

Pipeline

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25% Energy Savings Replaces 30 Year Old Boilers At Church Park Residences



Church Park Residences is a bustling community of apartments and commercial space located in downtown Boston. For over 30 years the complex was supported by three Kewanee boilers that provided heat and hot water for over 500 apartments and several businesses. Constant maintenance and repairs were needed to keep everything running while the energy bills continued to rise.

Wilkinson recently completed an ambitious project that resulted in a total transformation of the boiler room facilities. The old fire tube boilers were replaced with seven AERCO Benchmark 3000's condensing boilers which enabled Church Park to gain valuable space. New AERCO Smart Plate domestic hot water heat exchangers were installed that deliver precise temperature control without the need for storage tanks and blending valves.

As a result of all the upgrades that were completed, Church Park now enjoys one of the most efficient boiler facilities in the city of Boston. According to John Davenport of Church Park, the numbers that are being reported are quite impressive, "In the first and second quarters of this year we're realizing savings between 20-25%. The project was completed without a hitch and the results continue to be fantastic".

To learn more about this project please view our video summary of this project on our website at boilerroominsider.com.



FROM THE PRESIDENT

Thank you for taking a few minutes to read this edition of the Pipeline newsletter. This President's "message" is one that is out of the ordinary in that back on January 29, 2014 we lost our founder and my grandfather, George Wilkinson.

George started George T. Wilkinson, Inc. back in 1951 when he traded in his station wagon for a GMC pickup truck. To say that it has been an extremely successful run would be quite the understatement. Our organization has seen vast changes over the last 63 years however it continues to have George's (and Geoff Sr.'s) stamp regardless of what type of service we are providing; take care of the customer no matter the time or day.

Back in 1951 George was traveling from one service call to the next fixing oil fired equipment, whereas in the late 1980's through the 1990's, we were installing cast iron sectional boilers at an enormous clip. Today, we can be found installing/servicing a natural gas fired burner or a condensing boiler.

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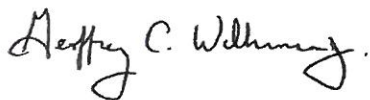
If we aren't in a customer's boiler room we can also be seen placing a mobile boiler into service or even installing a cooling tower. A lot of friends and customers are generally surprised to hear that we install cooling towers, but we do it and we do it quite well. George wouldn't have had it any other way! I guess we are lacking a marketing presence in that arena. Make no mistake, we need to do a better job at marketing that service line.

Our business landscape may have altered throughout George's tenure but so has technology regardless of sector. In order to be the best, GTW, Inc. must continue to stay at the forefront of technology and engineering in order to provide our customers with the best possible solutions to their needs.

During the Memorial services it was an absolute pleasure to meet and see customers, vendors, friends and acquaintances. I can honestly say that it was completely overwhelming as we never expected that kind of turnout. I always knew he was very well respected as a hard working individual but the efforts made by so many to travel far and wide was truly astounding and we all thank you very much.

On a final note, I'm extremely fortunate, grateful and recognize that I have monstrous shoes to fill. I have three sons of my own who might someday want to be a part of this business. I owe it to my grandfather and father to see it through. After all, my grandfather was around to pass the torch not only down to his son, Geoff Sr. but also to see me step into a leadership role.

Thank you,



Geoffrey C. Wilkinson, Jr.
President

Wilkinson Achieves High Marks For Efficiency and Savings at Wheaton College



Wilkinson recently received a call from Wheaton College on a Friday morning around 10:30am regarding a dormitory boiler failure. Wheaton requested an immediate installation of a new boiler but all parties agreed that a mobile boiler would be the logical solution at the time. The mobile boiler was delivered and fully hooked up to the systems by 5:30pm that same day, preventing the students from having any loss of heat.

Wheaton was already considering replacing the existing boiler to become more efficient. After consulting further with Wilkinson, a longer term solution emerged that became more feasible. Gary Pavao is the Chief Engineer of the physical and power plants at the college. "Wilkinson has a great deal of experience in this area and came up with a terrific solution. They were able to respond to our needs in a very timely and professional fashion.

Wilkinson installed two Weil McLain ULTRA 399 hydronic boilers with two indirect domestic hot water generators. The system will operate at efficiency above 90% and the combustion was vented in PVC. This allowed for the removal of the antiquated chimney and removal from service.

BOILER ROOM INSIDER



Why is this leprechaun running around the Church Park boiler room? See for yourself on the current episode at boilerroominsider.com.

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

How does AERCO monitor the boilers performance at Church Park?

Email your answer to
bcapobianchi@gtwilkinson.com

Farewell To The Man Who Started It All



George T. Wilkinson

December 30, 1922 - January 29, 2014

*Close in our hearts you will always stay
Loved and remembered every day*

On January 29, 2014 we mourned the passing of my father, George at 91 years of age.

My father was an "original" in that, he was as old school as they come. There were never any "gray areas"; it was his trait right to the end. He was a "hard driver" of people whom he worked with all his life. His goal was to always be strong and professional with all of George T. Wilkinson customers and provide high quality services at all times.

He was proud to see how George T. Wilkinson, Inc. has evolved over the past 62 years and is slowly transitioning into the third generation of leadership under Geoff Wilkinson, Jr.

On February 7, 2014, in lieu of a wake and funeral, we had a celebration of my father's life here at the offices of the Wilkinson Companies. He wanted a "party" as he told me and contributed a sum of money to have the best party or the best "Irish Wake" ever.

Over 500 associates, friends, customers and competitors visited our offices and warehouse for a celebration of my father's life. The Wilkinson family members were quite humbled by those who took the time out of their busy schedules to attend the celebration event.

I want to personally thank everyone who attended and to express the appreciation of my father as he would have once again been proud of the people he cared about the most besides family members; "his customers".

We hope to continue that focus as we transition to the third generation; after I retire many years from now.

Respectfully,

Geoffrey C. Wilkinson
Chief Executive Officer



Pipeline

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For changes of address or to suggest story ideas, please contact
Beth Capobianchi at 781-335-2622 or e-mail ideas and comments to
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800-777-1629
energy@gtwilkinson.com
www.gtwilkinson.com
www.boilerroominsider.com