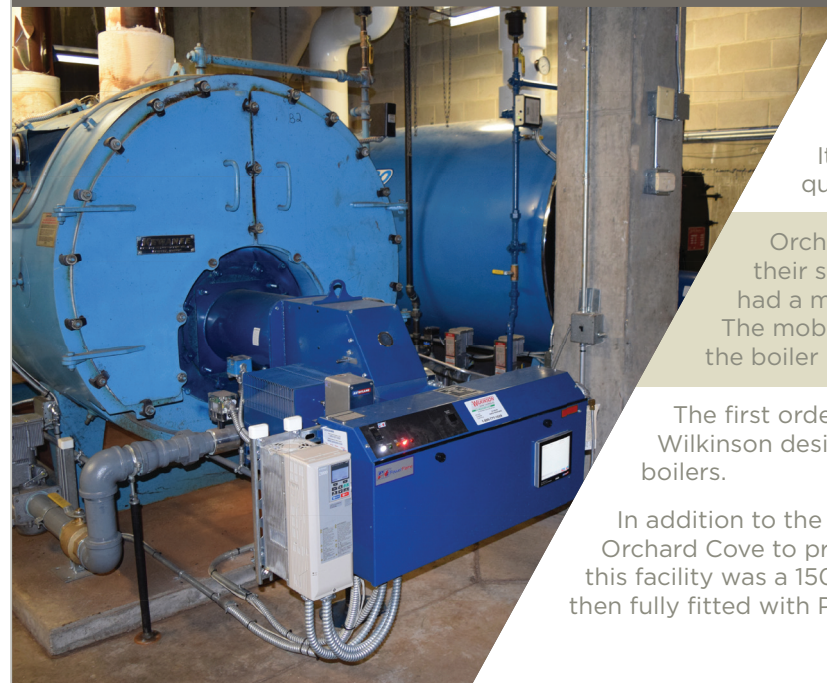
A semi-annual newsmagazine by **The Wilkinson Companies**



Pipeline

SPRING 2019

QUICK RESPONSE PREVENTS SENIOR COMMUNITY EVACUATION



Last spring, Orchard Cove experienced a disastrous flood that disabled their heating system, including three burners, as well as their co-generation units. Orchard Cove is a Hebrew SeniorLife award-winning senior living community located in Canton, MA with approximately 300 residents. They offer independent living, enhanced living and skilled nursing care as well as a full-time primary care practice. They are the only geriatric care organization affiliated with Harvard Medical School. It was imperative to get the heat back up and running quickly for the residents.

Orchard Cove looked to The Wilkinson Companies to rectify their situation. Within a couple of days, Wilkinson technicians had a mobile boiler connected and providing heat to the facility. The mobile boiler stayed on-site for approximately 7 months while the boiler room underwent extensive repairs.

The first order of business was to replace their burners and controls. Wilkinson designed a system utilizing Autoflame controls for all three boilers.

In addition to the burner and control installation, Wilkinson worked with Orchard Cove to provide a long-term heating solution. The best option for this facility was a 150 hp Easco boiler which was field-erected by Easco and then fully fitted with Power Flame burners by Wilkinson technicians.

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FROM THE PRESIDENT

Thank you for reading the 2019 spring edition of The Wilkinson Companies newsletter, Pipeline. I'm not sure if you are living in the northeast or the southwest however I can tell you that the weather has been downright disappointing in the Boston area. They say "April showers bring May flowers" but what



about a month where it rained 21 out of the 30 days? That is a new Boston area record regardless of any month. With that, boilers continue to operate at a time of year where everyone enjoys hitting the "off" switch. Needless to say a nice warm, dry summer would be very much appreciated from Mother Nature!

This is a great edition of Pipeline as we get to feature some exciting jobs as well as the excellent announcement of an organizational addition. Orchard Cove in Canton, MA experienced a

terrible flooding situation of their boiler plant which required extensive work to bring them back on line. We had the privilege of providing them with a temporary boiler solution as to ensure ample heat was being provided prior to any thoughts of reconstruction. We truly thank Engineering Manager Dave Barthel for all of his trust in us.

