

GEORGE T. WILKINSON, INC.

Pipeline

FEB 2007

Specialists in Advanced Combustion
Technology Since 1951
Call 800-777-1629

FROM THE PRESIDENT Wilkinson: Full steam ahead!

I am proud to announce George T. Wilkinson, Inc. is continually making changes in order to better serve our customers. The past few months have brought seen several important changes that I am sure will prove to benefit all of you as clients.



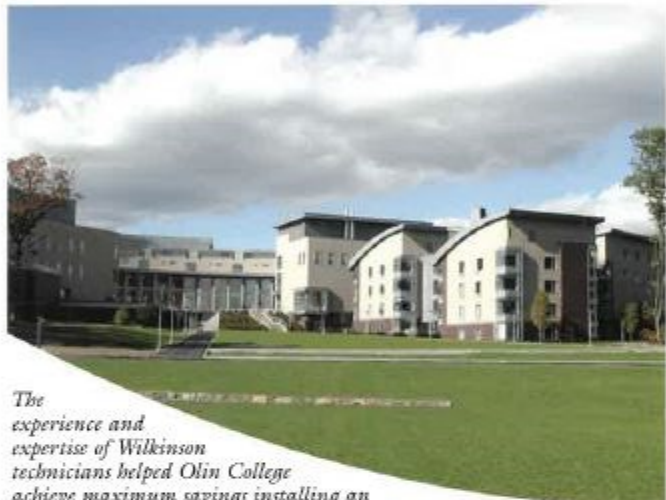
Wilkinson was named as a regional Power Flame representative for Maine, New Hampshire and eastern Massachusetts. Power Flame manufactures gas, oil, combination gas and oil, low NOx burners and combustion control systems for commercial, industrial and process applications.

In an ongoing effort to provide you the latest in advanced combustion technology, the staff at Wilkinson is always searching for new product affiliations that offer quality products at a reasonable cost.

Of course, Wilkinson still remains the exclusive representative for Autoflame® for all of southern New England. By utilizing systems such as Power Flame and Autoflame®, you use less energy, reduce your costs and contribute to a cleaner environment at the same time.

Internally, the company is moving forward as well. Visit www.gtwilkinson.com and check out the revamped Web site! The new Web site includes many new features. Browse a variety of case studies to review previous Wilkinson jobs, read testimonials, learn about green technology and how you can build green and even check the site to see if you've won the Pipeline trivia contest!

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The experience and expertise of Wilkinson technicians helped Olin College achieve maximum savings installing an Autoflame® Combustion Management System.

CLIENT SERVICES

Wilkinson technicians teach Olin College about savings

When Steve Durfee, the energy manager of Franklin W. Olin College of Engineering, called George T. Wilkinson, Inc. for boiler maintenance, he knew he could expect the best service available.

What he didn't expect was to discover was how much money he was going to save.

Olin College is a prestigious engineering school located in Needham, Mass. The school is considered one of the top institutions of its kind in the country. The student body is made up of approximately 400 students, all of whom have received full scholarships to attend the school.

When the Wilkinson team first arrived on-site, technicians began to evaluate the three-unit boiler room. The technicians immediately recognized there was no need to keep the third boiler in service and recommended the boiler be taken offline.

Olin's boiler plant was initially setup to accommodate and support a much larger infrastructure, but the school's campus is not currently large enough to justify the use of the additional 700 horsepower being supplied from a third unit.

The college agreed with Wilkinson, and decided to

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Trivia

THIS ISSUE'S QUESTION

Q. What was the name of the first recorded steam-powered device?

E-mail your answer to ppackard@gtwilkinson.com by October 26, 2007. Please include your address.

Winners will receive a George T. Wilkinson Inc. gift pack and their names will be listed on the Web site (www.gtwilkinson.com) after October 27, 2007.

Last Issue's Trivia Question:

During which war was the first hospital ship commissioned?

A During the Civil War. The first hospital ship, a converted side-wheeler Red Rover, was commissioned on Dec. 26, 1862. Red Rover sailed the Mississippi River during the Civil War, treating 2,947 patients over a three-year period. She was sold at public auction in 1865.



MOBILE BOILERS

Wilkinson turns up the heat in the streets of Boston

Have you spotted a Wilkinson mobile boiler in Boston lately?

