

SUMMER 2015

Pipeline

**EVEN BIGGER,
EVEN BETTER.**



↑ This is a 350hp high pressure steam mobile boiler and it is being tested and ready for transport

More mobile steam and hot water boilers. New options for customer needs. Better availability to meet demand. These are just some of the exciting new results of our asset acquisition of E. Providence, RI-based Atlas Boiler Works, Inc. and Acme Boiler Rentals, Inc.

“I am excited that we’ll bring this experience to new businesses throughout the eastern corridor and look forward to seeing the benefits of our greatly expanded capacity,” said Geoff Wilkinson, Jr., President of The Wilkinson Companies. The acquisition more than doubles the amount of high and low pressure steam boilers and hot water boiler trailers in the fleet of Wilkinson Mobile Boilers. Plus, the company will offer customers expanded options for both rental and emergency use of trailered and non-trailered double walled oil tanks. What’s more, this also enables Wilkinson

Mobile Boilers to provide larger horsepower units and a wide range of boiler sizes to satisfy the most demanding customer requirements. Above all, the newly obtained equipment will ensure that there will always be stock available for rent or purchase to meet industrial and commercial demand. And, as always, safety and reliability will continue to be at the core of all our business practices.”

This strategic move opens a larger customer base for Wilkinson Mobile Boilers and George T. Wilkinson, Inc., expanding the reach of its boiler products and services throughout New England. 🔥



FROM THE PRESIDENT Happy summer of 2015! After a long winter that many of us want to forget, it’s nice to look out the window and actually see green grass. I hope you are enjoying the beginning to this well-deserved summer.

I’m pleased to announce a major acquisition for Wilkinson Mobile Boilers. In November, we agreed to purchase the assets of ACME Boiler Rental. With this strategic move, we obtained many great steam and hot water mobile boiler units, as well as mobile oil tank trailers. It’s a perfect fit for our business, since ACME Boiler Rental extends our line of available units. Now, when you need a mobile boiler of any size, at any hour of the day, we have you covered. (cont’d on page 2)



(cont'd from page 1)

In addition to all the great equipment, we were also fortunate to bring along ACME's Boiler Rental leader, Billy Ward. If you've been in the boiler industry in the northeast for any length of time, you know Billy. He started ACME soon after graduating from Providence College, intent on providing mobile boilers for emergency and non-emergency needs. Needless to say, he was quite successful, providing scores of customers with excellent service. As he puts it, "I've made a lot of great friends in the industry". We are more than thrilled to have him on our business development team. Billy is a true boiler man with great pride in his work and his family.

As I mentioned before, this past winter was a tremendous challenge for everyone. I'm proud to say that our Service and Installation teams were able to deliver regardless of what was going on outside. Led by our Installation Supervisor, Dave Roche, and Service Operations Manager, John Sieminski, our teams ensured that all of our customers were well taken care of. As you can imagine, hospitals and universities always need heat and hot water, so it was imperative for us to deliver. Thank you to Dave, John and all of our Wilkinson team members for holding strong in the worst of it.

And finally, let me conclude with a special tribute to Walter Wells. A valued and cherished member of the Wilkinson Companies for 30 years, Walt left us far too early, and will always be remembered as a wonderful colleague and friend. Our deepest thoughts remain with Walt's family, and his kind spirit will always be with us. What's more, we are fortunate that Walt's son, Adam, is a member our service team. It's gratifying to know that the Wells legacy will live on in our organization. On behalf of the entire company, I am pleased to inform you that our Training Center will be named after Walter Wells. We are grateful to honor his memory in this way, and know that his integrity and pride will inspire future generations of the Wilkinson Companies.

EXPECT THE UNEXPECTED— CONTINGENCY PLANS



Do you have a contingency plan? It's a smart idea to have one in place. If the worst happens to your business, you need to be fully prepared to keep everything up and running. So whether or not your facility experienced issues with heating, hot water or steam sterilization this past winter, it makes sense to have a solid plan in place that can be carried out quickly.

When creating a contingency plan, we suggest you focus on three key questions:

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 would be 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 an individual point of contact is also recommended so as to avoid communication errors.

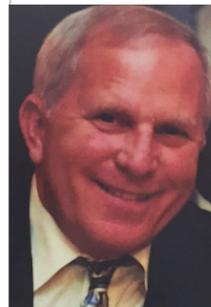
What can you do to prepare?
In order to minimize down time, it is strongly suggested to install appropriate measures such as steam and/or hot water manifolds at the outside of a particular building. In addition, ensure electricity and water is within the area as well. The goal is to allow a mobile boiler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

By keeping these three important questions in mind, 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 Dave Roche at (617) 908-5125.

