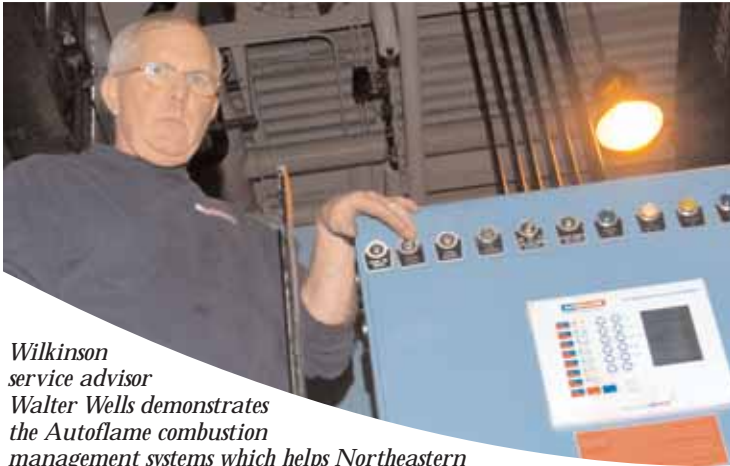


Pipeline

Fall 2005

*Specialists in Advanced Combustion
Technology Since 1951*



Wilkinson service advisor Walter Wells demonstrates the Autoflame combustion management systems which helps Northeastern University keep energy costs at their lowest possible level.

COMPANY NEWS

Wilkinson boiler brings to NU state-of-the-art technology

When Northeastern University wanted to add a 1,000 BHP ultra low emissions steam boiler system to its existing 4,200 BHP steam power plant, it turned to George T. Wilkinson, Inc.

The school's trust in Wilkinson's ability to get the job done paid off. The university's new power plant is one of the largest, cleanest low pressure steam power plants in the country.

The project immediately faced a major challenge. The Massachusetts Department of Environmental Protection (DEP) mandated that the university meet the newest standards for fossil-fired boilers – the strictest standards in the world at the time!

The new boiler had to meet a 9 PPM low NOx standard when firing on natural gas and 78 PPM when firing on ultra low sulfur diesel (ULSD).

Not only were these standards met,

they were surpassed. The independent testing company that monitored the emissions said the boiler's emissions were the lowest it has seen for a boiler of its size and type.

The boiler is state-of-the art for its size, according to Beshad Moghaddam of B&M Environment Consulting Services, Inc., the consulting company hired by Northeastern to complete the state application process to put the boiler on line.

"In terms of emissions, this boiler produces the lowest emissions for (any boiler) its size and type in the state and it's right up there nationwide," Moghaddam said.

Moghaddam, who has more than 18 years of experience in the industry, said Northeastern's new boiler is "The best of the best at the present time." What really makes this boiler stand out is that it can use two types of fuel (gas and oil)

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MOBILE BOILERS

In an emergency, call Wilkinson Mobile Boilers

Every facilities manager knows that at some time – usually the most unexpected or inconvenient time – something is going to go wrong. There will be a power blackout; an accident will cause a major disruption in service or some other emergency will occur. At these times, Wilkinson Mobile Boilers often gets a call.

That happened this spring when there was a problem at the Copley Marriott and Copley Weston hotels in Boston.

"We needed to shut down the district steam in the street to do street repair, but we still needed to provide steam for hot water and kitchen use in the hotels," said Stephen G. Giordino, field engineer supervisor for Johnson Controls/Trigen Boston Energy, which takes care of the city's steam supply.

Giordino called and Wilkinson rushed two large mobile boilers to the scene. They were onsite for three days and hotel guests never knew there had been a problem.

"We've been using Wilkinson for more than 10 years," Giordino

MOBILE BOILERS, continued on page 2

Trivia

THIS ISSUE'S QUESTION

Q. What is considered the worst marine disaster in U.S. History?

E-mail your answer to ppackard@gtwilkinson.com by November 30, 2005. Please include your address.

Winners will receive a George T. Wilkinson Inc. gift pack and their names will be listed on the Web site (www.gtwilkinson.com) after November 30.

Last Issue's Trivia Question:

Who was the first American woman to receive an engineering degree in the United States?

