

Pipeline

Fall 2012



Boilers • Burners • Controls 800-777-1629 www.boilerroominsider.com www.gtwilkinson.com

Framingham State University Prepared To Save Big

Framingham State University had been carefully planning facility upgrades for over 5 years. One 1979 Cleaver Brooks water tube boiler (1000 hp) was producing steam to the campus with an original burner that was only capable of burning #6 fuel oil. Achieving significant energy efficiency, maximum cost savings, and reducing emissions was of critical importance and considered long overdue.

"A significant problem with an antiquated system like this is the burner could not 'turn down' to lower firing rates which caused consistent boiler cycling issues. Boiler cycling is extremely inefficient and can create thermal stress on a boiler," says Bob Tatro, Assistant Director of Facilities at the university.

After considering all of their options, the university selected George T. Wilkinson, Inc to oversee the project. "We were familiar with Wilkinson and their long history and knew they had a terrific reputation," said Mr. Tatro. "Wilkinson is a leader in the industry and known to be at the forefront of today's boiler technology. The plan they outlined for us addressed our needs for today and very far into the future."

cont. pg. 3 'FSU'



FROM THE PRESIDENT

Saving Customers Thousands Of Energy Dollars

As we enter our 62nd year of dynamic and pro-active customer service in the combustion field, it is our never ending search to bring our customers the best in worldwide innovative equipment technologies.

The 'hot button' issues of today are to provide our customers with robust equipment that outperforms all others in quality, reliability, dependability and most of all exceeds competitive equipment from manufacturers who cannot provide the benchmark of performance that our manufacturers do.

cont. pg. 2 'President'

VIDEO HUNT

In the Millipore Corporation video posted on boilerroominsider.com, what is the impressive fuel savings percentage identified by Mr. Paul Lukitsch?

Email your answer to kderienzo@gtwilkinson.com and receive a special gift from Wilkinson.

ENERGY EFFICIENCY ENGINEERS



'President' cont.

Since the early 1960's Power Flame has set the standard in excellence and they provide incredible value coupled with intrinsic reliability that is the industry standard in North America.

Power Flame dominates the Commercial/Industrial combustion burner market in the US with a market share of greater than 70% of all burners sold. This is truly a remarkable achievement.

Our relationship with Power Flame is extremely strong as we've become one of the top five distributors in the US. This allows us to provide our customers with dynamic advances in burners and allows our customers to 'step out' from other companies that today continue to sell 50 year old technologies.

Our top goals are to provide the best in technology - customer service - and rapid response to meet the ever demanding cost of today's high energy prices.

Framingham State University, located in Framingham, MA recently performed a high efficiency Power Flame retrofit and is featured in this edition of PIPELINE. We can easily project that this customer will save a minimum of 10% on its energy bill vs. previous technologies.

If you're a current customer I'm sure you've seen generous savings. If you aren't a customer please let us show you how we perform at a higher level than your present supplier. We can and will guarantee that we will save you a minimum of 10% with our advanced combustion technologies.

I look forward to hearing from you soon to allow us to be your partner in saving energy!

Respectfully,



Geoffrey C. Wilkinson
President



The Best Trained Technicians In The Industry: Power Flame Training

Wilkinson takes a great deal of pride in the high degree of knowledge, expertise and experience of our service technicians. Investing regularly in our team has always been a hallmark of the company beginning with George and passed down to Geoff Sr and Jr over the years.

Recently Wilkinson held two Power Flame training seminars for dozens of technicians in Portland, ME and Dedham, MA. The technicians came from companies small and large throughout New England. An extensive amount of content was covered including combustion basics, installation, service, best practices, regulations, and safety. The results of these ongoing efforts are felt often as we receive extremely positive feedback from our customers who are always impressed by our technicians' skill and extensive education.

If you or anyone from your organization is interested in attending a Power Flame seminar please contact Kathy DeRienzo at our office.



Wilkinson taking another Cleaver Brooks boiler and giving it a new and greatly improved life.

'FSU' cont.

Wilkinson installed one new high efficiency Power Flame CMax burner with the Autoflame Combustion Management System. The Power Flame CMax provides high turndown (10:1), and together with a VFD it achieves very tight control throughout the combustion process. The CMax also minimizes excess air throughout the range which increases the boilers thermal efficiencies.

Recently FSU added two additional boilers (600 hp) which came with Power Flame and Autoflame. This is crucial for day to day efficiencies as the plant operators monitor the boiler operations. This includes Autoflame's IBS (Intelligent Boiler Sequencing) software which enables ultra efficient lead-lag through the Data Transfer Interface.

Originally the chief engineer considered other competitive linkageless controls, but after consulting with industry experts they decided on Autoflame due to its impressive results and availability of many factory trained technicians in the area.

The system upgrades alone are estimated to deliver a minimum of 10% energy savings. Together with the fuel change, FSU estimates a total dollar savings of close to 40%!

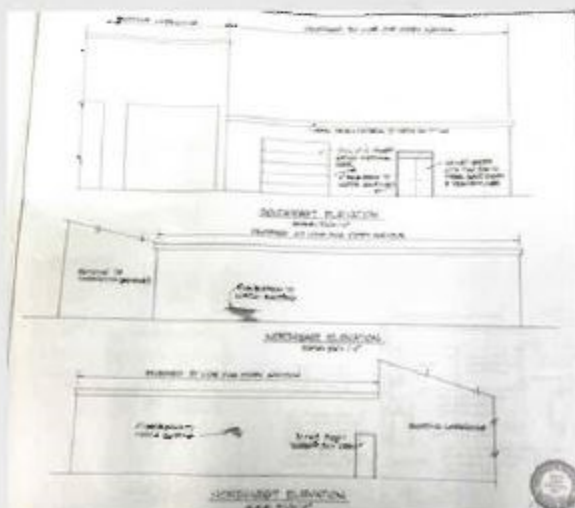
"It's early in the fall but you can really tell the difference already just by the way our systems fire and the overall operating performance. I really can't wait to see the results next spring after we get through a long New England Winter," said Mr. Tatro.



Expanding To Better Serve Our Customers

Wilkinson recently broke ground on an expansion that will deliver major benefits for our customers throughout the region. Once completed the new building will considerably increase our warehouse space which will help deliver replacement parts to the field with much more efficiency. We will also dramatically improve our training capabilities by adding new meeting rooms and facilities equipped for actual live fire demonstrations. Our mobile boiler operation will be well served by an indoor construction and maintenance area.

We look forward to welcoming current and future customers to our new building and further demonstrating why George T. Wilkinson, Inc. is the best partner for all of your energy needs.



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Energy efficiency and emissions solutions for the 21st century



With the partnership of Power Flame and Wilkinson, the combination provides the most modern burner technologies combined with unsurpassed linkageless advanced combustion management systems.

This technological advantage allows us to bring our customers lower fuel usage, reduced emissions and most of all a FAST payback in the investment.

Thanks to Wilkinson's unique understanding of Utility energy efficiency programs, many clients experience considerable savings through Utility rebates.

Call 800-777-1629 today for a free payback analysis.

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