Thank you to all our customers, vendors and friends for all that you do each day to ensure that the Wilkinson Companies are a success. We always owe a sincere debt of gratitude.

Very Warm Regards,

Geoff Wilkinson, Jr.
President



*In memoriam
Walter Wells, a valued and cherished member of the Wilkinson Companies, left us far too early. He will always be remembered as a wonderful colleague and friend, and his kind spirit will always be with us.*



"CONN. BOILER STARTED DOING BUSINESS WITH THE WILKINSON COMPANIES SEVERAL MONTHS AGO

as a result of Wilkinson's purchase of the equipment from ACME Boiler Rentals. We have rented four units from Wilkinson, both steam and hot water. We have been pleased with the quick response time to mobilize the boilers. As you know, especially in the winter, quick response is critical. Equally important is that the units be in good condition upon arrival so that the turnaround to get the boilers up and running isn't delayed. In this regard as well, Wilkinson's boilers have delivered, allowing us to provide our customer with a seamless installation and start-up. Lastly, but equally important, the boilers after startup ran reliably with no nuisance shutdowns."

~ Peter Royer, Connecticut Boiler

WILKINSON RISING

"If you lived here, you'd be home by now." For decades now that iconic sign along Storrow Drive has welcomed residents to the high-rise Whittier Place Condominiums. Since 1973, Wilkinson has played an important role with Whittier Place Condos, completing a significant installation of riser piping to maintain this notable Boston property.

During the last 6 springs we have strategically been replacing all the existing hot and chilled water piping to ensure safety and longevity within the building piping infrastructure.



Whittier Place Condominiums utilizes a two pipe system in which the piping is used for heating and cooling. Prior to system riser replacement, the building used welded steel and threaded steel piping. The need for replacement was quite simple, because over time steel naturally begins to corrodes, which can lead to a buildup of rust and scale within the piping. And that

often results in the discoloring of the water, as well as hindering the water flow of the system.

The biggest concern that exists with corroded pipes is leaks within the system. Once pipes begin to oxidize, the only option as a building owner is to replace those pipes because a leak is inevitable. Leaking pipes are the number one precursor of a pipe bursting. Failed pipes require a full shutdown of the designated section that has been damaged and call for immediate repairs to restore the system back to operational.

Left in the burst pipes wake are flooded condo owners, numerous (continued on back)



Photo by Konstantin Khrapko

HIGH GRADES AT SCHOOL

The Winsor School is an independent day school for academically promising and motivated girls in grades 5-12, with approximately 430 students from diverse cultural, racial and ethnic backgrounds. They come from more than 50 different communities in and around Boston. The Winsor School has been a great customer of The Wilkinson Companies for many years, and we have been fortunate to assist them with heat and service. During this past excruciatingly cold winter, Wilkinson installed a new boiler feed tank and also upgraded the burner controls to the Autoflame Combustion Management System to increase the overall efficiency of the boiler system.

"During the past winter there were many demands placed on our heating plant and Wilkinson always came through for us. From their quick response to the staff expertise they were always a valued partner"

~ John Crompton, Winsor School

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 insurance claims and potentially cold or hot owners. Wilkinson's solution consisted of the installation of Victaulic piping for risers and copper for run outs to the individual condenser units. By replacing the existing piping in Whittier Place Condominiums with the appropriate materials, we have extended the lifespan of the infrastructure

for decades to come. This is accomplished by using copper rather than steel. Copper is naturally resistant against corrosion and is the only available material that has a strong reputation for reliability. The makeup of copper is built to last with little to no cracking or deterioration over time, leak proof joints, and virtually no maintenance required. 🔥

"I have been working with Wilkinson for the past 8 years on a planned pipe replacement project here at 6 & 8 Whittier. Every year sections of 50+ year old riser piping that supplies the cold water for A/C in the summer and the hot water for heating in the winter needed to be replaced. A planned approach was determined so that only a certain number of units would be without heat or A/C for a short period of time during this project. During this time as few as 60 units would be effected or up to as many as 100 units depending on which building the work was being done in and the number of risers to be replaced. Every year the work has been completed in late June so residents have their A/C before the July 4th long weekend. The Wilkinson crews have always been clean, courteous, professional, and go out of their way to accommodate any residents special needs and requests, even a simple as making sure their cat does not get out when they visit the unit."

~ Claude Grosso



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WILKINSON TRIVIA

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

Q. WHEN ACME BOILER FIRST OPENED ITS DOORS, WHAT WAS THEIR INITIAL SPECIALTY?

A. To find out the answer you need to check out the ACME Boiler video on www.boilerroominsider.com
 Email your answer to Beth at bcapobianchi@gtwilkinson.com.

24/7 Emergency Hotline 800.777.1629 / gtwilkinson.com



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