Wilkinson Mobile Boilers, Inc. has been supplying boilers to many Boston buildings powered by Trigen Energy.

Trigen Energy develops and operates community energy systems. The company supplies energy to a number of well known buildings in the Boston area.

The way it works is simple: a central plant produces hot water, steam or chilled water and distributes usable energy to a group of buildings through an underground piping network.

2 The process was created to eliminate the need for individual boilers in each building, however, when the systems are taken offline in order to receive routine maintenance or emergency service, there is a need for replacement steam.

This is where Wilkinson Mobile Boilers comes in. Wilkinson mobile boilers are brought on-site to maintain heating, air conditioning and

hot water systems in the buildings while work is performed on the existing Trigen system.

There are currently three mobile boilers located throughout the city of Boston, Mass.

A Wilkinson mobile boiler truck can currently be spotted outside of the YMCA in Chinatown. It is providing members of the facility with hot water while the Trigen system is receiving maintenance. Thanks to Wilkinson, members of the community may continue to use the recreational club even though its entire system is shut-down.

Another truck is located at One Winthrop Square in Boston, Mass. This building is home to many business offices. Without a Wilkinson mobile boiler to provide steam for the power absorption air-conditioning to cool the building, occupants of the building would not be able to function normally through the long, hot summer days.

A third truck is providing hot



A Wilkinson mobile boiler was commissioned to supply replacement steam to One Winthrop Square.

water to St. Anthony's Shrine on Otis St. Those residing at the church thankfully have hot water to shower in while their existing system is undergoing repairs.

With more than two dozen mobile boiler units at its disposal, Wilkinson provides a wide range of high- and low-pressure steam boilers – from 50 HP to 800 HP firetube boilers and from 25,000 PPH to 60,000 PPH watertube boilers.

Each self-contained unit includes an electrical step-down transformer, steam-injected boiler feed tank, state-of-the-art flame safeguard controls, heat exchanger, oil storage tank, pump, cables, hoses and more.

Thanks to the evolving technology of Wilkinson mobile boilers, all buildings have the opportunity to remain in-service even when their heating or cooling systems aren't!

BRIEFS

ASHRAE proposes green health care standard

In an ongoing effort to promote environmental sustainability, the American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) is working to develop a new standard regarding the design, construction and operation of

health care facilities. The proposal will contain specific procedures, methods and documentation requirements needed for "green" healthcare facilities.

The construction of new buildings, additions and modifications will also fall under this new proposal.

ACHR News, August 2007

Many U.S. schools now building green

The green movement is becoming increasingly popular. Schools are finding that the eco-friendly building requirements for LEED certification are cutting costs and teaching students at the same times.

A total of 27 schools have already received green building certification and

approximately 300 schools are currently on a waiting list.

The Council of Educational Facility Planners International estimates that schools will spend \$53 billion this year on construction alone and that green building will comprise as much as 10 percent of the school construction market by 2010.

Associated Press, 2007

INDUSTRY NEWS

LEED your company into savings

USGBC rating system reduces your operating costs

Do you want to cut your costs and contribute to a cleaner environment at the same time? Thanks to the United States Green Building Council (USGBC), now you can.

The USGBC Leadership in Energy and Environmental Design (LEED) has designed a Green Building Rating System™ to set the standard for the design, construction and operation of green buildings.

The system promotes the transformation of existing buildings into green buildings.

A green building utilizes technology that conserves energy or water, protects natural resources and/or reduces its overall impact on the environment and surrounding community.

The rating system targets five main areas: sustainable site development, water savings, energy efficiency, materials selection and indoor environmental quality.

In order to become LEED certified you must register your project online. You will then receive a list of prerequisites for LEED development and a minimum number of points that



The USGBC created a rating system designed to help make your building clean and green!

your building needs in order to attain a LEED rating level. Each modification you make to your building will be awarded points. Once you have reached your goal, your building will be submitted for final review.

After certification, you receive verification that your building is meeting the highest performance standards. You may also experience a number of performance benefits including, lower operating costs, energy conservation and reduced emissions. You may also qualify for tax rebates, zoning allowances and other incentives.

The LEED rating system applies to all buildings –

With LEED certification you can:

- Lower operating costs
- Increase asset value
- Reduce waste sent to landfills
- Conserve energy and water
- Reduce greenhouse gas emissions
- Qualify for tax rebates and zoning allowances
- Demonstrate social responsibility
- Improve occupant comfort and health

schools, hospitals, offices buildings – and can be implemented during any phase of a building's lifecycle. Anyone can use this system, including facility managers, engineers and construction managers.

