

GEORGE T. WILKINSON, INC.

# Pipeline

Spring 2008

Specialists in Advanced Combustion  
Technology Since 1951  
Call 800-777-1629



Thanks to Wilkinson, the boilers at the Massachusetts College of Art and Design are now running better than when they were brand new.

## CLIENT SERVICES

### GTW helps paint college campus green

**W**ould you ever believe your boilers can function better than when they were brand new?

Well, neither could the Massachusetts College of Art and Design (MassArt). That is until the school commissioned George T. Wilkinson, Inc. (GTW) to upgrade its main steam power plant with high efficiency controls.

As a state institution, MassArt is required by law to open all capital projects to public bidding. As a result of the Chapter 149 public construction bid process, GTW was awarded the job and installed the Autoflame® Mark VI™

Combustion Management System to the college's existing boilers.

Located in Boston, Mass., the school's campus power plant consists of three Cleaver Brooks Low Emission boilers. The two 500HP boilers and one 350HP boiler burn primarily natural gas, but have B10 bio-diesel as backup.

To ensure the college would achieve maximum savings, technicians installed an Autoflame® system with Exhaust Gas Analyzers and variable frequency drives.

The Exhaust Gas Analyzer's ability to perform three

**COLLEGE**, continued on page 2

## FROM THE PRESIDENT Cut costs during difficult times

It seems spring is finally here, and I'm sure many of you are more than overjoyed that you can finally turn down your heat. The oil market was extremely volatile this past heating season and I'm sure all of your checkbooks can vouch for that.



The U.S. Department of Energy's (DOE) Energy Information Administration (EIA) reported that the recent run-up of oil prices past the \$100 per barrel mark caused heating fuels to reach record prices.

According to their report, the average heating oil price climbed above \$3.85 per gallon in mid-March, and even set a record high. To make things even more discouraging, it turned out to be the fifth consecutive week that heating oil prices reached new record highs.

And as for natural gas, the Henry Hub spot price averaged \$9.74 Mcf in March, nearly \$1 per Mcf more than the average spot price in February. March was the first month since December 2005 that prices averaged more than \$9 per Mcf.

The report states, "Prices for the winter as a whole are likely to set a new nominal record."

**PRESIDENT**, continued on page 3

## Trivia

### THIS ISSUE'S QUESTION

**Q** In 1863, a confederate gunship traveling on a Florida river stopped to rest in the town of Blountstown. The next morning, as the ship's crew raised steam to move off a sandbar, the boiler exploded and the ship sank in the shallow water. The ship was later raised and repaired. At the end of the war the ship was burned by its crew, but a piece of the ship's hull can be seen today at the Port Columbus National Civil War Naval Museum. What is the name of the ship?

E-mail your answer to [ppackard@gtwilkinson.com](mailto:ppackard@gtwilkinson.com) by August 29, 2008. Please include your address.

Winners will receive a George T. Wilkinson, Inc. gift pack and their names will be listed at [www.gtwilkinson.com](http://www.gtwilkinson.com).

#### Last Issue's Trivia Question

What was the name of the first recorded steam-powered device?

**A** The aeolipile. It was invented by Heron of Alexandria. The machine drew very little attention at first as it was used to perform menial tasks such as opening doors.





# Power Flame appoints GTW as official representative

**G**eorge T. Wilkinson, Inc. (GTW) was recently named as a regional Power Flame representative for Maine, Eastern Massachusetts and New Hampshire.

Power Flame is the largest burner manufacturer in the United States. The company produces gas, oil, combination gas and oil, low NOx burners and combustion control systems for commercial, industrial and process applications.

Of course, not just any company is selected to represent the Power Flame organization.

"We search for companies with strong, high quality sales and service operations," explained Bill Wiener, president of Power Flame.



*During a tour of the Power Flame factory located in Parsons, KS, members of the GTW and Power Flame teams converge on a Ultra Low NOx Nova Plus burner. From left to right: John Sieminski, Service Operations Manager at GTW, Inc.; Bob Rizza, VP of Sales and Marketing at Power Flame; Geoff Wilkinson, President of GTW, Inc.; Bill Wiener, President of Power Flame and Al Bishop, VP of Sales at GTW, Inc.*

"Wilkinson fits the bill."

"Wilkinson is an extremely strong, well-run organization. I have great faith in their ability to make things happen in better ways," stated Wiener.

