

# Pipeline

Spring 2013



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

ENERGY EFFICIENCY ENGINEERS

## Wilkinson and Franciscan Hospital For Children Complete Major Burner Retrofit

Franciscan Hospital for Children, located in Boston's neighborhood of Brighton, is the leading pediatric rehabilitation center in New England. The hospital offers medical, behavioral and educational services for children with complex issues requiring interdisciplinary care. The hospital was founded in 1949 and much of today's current facility was constructed at that time. George T. Wilkinson, Inc. recently completed a major facilities upgrade for Franciscan that will immediately deliver optimum efficiency and fuel savings.

The hospital's heating and hot water is controlled by a total of seven boilers across three facility rooms. According to Mr. Richard MacRoberts, Vice President of Support Services, the boiler rooms have been the focus for much needed improvement for several years now. "We recognized that our systems were inefficient. Not only were they expensive to operate and maintain, but they weren't burning as cleanly as we'd like due to our reliance on #2 fuel oil and the use of outdated equipment. Becoming more energy efficient and reducing operating costs became a very high priority for all of us at Franciscan Hospital", says Mr. MacRoberts.

Franciscan Hospital consulted with Wilkinson to better understand and evaluate the various options available to them. After careful analysis, Mr. MacRoberts found the opportunity to partner with Wilkinson and National Grid to be a solution that couldn't be passed up. "This approach really became a no brainer once we completed our research and learned about the technology and rebate programs. By converting all boilers to natural gas and installing high efficiency burner controls we predicted that we could save up to half on our current fuel costs. These types of numbers in today's health care environment are unprecedented."

cont. pg. 3 'Franciscan'



MAIN POWER PLANT



FROM THE PRESIDENT

### A New Chapter Happy Spring!

Your eyes do not deceive you. Yes, this edition features a different face in the President's address than you are used to! This past January 1st, I was honored to have been promoted to the position of President of The Wilkinson Companies. It is an exciting yet humbling opportunity filled with endless challenges to continue ensuring utmost customer satisfaction.

George T. Wilkinson, Inc. was founded in 1951 by my grandfather George, with the vision of providing unparalleled commercial and industrial heating service. After many years of success, Geoff Sr. came aboard to assist George and helped transform an already first class operation into something even greater. By growing our service team, adding a high efficiency installation department, constructing a fleet of rental mobile boilers, and hiring the most exceptional personnel, the business has become the preeminent heating and mechanical company in New England.

cont. pg. 2 'President'



## 'President' cont.

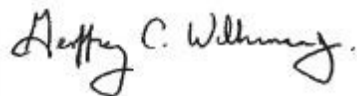
While Geoff Sr. has not retired, he has moved from President to CEO. I have some rather large shoes to fill but I know that with his guidance, our people, and the top notch products we represent, we will stay the course and continue our customer successes. I have my own thoughts and ideas which I believe will only further strengthen our corporate structure. No matter what, we will always strive to maintain maximum customer satisfaction.

A perfect example of customer gratification can be found in this edition's two main features. The first is a large gas conversion at the Franciscan Hospital for Children located in Brighton, MA. Mr. Richard MacRoberts, Vice President of Support Services, was extremely eager to have their three main boiler facilities off of heating oil and burning natural gas. This is a tremendous project that featured superb coordination from all of our associates. Please check it out.

In addition, please read about the UMass Memorial Medical Facility located in Leominster, MA and Chief Engineer, Mr. Allen Charpentier. UMass Medical was looking for ways to decrease the hospital's fuel expenses and Mr. Charpentier contacted us about converting one of their Cleaver Brooks fire tube boilers to the Limpfield guaranteed low O<sub>2</sub> burner. Another great success story!

I would like to personally thank you for taking the time to read the spring 2013 edition of Pipeline. If you have any questions or comments please don't ever hesitate to contact me.

Very Truly Yours,



Geoffrey C. Wilkinson, Jr.  
President

## UMass Memorial Healthcare - Leominster \$70,000 in Fuel Savings Predicted

Mr. Alan Charpentier is the Chief Engineer at UMass Memorial Healthcare in Leominster, MA. Rising fuel costs were straining already tight budgets at the hospital and Mr. Charpentier was determined to find areas for savings in his department. The three Cleaver Brooks boilers in his facility were considered to be operating just fine, but when annual fuel costs are over \$700,000, any area where you can find additional efficiency is worth considering.

"I began researching high efficiency burners that could be retrofitted to our existing boilers. After talking with National Grid I had a short list of companies to talk with in which Wilkinson was included. I was told to expect 6-7% O<sub>2</sub> through the firing range by several companies and these numbers weren't what I was looking for," says Mr. Charpentier. "I was quite skeptical at first when Wilkinson guaranteed 3% O<sub>2</sub> and a minimum of 10% savings by installing a Limpfield burner with the Autoflame Combustion Management System".

