

SERVICE TECH DELIVERS AT COLLEGE INSPECTION



"I met with the inspectors to go through every single detail on every single boiler and made sure everything was compliant. I was there for over four hours, and at the end both the inspectors and the college were very happy."

~ Jay Higgins,
Wilkinson Service Technician

While on a routine service call at Simmons College in Boston, Service Technician Jay Higgins was unexpectedly asked to meet with state inspectors and participate in the inspection of three new boilers. Because Simmons did not have a staff member on site that was familiar with their boiler operations, Jay used his expertise to explain the

boiler functionality and provide the necessary information for the inspection to be completed. He worked with the state inspectors to test all limits, safety valves, low water cutoffs and controls. He also tested all operations for both gas and oil.

"Jay had a great attitude and was THE biggest reason the inspectors tagged all three boilers. This Inspector was also training a new inspector and they wanted to see everything! We never would have been able to perform the tests they wanted to see without Jay. I can't thank you enough for your assistance!!!"

~ Steve Gusmini, former
Director of Buildings and Grounds,
Simmons College

BAYSTATE BOILER ROOM EXCEEDS EXPECTATIONS

The Wilkinson Companies recently completed an exciting project in conjunction with The Grodsky Companies, a full service mechanical contracting company located in Springfield, MA. After viewing a project at a local hospital, Grodsky contacted Wilkinson to assist in a boiler room overhaul at Baystate Noble Hospital in Westfield, MA. Wilkinson provided the burners, worked on the wiring and completed the start-up

of the system. The hospital underwent a complete retro fit and design build of their boiler room. This included 2 Limpfield burners for new 250 HP steam boilers and the Autoflame DTI communication BMS system. Wilkinson Service Technician Brian McGraw was responsible for the start-up and observed the operation of the system. He coordinated with hospital control personnel to ensure the interface from Autoflame to the BMS system was correct and functioning properly.

"The coordination and installation on this project were seamless. The new boilers and burners have exceeded expectations in every way. They are a thing of beauty!"

~ David Rosinski, Director of
Facilities, Baystate Noble Hospital



GOLF FOR CHARITY

The Wilkinson Companies was honored to be a sponsor for Nationwide Boiler's 36th Annual Charity Golf Tournament. The tournament, held in Pebble Beach, CA., supports the American Boiler Manufacturers Association Scholarship Fund, which assists men and women pursuing careers in the boiler industry. This year the tournament raised \$50,000.



Geoff Wilkinson, Jr., Lindsay Wilkinson, Scott Lynch (President & CEO, ABMA), and Michele Tomas (Vice President, Finance of Nationwide Boiler)



Find us, follow us, share our posts! You can find industry news on our blog The Heat Exchange <http://blog.gtwilkinson.com>.

You can also find The Wilkinson Companies on Twitter (@tweet_on_heat), Facebook (facebook.com/thewilkinsoncompanies/) and Instagram (instagram.com/the_wilkinson_companies/).

FUTURE OF ENERGY EFFICIENCY FEATURED AT GLOBALCON

Did you visit us at Globalcon? The Wilkinson Companies spent two eventful days at the Globalcon conference at the Hynes Convention Center in Boston. Wilkinson was among more than 200 exhibitors at the event, which focused on energy efficiency. Globalcon is presented by the Association of Energy Engineers.



WILKINSON TRIVIA

Answer this edition's trivia question correctly, and receive a Wilkinson T-Shirt!

Q. WHAT ARE THE ADVANTAGES TO A LINKAGELESS BURNER CONTROL SYSTEM?

A. To find the answer, check out Energy Efficiency: Linkageless Technology vs. Mechanical Linkages on our blog The Heat Exchange <http://blog.gtwilkinson.com/>. Email your answer to Beth at bcapobianchi@gtwilkinson.com.

24/7 Emergency Hotline 800.777.1629 / gtwilkinson.com



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Pipeline

SPRING 2016

CRISIS CONTROL: WHAT'S YOUR CONTINGENCY PLAN?

As an organization, it is essential to have a contingency plan. If there is ever a crisis, it's in your best interest to develop an organized plan to keep your business operating smoothly.



With warmer weather on the way, now is the perfect time to make your plan. By the time the harsh winter rolls around again, you will be ready! During the cold winter months, heating your facility should be one of your top priorities. Whether or not your facility experienced issues with heating in the past, it is advised for your business to expect the unexpected.

ARE YOU READY?