And the feeling is mutual.

"Wilkinson is honored to partner with an organization of such high standards. In fact, the alliance with Power Flame was a natural one. Each manufactured burner system is reliable, economical and highly efficient – three attributes Wilkinson believes are an important

contribution to any job," explained Geoffrey C. Wilkinson, Sr., president of The Wilkinson Companies.

Contact your GTW representative to learn how you may benefit from installing a Power Flame burner in your heating system.

## COLLEGE, from page 1

parameter trim (O<sub>2</sub>, CO<sub>2</sub> and CO) limits the emissions that are released into the environment, acting as a pollution control device. In addition, the Exhaust Gas Analyzers ensure the boilers are operating at commissioned values regardless of barometric conditions.

Many other systems that only trim on O<sub>2</sub> and operate on fixed O<sub>2</sub> set points lack the capability to "search" for the most efficient operating zones. With an AutoFlame® system that trims O<sub>2</sub>, CO<sub>2</sub> and CO the most efficient means of operating is identified by the system itself.

Plus, once paired with AutoFlame® independent

linkageless servo motors, the technology further reduces emissions and assures fuel savings.

"Our institution has entered into a nationwide green initiative and the AutoFlame® system will help us to meet goals set to reduce our carbon footprint," noted Howard LaRose Jr., director of facilities at the college.

He also explained that emissions data is vital to both the school and the Commonwealth of Massachusetts.

"With the excellent trending capabilities we will now be able to send more precise reports to the state environmental office," explained LaRose.

The experts at GTW also installed the AutoFlame® Data

## Did you know...

Comparing an AutoFlame® Combustion Control System to other, older technology is like comparing the technology of a 1960's gas pedal and four-barrel carburetor to today's cruise control and fuel injection. You essentially receive the same performance with a smaller engine because the fuel is utilized so much more efficiently.



Transfer Interface, which allows the school to view pertinent boiler data such as steam flow, fuel flow metering and exhaust gas analytics (chart and graph emissions data) all from inside their control room.

And the savings don't stop there. By working with Keyspan, MassArt was able to receive a rebate figure of \$28,000 thanks to a decline

in fuel usage.

In addition, MassArt is expecting a \$10,000 rebate from NSTAR for their reduction in electrical use made possible by the variable frequency drives.

So how is the system functioning now? According to LaRose, the "boilers are online and actually run better than when they were new!"



# Wilkinson Companies aim to improve technologies, save customers' money through ABMA membership

In an effort to continually provide customers with the latest, energy efficient technology for less, The Wilkinson Companies have joined the American Boiler Manufacturers Association (ABMA) as an associate member.

"This is how we can save our customers' money. Working with ABMA is just one of the ways we plan to stay 'on top' by meeting and exceeding customers' expectations," said Geoffrey C. Wilkinson, Sr., president of The Wilkinson Companies.

He also explained one of his key goals is to always remain on the forefront of new technologies of the twenty first century.

The ABMA fosters emerging worldwide energy efficient

technologies through promoting products and services that meet the energy savings needs of customers.

Founded in 1888, ABMA is a voluntary, non-profit corporation headquartered in Vienna, Va. and is the only national association representing commercial, industrial and utility boiler manufacturers and fuel burning system manufacturers.

The association improves services to the public, remains proactive in government affairs affecting the industry and promotes the safe, economical and environmentally friendly use of products and services.

"It is a natural fit for The Wilkinson Companies to be included in this core group of worldwide boiler and burner



2008 ABMA annual meeting in Indian Wells, Calif. Pictured left to right are William and Louisa Wiener, owners of Power Flame; Randy Rawson, ABMA president; Geoff and Nancy Wilkinson, The Wilkinson Companies; Steve Kemp, managing director of Autoflame Engineering.

manufacturers," explained Geoffrey Wilkinson, Sr. "With today's high energy costs it behooves all of us to actively participate in an association where hundreds of energy savings products and green

technologies are emerging."

The Wilkinson Companies look forward to a long, mutually beneficial business relationship with fellow member companies of ABMA.

## BRIEFS

### Free energy efficiency guidebook for schools

A full 16 percent of school districts' controllable costs is spent on energy. A new publication written specifically for K-12 school buildings aids design teams in constructing energy-smart schools using off-the-shelf technology that can

cut energy use 30 percent or more annually.