Wilkinson's advanced knowledge of energy saving products can help you become

LEED certified. Products such as Autoflame® and Power Flame can contribute to your building's transformation.

You can earn LEED certification points by installing the Autoflame® Exhaust Gas Analyzers.

To find out more, visit www.gtwilkinson.com.

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GEORGE T. WILKINSON INC.

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For changes of address or to suggest story ideas, please contact Paula Packard at (781) 335-2622, or email ideas and comments to ppackard@gtwilkinson.com

www.gtwilkinson.com

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In closing, I wish all of you the best of luck for this upcoming fall and winter heating season. Don't forget to tune-up your heating equipment in preparation for the cold. If you've been having trouble with your system, now is the time to upgrade or replace. Don't wait until you're left out in the cold this winter!

Whatever you need – Wilkinson's team of experienced technicians will help!

You know the number — (800) 777-1629.

Respectfully,

Geoffrey C. Wilkinson
President

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take the third boiler out of service right away.

"Hearing this recommendation from a professional gave us the confidence to go ahead and take the boiler down," said Durfee.

Wilkinson removed all water, added silica to eliminate moisture and protect the internals of the boiler, installed blank flanges on the inlet and outlet of the unit and finally disconnected the power.

This economically sound decision saved the college on fuel, electricity and water expenses. It also allowed the school to save by removing the boiler from its maintenance plan and insurance policy.

As the campus continues to grow and more power is needed, the third boiler may be re-engaged and brought back into service without any disruptions.

The two boilers that remain in-service were retrofitted with the Autoflame® Combustion Management System and variable

speed drives.

The variable speed drives slow the motor travel speed, enabling a unit to achieve greater efficiencies from low-fire to mid-fire.

Senior Autoflame® technicians Warren Gartner and Stephen Mowles were in charge of installing the Autoflame® system.

Mark VI Autoflame® panels were placed on both boilers and Autoflame® Exhaust Gas Analyzers were installed to measure each boiler's CO, CO₂, NOx, stack temperature and combustion efficiency.

The two technicians then wired the Autoflame® Data Transfer Interface, which serves essentially as the brain of the system and is located in the control room.

Finally, the Autoflame® stand-alone computer was placed in Durfee's office. This allows Durfee to enable and disable boilers, graphically view all emissions and ensure each unit is operating at peak efficiency — all in the comforts of his own office.

"The Autoflame system has significantly increased

20 health care facilities

Thousands in savings on natural gas and oil



It's easy being green!
Save energy. Save money. Save time.

George T. Wilkinson, Inc. helps health care facilities save money and protect the environment! Most retrofits bring an immediate savings of 10 percent in fuel cost and significantly reduce emissions. With more than five decades of experience, your patients and staff will stay comfortable during the changeover, no matter the season.

Find out what these satisfied care facilities already know:

Cambridge Hospital, Cambridge
Salem Hospital, Salem
Beth Israel Hospital, Boston
Beth Israel Deaconess, Boston
Pembroke Children's Hospital, Pembroke
Lawrence Memorial Hospital, Abington
Mt. Auburn Hospital, Cambridge

North-Wilkes Hospital, Wilkes-Barre
Sawyer Memorial Hospital, Springfield
Sawyer Memorial Hospital, Springfield
Whitaker Hospital, Lowell
Winchester State Hospital, Winchester
Catholic Memorial Home, Fall River
Salem State Hospital, Salem

Dr. Joseph's Medical Center, Boston
Boston Medical Center, Boston
Boston Medical Center System Research Facility, Boston
Boston Medical Center, Boston
Tufts Health Care, Boston
Tufts Medical Center, Boston
Tufts Medical Center, Boston



Call Alan C. Bishop at 1-800-777-1629 to arrange a free energy audit and see how you can save money for your facility. In many cases, the installation costs are covered in part or full by the utilities.

efficiency. I am very pleased with the entire installation," said Durfee of the Autoflame® system.

Durfee said the entire system is very sophisticated, state-of-

the-art and user-friendly. Thanks to the expertise of Wilkinson technicians, Olin College was able to modify their current system and achieve maximum savings.

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