A contingency plan is a strategy devised by an individual or organization to prepare themselves or a facility for a future event that may or may not occur. The idea behind a contingency plan is to recognize the possibility of a disastrous event(s) and appropriately arrange the necessary resources needed to accommodate the facility to ensure normalcy is brought back as soon as possible. (cont'd on page 2)

FROM THE PRESIDENT

Happy Spring and thank you for reading this big edition of Pipeline. It's a great one because 2016 marks our 65th year in business. It's an incredible achievement that we are all most proud of. There is no way we would have gotten this far without my grandfather, George, starting George T. Wilkinson, Inc., but



also Geoff's Sr.'s leadership to grow and position us as the preeminent mobile boiler, service, maintenance and installation heating organization.

Having said that, THANK YOU to all our Wilkinson team associates, customers, vendors, family and friends. We couldn't have done it without you. We are incredibly proud of this achievement and appreciate all of your unwavering support to become New England's best.

This coming summer will mark the end of an era, when our longest tenured associate (besides Geoff Sr.), Warren Gartner, will put down the tool box in exchange for a set of golf clubs. Warren has been a very valuable member of our team for 35 years and we thank him for his many significant contributions. We wish Warren and his wife, Nancy, a very relaxing retirement.

In late November of 2015, The Wilkinson Companies acquired (cont'd on page 2)

24/7 Emergency Hotline 800.777.1629 / gtwilkinson.com

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

Randolph, MA based UltraFiltrionics, Inc. UltraFiltrionics, Inc. specializes in ensuring ultrapure water for the pharma, biotech and higher education customer base. This is a tremendous opportunity and we couldn't be more excited to provide high quality service, maintenance and installation of ultrapure water systems.

This edition of Pipeline brings to light why a contingency plan is so critical to facility operations. More and more insurance companies are requiring that facilities have a detailed contingency plan if they were to lose steam or hot water. We are actively visiting new and existing customers to educate them on a custom plan to ensure they are prepared. Minimize your down time because there is never a convenient time for failure.

We also feature an energy savings project at Baystate Noble Hospital located in Westfield, MA. This was a great project where we worked with The Grodsky Companies to assist in ensuring ultimate fuel savings and emissions reductions. This was a total team effort and the customer is elated, which is the ultimate goal.

Finally, we've got a few other stories that we think will interest you, including a great piece regarding longtime customer Simmons College, as well as a pretty cool timeline of the last 65 years.

Thank you for taking the time to check out this edition of our Pipeline newsletter and thank you to everyone who has helped us reach the 65 year mark. We are incredibly excited about this achievement and the future.

Geoffrey C. Wilkinson, Jr.

Geoff Wilkinson, Jr.
President



WHEN YOU CREATE A CONTINGENCY PLAN, WE SUGGEST YOU FOCUS ON THREE KEY QUESTIONS; **WHAT ARE THE POSSIBLE EMERGENCIES THAT CAN OCCUR? HOW WILL YOU RESPOND? WHAT CAN YOU DO TO PREPARE FOR IT?**

- When beginning to organize a contingency plan, be sure to analyze all potential risk factors.
- The next step would be planning on how you would respond to these recognized risks. Each scenario would be unique and would most likely need assistance from a variety of organizations. If you are able to pinpoint each risk in advance, you can then identify a trusted company that has proven to be reliable when it matters most. Having an individual point of contact is strongly recommended to avoid any communication error throughout this process. Remember: this is likely to be an emergency so there is no room for error. Communication is critical!
- To readily prepare yourself for these potential risks, start planning now. It is highly suggested that you upgrade any existing equipment or retrofit specific areas that will help increase accessibility or the convenience of your preferred vendor. By making the proper modifications prior to a crisis, you will eliminate downtime and increase productivity.



an individual point of contact is also recommended to avoid communication errors.

WHAT CAN YOU DO TO PREPARE?

In order to minimize down time, it is strongly suggested to install appropriate measures such as steam and/or hot water manifolds at the outside of a particular building. In addition, ensure electricity and water are within the area as well. The goal is to allow a mobile boiler to pull up and be connected and online as fast as possible. By making the proper modifications prior, you can minimize mobile boiler setup time.

The Wilkinson Companies can help guide your plan. We will assist you in planning under normal operations, so your facility will be ready in case of emergency. We perform boiler room audits and can install the proper piping and connections that will keep you running.

