

Pipeline

Summer 2012



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

CLIENT SERVICES

"First Class Workmanship" at International Packaging Company

When the time came for Rich Parenteau to upgrade his boiler, burner and controls at his Pawtucket, RI packaging plant, he knew exactly what he wanted in the company he chose to work with. As the Facilities Engineer at International Packaging Company, he was dissatisfied with previous contractor relationships and this upcoming project was far too important to settle for anything less than the best. "Interpak" is a manufacturer of custom designed packaging with US and China capabilities. Founded in 1957, Interpak is one of the largest packaging companies in the US employing more than 400 people.

Mr. Parenteau was recently asked to share his experience working with George T. Wilkinson, Inc.

On choosing the right company to work with...

"It was critical for me to have a contractor who would act as a real strong partner from start to finish. Our department oversees the heating, cooling, electrical, and plumbing for over 2 million square feet of space and we can't afford any significant down time. Upfront, honest communication throughout the project was imperative".

cont. pg. 2 "Interpak"



FROM THE PRESIDENT

No Better Time

Summer is here and George T. Wilkinson, Inc. is ramping up for another busy oil to natural gas conversion season.

We continue to see a sharp increase in oil to gas conversions throughout the Northeast.

In addition to the obvious fuel savings, there are several advantages to making the conversion now.

cont. pg. 2 "President"

ENERGY EFFICIENCY ENGINEERS



VIDEO HUNT

Riley Brothers Construction is featured on 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.

What words and numbers are displayed on the burner control panel?

Email your answer to kderienzo@gtwilkinson.com

'President' cont.

Natural gas heating will emit up to 40% less CO₂ and up to 99.9% less sulfur dioxide – two major contributors to climate change and acid rain. Converting also reduces emissions that deplete the ozone and contribute to respiratory illnesses like asthma. Most natural gas – 97.3% of it – comes from North America. Today the Northeast relies on foreign oil for 90% of its energy needs. If every community converted to natural gas we could reduce our country's use of petroleum products by up to seven billion gallons per year!

With the advancements of intelligent technology combined with Low O₂ burners, there really isn't a better time to invest in energy efficiency upgrades. Our skilled technicians and sales representatives are in the field everyday meeting with existing and prospective customers to discuss various options for improving their efficiencies.

Even if you're not sure if this is the time for an upgrade, we encourage you to contact us to take advantage of our highly knowledgeable team. Understanding all of your options will help you plan for the future and be prepared for enhancements through modern boiler and burner technologies.

Our featured story is about a successful natural gas conversion in Pawtucket, RI where a new Easco boiler was installed, with a Powerflame burner and the Autoflame Combustion Management System. Unfortunately, our customer will have to wait another year to truly enjoy the significant savings they achieved due to the extremely mild winter.

Our tremendous technicians are on display again with yet another rapid response to a malfunctioned boiler. This story is also featured on the current edition of Boiler Room Insider so I encourage you to get online and hear from Mr. Tim Riley.

You'll also learn more about the extensive training and education we provide our technicians. Our number one priority is to ensure that our customers continue to receive the best and most advanced support available in New England.

I thank you for taking a few moments to learn what is new here at Wilkinson and wish you a wonderful and safe summer.

Respectfully,



Geoffrey C. Wilkinson
President

'Interpak' cont.



Interpak Boiler Before Conversion

Why Wilkinson as a partner?

"This was a significant project for us. International Packaging was looking to convert to natural gas and replace one boiler that was over 40 years old and very inefficient. I had heard great things about Wilkinson and wanted them to present different recommendations for us to consider. Al Bishop helped me explore several options and made me very comfortable with choosing Wilkinson as the contractor."

Wilkinson conducted the work last fall and completed the project in December 2011. A new Easco boiler was installed with a Powerflame burner with the Autoflame Combustion Management System. The first winter season was one of the mildest on record in the Northeast which has made it difficult to accurately measure the true savings at this point.

How are things running 5 months after the job was completed?

"It really is a user friendly boiler system now. The Autoflame controls are very easy to use and the technology helps run a lot cleaner emissions now. While we haven't been able to quantify the savings yet, we know it's there."

On working with Wilkinson...

"The Wilkinson team ran the whole project from start to finish and the communication was terrific throughout. It's obvious they take great pride in the quality of their work. The project was done quickly, professionally, and above and beyond my expectations. The workmanship was first class all around."



PARTNER

Wilkinson Technicians Travel Across "The Pond" For AutoFlame Training

AutoFlame is a sophisticated micro process control technology that is highly recommended by Wilkinson for the superior efficiencies it delivers. Recently several technicians attended a dynamic training session in London which John Sieminski, Wilkinson's Service Operations Manager, says will directly benefit customers.

"Continuous learning and growth is really important to all of us at Wilkinson and we invest significantly in the training of our technicians, says Mr. Sieminski. AutoFlame technology is extremely advanced and our technicians have received extensive training that directly translates to benefits that our customers will receive. We're fortunate to have some of the most educated and experienced technicians in the industry and its something that doesn't go unnoticed by our customers."



Technician Brian McGraw



Mk7 Evo Controller



Technicians Stephen Mowles,
John Colborne and Brian Merrey

George T. Wilkinson, Inc.'s Service Department Delivers With Another Successful Rapid Response

With an average daily production of 2,000 tons, and trucks lined up at your asphalt plant at 8am everyday, you can't afford a boiler problem that shuts down the entire operation. Tim Riley, President of Riley Brothers Construction in Bellingham, MA faced this situation recently for the first time in the plant's history.

The first call he made was to Geoff Wilkinson Jr. and by 5am the next morning (Saturday) a service technician was at the gate ready to diagnose the issue. Within 20 minutes the problem was identified and new parts were rushed out from Wilkinson's warehouse. 2 hours later the plant was back up and running and not one truck was turned away.

Visit boilerroominsider.com and watch a short video about yet another rapid response from Wilkinson.

Featured Video



Riley Brothers Asphalt Plant
in Bellingham, MA

Pipeline

GEORGE T. WILKINSON INC.

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

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

www.gtwilkinson.com

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 www.gtwilkinson.com



www.boilerroominsider.com
www.gtwilkinson.com
energy@gtwilkinson.com
800-777-1629

405 V.F.W. Drive • Rockland, MA 02370