The publication features easy-to-follow recommendations and how-to tips via a series of real-life school construction case studies. The book is available for free at [www.ashrae.org/freeaedg](http://www.ashrae.org/freeaedg).

ASHRAE, 2008

## Pipeline

### GEORGE T. WILKINSON INC.

Geoffrey C. Wilkinson, Sr. .... President  
Alan C. Bishop ..... Vice President of Sales  
William F. Holloway ..... Vice President Finance & Administration  
John F. Sieminski ..... Operations Manager  
Paula Packard ..... Assistant Controller

For changes of address or to suggest story ideas, please contact Paula Packard at (781) 335-2622, or email ideas and comments to [ppackard@gtwilkinson.com](mailto:ppackard@gtwilkinson.com)

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

### PRESIDENT, from page 1

While I cannot predict if next winter will bring any relief, we can help you lower your energy costs and save money no matter what the temperature.

As you may know, the most effective way to cut your energy bill is through energy efficient technologies.

By combining our staff's unique understanding of energy efficiency programs with Wilkinson's exclusive access to the Autoflame® Combustion Management System and Power Flame burner systems, you can achieve maximum savings.

Feel free to call me or any of our staff to discuss what

solutions are appropriate for you. I would be more than happy to supply you with a number of detailed case studies that demonstrate how The Wilkinson Companies have helped real organizations cut their energy costs.

I wish all of you the best as you embark on vacations and head to the beach this summer. Enjoy the warm weather because the cold weather will be back before you know it!

Respectfully,

*Geoffrey C. Wilkinson*

Geoffrey C. Wilkinson  
President

## COMPANY NEWS

# GTW named top Autoflame® Worldwide Sales Leader for 2007

**G**eorge T. Wilkinson, Inc. (GTW) was named the top worldwide Autoflame® sales technology center for 2007! There are a total of 55 Autoflame® representatives throughout the globe.

In recognition of this success GTW was awarded a beautiful engraved crystal jug from Steve Kemp, managing partner of Autoflame, Ltd.

The award was presented to GTW's Geoffrey Wilkinson, Jr. at the 2007 American Society of Heating, Refrigerating and Air Conditioning Engineers (ASHRAE) show in January, 2008.

4 "This signifies to us that GTW's bold step back in 1996 (to promote Autoflame) is one that produced a tremendous positive impact on our future. We have always prided our organization as utilizing 'cutting edge technology' but Autoflame was truly going where no one went before during this

time period," said Wilkinson.

Wilkinson explained GTW became the authorized Southern New England representative in 1996 when fuel prices were much less expensive than today.

To put this into perspective, fuel costs for natural gas were \$0.65/therm and light oil was \$0.85/gallon. Today's expenditure for natural gas is \$1.50/therm (average) and \$3.75/gallon (average).

This is an incredible accomplishment and could not have been achieved without the tremendous hard work of all GTW's associates.

"We thank all of our customers for placing their trust in our organization and in Autoflame's fine combustion controls. We hope they all take great pride in this award as well. We couldn't have done it without them," said Wilkinson.



## It's That Simple!

**T**he Wilkinson Centurian™ Boiler combines the most modern burner technology with an unsurpassed advanced combustion management system to achieve substantially lower fuel costs, reduced emissions and fast payback.

Northeastern University chose George T. Wilkinson, Inc.'s technology-based solution when it upgraded its boiler plant. Now the rapidly expanding university has a one-of-a-kind, state-of-the-art ultra-low NOx emissions steam boiler system. It surpasses state Department of Environmental Protection (DEP) requirements. And, the school is saving

What YOU get when you hire Wilkinson:

- ▼ Proven track record for reducing costs
- ▼ Fast payback
- ▼ Emission reductions
- ▼ Help with utility rebates
- ▼ State-of-the-art boiler system

substantial money on energy costs!

Wilkinson's engineering experience; unique understanding of energy efficiency programs and exclusive access to the Autoflame™ Mark VI combustion management system will help you achieve savings never before realized.

## BRIEFS

### Government to extend green tax incentives?

In March, a coalition called upon the U.S. Senate to pass bipartisan legislation to extend renewable energy and efficiency tax credits that have

or will soon expire.

The coalition urges the Senate to extend tax incentives for constructing energy-efficient buildings and investing in solar electric systems, among others.

ACEEE, March 2008

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