We were also fortunate to obtain a new customer in Associates of Cape Cod, Inc. You should review their website: www.acciusa.com as what

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they do is really remarkable. It involves horseshoe crabs and becoming an internationally recognized leader in endotoxin detection. While we didn't become experts in what they do, we certainly provided some of our expertise in the form of taking some Bryan boilers and retrofitting them with two Limpsfield low O2 burners in conjunction with the Autoflame Combustion Management System. This was a great project that we are all very proud of. Thank you to ACC and utility partner National Grid for the great incentive.

While we have yet to “see it all” we recently rented one of our 50hp hot water trailers to the Martha’s Vineyard Airport due to their boiler failure. The trailer was situated only a stone’s throw from the tarmac which was pretty unique. It can be somewhat of a logistical challenge getting to the south of Massachusetts islands however we were able to utilize a ferry and the temporary boiler was up and running within the same day. Thank you, Christina Colarusso.

Finally, George T. Wilkinson, Inc. is now open for business in the general construction world. More specifically, we started our new construction division with a focus on gas piping, plumbing, chillers, cooling towers, sheet metal and much more. This is something that we have tossed about for quite some time and we felt that moving into this arena now would further strengthen our customer relationships. We would like to be thought of for all your mechanical needs and not just boilers and water heaters. Recently, we hired George Archambeault who has a vast knowledge of general construction experience, to run that division. In addition, George holds many licenses and has performed many of the tasks under his licenses over the years. We’re excited about George joining the team and we look forward to assisting you with any of your mechanical needs.

Thank you very much to all of our great customers, vendors, Wilkinson Companies associates and their families. We are very much on the rise and it takes the entire team to do that.

Thank you.

Geoff C. Wilkinson, Jr.

Geoff Wilkinson, Jr. / President

“Despite difficulties with gas pressure and supply, we were able to get the job done. Working with Columbia Gas, we were able to apply for and receive a utility incentive that paid for the energy efficient upgrades. Our technicians got everything online quickly and the heat is up and running.”

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

“Without the exceptional response from the entire Wilkinson team, we

were at risk of having to evacuate our frailest residents. Al and his team ensured that all of our needs were met and were highly responsive to all of our requests. We could not have been more pleased by the outcome of their work,”

~ Dave Barthel, Engineering Manager, Orchard Cove

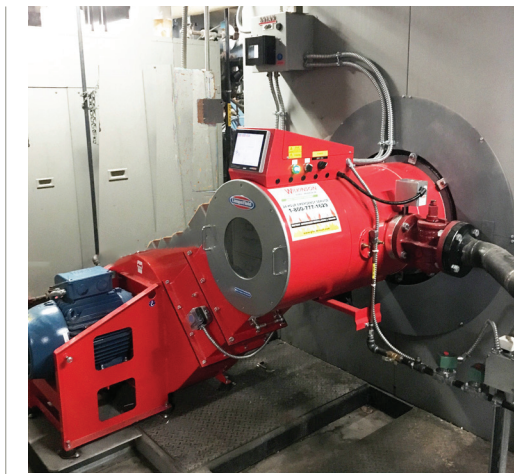
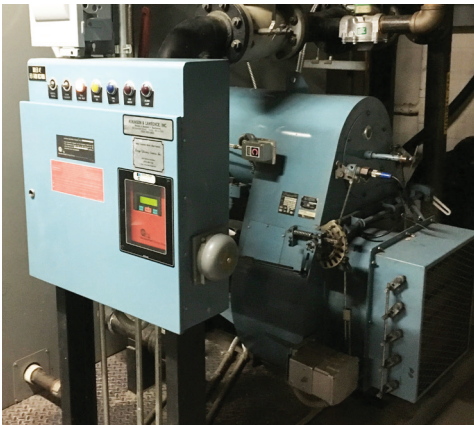
Thank you to Orchard Cove and Dave Barthel for their trust in using GT Wilkinson and Wilkinson Mobile Boilers. ■

BIOTECH COMPANY BENEFITS FROM UTILITY INCENTIVE

With an eye on efficiency, Associates of Cape Cod knew they were ready to make some changes in their boiler room. Their facility used a process Bryan boiler and a Gordon Piatt burner. Since Gordon Piatt is no longer in operation, there were many custom-manufactured components fabricated to keep their burners running thus they needed an upgrade.