By focusing on our three key questions, you'll have a valuable contingency plan in place, and be ready for just about anything. If we can help you with your contingency planning, please call Fleet Manager, Dave Roche at **(617) 908-5125**.

WHAT ARE THE POSSIBLE RISKS?

What are the possible risks? Analyze all risk factors, and understand how they will impact your facility. From the largest interruption to the smallest inconvenience, be aware that your infrastructure is connected in so many ways, and very rarely is one factor simply isolated.

HOW WILL YOU RESPOND?

Each scenario is unique and most likely need assistance from a variety of partner organizations. If you are able to recognize each risk, you should have a company with a proven track record to be responsive and trustworthy. Having

CELEBRATING 65! WILKINSON HISTORY AT A GLANCE

As The Wilkinson Companies celebrates 65 years in business, we look back at important company history and milestones.



1951 George T. Wilkinson (GTW) establishes George T. Wilkinson Company and is the sole employee; first customers include A.W. Perry Co. and Minot, DeBlois & Madison (owners of 8-10 buildings in downtown Boston)

1969-1972 Geoffrey C. Wilkinson Sr. (GCW Sr.) works part time at GTW Co. cleaning boilers while attending Massachusetts Maritime Academy; many others from MMA work part time during the summers



1991 GTW & WMBI build new headquarters on Libbey Parkway in Weymouth, MA; mobile boilers expand to 8 boilers

1996 GTW Co. installs first linkage less system in United States with Autoflame system at Northeastern University; WMBI expands to 12 mobile boilers and moves to a newly purchased property in Weymouth, MA



2000 Geoff Jr. graduates from Northeastern University and joins the family business as a bookkeeper



1999 GTW Co. and WMBI expand to 28 associates full time

2009 GTW Co. and WMBI move from Weymouth, MA office, to current headquarters in Rockland, MA

1972-1975 GCW Sr. continues working part time for GTW Co. while sailing in the Merchant Marine for Mobil Oil Co as an Engineer on their coastwise tankers



1976 GCW Sr. becomes full time GTW Co. employee and hires 3-6 new employees for growing service/installation; company expands operations into Rhode Island

1954 GTW begins servicing heavy oil burners for GTW Co.'s commercial-industrial customers in the Boston area while working part time at Metropolitan Coal & Oil-Boston; he is named a PETRO heavy oil burner dealer for E. MA

1951



2016

1957 GTW works full time on GTW Co. at the first shop/office on Wharf St. in E. Weymouth, MA; he hires 2 employees for installation of heavy oil burners and acts as the only service technician



1968 GTW moves shop operations to Market St. in Rockland, MA as the original building is torn down

1980 GTW Co. moves to Pleasant St. in Weymouth, MA into a 2500 sq. ft. building

1984 GCW Sr. becomes President of GTW Co. and employs 12-14 associates at that time; installs first multi-million dollar retrofit project for Charles River Park properties and hires first full time service manager

1978-2016 Longest serving GTW Co. employee, Warren Gartner, is hired as a service technician, bringing GTW employment to 6; Warren will retire June 2016



1964 GTW becomes an Iron Fireman Dealer as rotary oil burners are outlawed by DEP after 1/1/1966; he installs the first Iron Fireman air atomized oil burners in the Northeast at the Telephone Co. in Boston



1986 GCW Sr. sees the growing need for the rental of mobile boilers and founds Wilkinson Mobile Boilers (WMBI) to fill this demand for current and future customers; WMBI has 2 mobile boilers and 1 immobile boiler

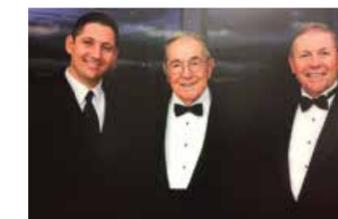
2013 GTW Co. and WMBI expand the facility from 12,500 sq. ft. to 17,500 sq. ft. and build a Technician Training Center

2013 Geoff Jr. becomes President and GCW Sr. steps into the role of CEO

2015 The Wilkinson Companies purchases UltraFiltrionics, Inc., the leading provider of ultrapure water purification systems for the biotech and pharmaceutical industries, located in Randolph, MA

2014 GTW passes away on January 29, 2014

2014 WMBI purchases the assets of Acme Boiler Rentals, creating the largest fleet of mobile boilers in New England; there are now over 44 full time employees



Left to right: Geoff Wilkinson, Jr., George T. Wilkinson, Sr. and Geoffrey C. Wilkinson, Sr.