Al Bishop, Vice President of Sales for Wilkinson, wanted to demonstrate how effective Limpfield and Autoflame operated so he took Mr. Charpentier to visit two customer locations to see the equipment and talk with the facility managers. "Once I saw the results that both Millipore and Intel Corporations were having with Limpfield and Autoflame I was convinced that this was the right plan for us at the hospital", said Mr. Charpentier. "Both of the facility managers I met with said their only regret was not making the conversion sooner."

UMass Memorial moved forward with a burner retrofit on one of the three boilers in their facility. Prior to the burner installation an independent study was conducted to measure the current gas to steam production. A post conversion study is currently underway and the early results have been extremely impressive. "Our old numbers at low fire were 10.7% O<sub>2</sub>, we're now below 3%", says Mr. Charpentier. "That will equate to over \$70,000 in fuel savings over the year. The numbers we're seeing so far in just combustion are fantastic. We're extremely happy with our decision and I can't say enough about the great job Wilkinson did."



BEFORE AND AFTER BURNER RETROFIT



## VIDEO HUNT

The UMass Memorial project is our current episode of Boiler Room Insider.

Watch the short video and email the correct answer to the question below to win a gift from your friends at Wilkinson.

**How many boilers can the Autoflame MK 7 DTI monitor and control at the same time?**

Email your answer to  
[bcapobianchi@gtwilkinson.com](mailto:bcapobianchi@gtwilkinson.com)

## 'Franciscan' cont.



BOILER ROOM 2



BOILER ROOM 3

According to Dave Roche, Installation Supervisor at Wilkinson, this was a comprehensive project that required careful integration of services and management of logistics. "It's critical in a project like this that there isn't any down time. The boilers provide heat and hot water to the operating room, patient rooms, and hospital personnel so everything needs to be well coordinated and timed perfectly. Wilkinson mobile boilers were brought on site during the project and operated flawlessly during the conversion process.

When the project was completed in late January, Franciscan Hospital's dated boiler rooms had transitioned into state of the art, energy efficient facilities that will serve the hospital well for many years to come. Power Flame burners with the AutoFlame Combustion Management System were installed on all seven boilers and immediately made a measurable impact.

"It's only been a couple of months but we started seeing positive results as soon as we went on line. I fully expect that we're going to find that we have substantial savings, not only in the cost of fuel, but also with maintenance and repairs. I believe all of our utility bills will be positively effected by the improvements we've made to the boiler rooms," reports Mr. MacRoberts.

## New Englands #1 Source For Mobile Boilers



Wilkinson's large fleet of mobile boilers are equipped to meet a variety of needs in the field. Whether it's to provide services in the event of an emergency or support a scheduled shut down, our mobile trailers can handle it all. They are completely self contained and include all essential elements to provide temporary heat and hot water to facilities throughout New England.

The mobile boilers played a vital role during the Franciscan Hospital project to ensure there were no disruptions during the conversion. A low pressure steam mobile boiler provided heat for the operating rooms, patients and office personnel. During the chimney liner installation at the hospital's main plant, a mobile boiler was used to ensure there was no shortage of hot water.

Call Wilkinson today to learn more about our extensive options for temporary heat and hot water solutions.



# Pipeline

GEORGE T. WILKINSON INC.

Geoffrey C. Wilkinson ..... CEO  
Geoffrey C. Wilkinson, Jr. .... President  
Alan C. Bishop ..... Vice President of Sales  
Peter DeGennaro ..... Vice President Finance & Administration  
John F. Sieminski ..... Service Operations Manager  
David Roche ..... Installation and Mobile Boiler Fleet Manager  
David Casoli ..... Purchasing Manager

For changes of address or to suggest story ideas, please contact  
Beth Capobianchi at 781-335-2622 or e-mail ideas and comments to  
bcapobianchi@gtwilkinson.com.

[www.gtwilkinson.com](http://www.gtwilkinson.com)

[www.boilerroominsider.com](http://www.boilerroominsider.com)



## 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.

Serving New England

[www.boilerroominsider.com](http://www.boilerroominsider.com) [www.gtwilkinson.com](http://www.gtwilkinson.com)



PRSR STD  
U.S. POSTAGE  
PAID  
PERMIT 430  
BROCKTON, MA



405 V.F.W. Drive • Rockland, MA 02370  
800-777-1629  
[energy@gtwilkinson.com](mailto:energy@gtwilkinson.com)  
[www.gtwilkinson.com](http://www.gtwilkinson.com)  
[www.boilerroominsider.com](http://www.boilerroominsider.com)