Associates of Cape Cod is a biotechnology company, specializing in chromogenic and turbidimetric reagent technologies. They are endotoxin experts and an internationally recognized leader in endotoxin detection. Their worldwide headquarters are located in East Falmouth, MA.

Their 500 hp boiler was oversized and cycled 15 times an hour. This caused premature failure of its components



and extreme inefficiencies. The goal was to upgrade the burners to improve the original equipment as well as save energy.

Wilkinson installed a new burner to fire at 400 hp to reduce cycling and increase efficiency. Limpsfield burners were added to the high and low pressure boilers with the Autoflame Mk8 EVO control with a VFD.

National Grid provided a substantial incentive for the burner upgrades and Associates of Cape Cod is now benefitting from the results. The changes have reduced cycling and increased operational reliability. The Associates of Cape Cod is very pleased and will use Wilkinson again this year to replace two more burners. ■

TECHNICIANS DELIVER TEMPORARY BOILER TO LOCAL ISLAND



Martha’s Vineyard Airport recently ran into trouble with their boiler. The old boiler equipment that was in place was failing and they needed a quick solution to get things up and running.

Martha’s Vineyard is an island located just south of Cape Cod. The airport has served the needs of island residents and seasonal guests since the early 1950’s. Service is provided year-round by Cape Air, and seasonally by American Airlines, Delta and Jet Blue.

“After failure of our boiler, we contacted Wilkinson and they immediately put an action plan in place to get us a mobile boiler. We were impressed with everyone involved and the entire process was seamless. Dealing with a catastrophic failure in our remote location can be difficult but Wilkinson was not afraid of a challenge.”

~ Christina Colarusso / Water, Wastewater and Facilities Department, Martha’s Vineyard Airport

“Three of our technicians were able to get a mobile boiler out to the airport by taking a ferry. It was one of our smaller units, a 50 hp hot water boiler, which was the right fit for the job. We were able to get out there quickly and had the equipment hooked up and running in a reasonable amount of time.”

~ Dave Roche / Manager, Wilkinson Mobile Boilers

CELEBRATING SUMMER AND OUR HARD-WORKING TEAM WITH TACO TRUCK LUNCH

We kicked off summer with a taco truck and appreciation lunch for our hard-working associates. **South Shore Taco Guy** catered the event and let us know that for a 40-person party, it’s the most food they’ve ever seen consumed. No one left hungry, that’s for sure!



SPOTLIGHT INTERVIEW



George Archambeault

The Wilkinson Companies welcomed George Archambeault in February and we’re excited to have him on our team. Learn a few fun facts about George:

What is your role at Wilkinson?
Construction Division Manager

Can you share some highlights of your career before you joined Wilkinson?
A few memorable tasks that come to mind would be the control work within the new World Trade Center as well as the Empire State Building; renovation work within the Boston Museum of Science, as well as the renovation of the domed building located within the MIT campus.

How did you first learn about Wilkinson and what drew you to work here? I have worked on projects in the past with GT Wilkinson, as they supplied temporary heating systems and engineering guidance. The level of expertise was phenomenal as well as the onsite teams. That experience left me with an appreciation of Wilkinson and a desire to someday work within their ranks. Upon finding out that Wilkinson was in search of an individual such as myself I did not hesitate to pursue the opportunity.

What are you looking forward to in your role at Wilkinson? Building a strong construction division with ample work load and an atmosphere that team members enjoy.

What do you do in your free time?
I spend a lot of time with my daughters and when I am not with them I exercise regularly, including Martial Arts training. ■