A. Elizabeth Bragg received a civil engineering degree from the University of California at Berkeley in 1876.

INDUSTRY NEWS

BJ's turns to Wilkinson to hold down energy costs

Everyone these days is concerned about energy costs. Whether you are a home owner, a renter or driving around town in your brand new hybrid vehicle, heat and gas costs are on your mind.

It's no different for people making HVAC decisions in their businesses. If you need a new boiler system or just need to upgrade your present system, efficiency has to be uppermost in your mind.

George T. Wilkinson Inc. understands this problem. Wilkinson has been helping customers save money on new and upgraded systems for many years. The company is an expert at finding ways to lower costs.

Thomas M. Dowden, facilities manager for BJ's Wholesale Club recently learned of Wilkinson's cost-saving expertise first hand. BJ's needed a new boiler at its corporate headquarters in Natick. Dowden put the project out to bid and Wilkinson was successful.

"We went through the whole bid process," Dowden said. "Wilkinson had the best price, the best product, the best payback."

Wilkinson could be best in all three areas because the company's technicians stay on top of the technology in the industry; the company partners with the best manufacturers in the industry and Wilkinson is an expert on the energy cost savings programs offered by every utility in the region.

"They were right in line with NSTAR," Dowden said. "And, we didn't have to deal with NSTAR."

NSTAR, BJ's utility company, has been offering a variety of energy efficiency programs for more than 15 years.

"We work directly with both the customer and the contractor," said Michael P. Durand, media spokesman for NSTAR. "If customers aren't aware of our programs, they should really take a look. They get immediate savings through the rebate program and long-term savings in kilowatt hours over the life of the new equipment. It's a double savings for them"

That is the message Wilkinson gives its customers, as well. A customer that installs an energy efficient Autoflame-enhanced boiler system saves money up front by participating in their utility's rebate program and throughout the life of their system. Most customers realize a 9-percent to 22-percent savings over time. That is a major help with the bottom line.

As energy costs continue to rise, now is the time for savings. Call or email Al Bishop, vice president of sales, at 800-777-1629 or abishop@gtwilkinson.com for information specific to your situation.

In an emergency, call Wilkinson Mobile Boilers

MOBILE BOILERS, from page 1

said. "They do a fantastic job in getting boilers to us and getting them up and running. They meet our criteria. They're just a good company."

It is not always an above-ground problem that Wilkinson is called upon to solve. Modern Continental Construction of Cambridge called on Wilkinson this summer to help with a Big Dig dilemma.

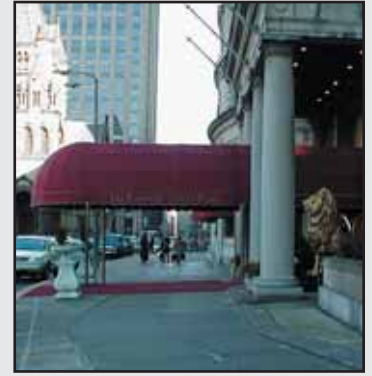
When Modern Continental was digging under downtown Boston, it came across the old Dewey Square tunnel and its antiquated drainage pipes. The company decided it would cost less to use the pipeline already there, than to build a new one.

"The pipeline was built in the early '50s," said David J. Arruda, night project supervisor. "So, we decided to rehabilitate the pipes by putting a fiberglass liner inside."

The liner was attached to the pipe with resin. Steam was needed to cure the resin so it would hold the liner to the pipe. Modern Continental called on Wilkinson for a mobile boiler which would be used overnight to generate the steam.

"We've used Wilkinson in the past when we needed to generate hot water during the winter and they are a very reliable company,"

MOBILE BOILERS, continued on page 4



Wilkinson mobile boilers were onsite for three days and hotel guests never knew there was a problem.

BRIEFS

Golf outing raises \$17,000 for MMA Scholarship Fund

The fifth annual O'Connor Cup Golf Outing organized by George T. Wilkinson Inc. to benefit the Massachusetts Maritime Academy's Emery Rice Scholarship Fund raised \$17,000.

The outing was held at the Brookside Club, a public golf course in Bourne, Mass. The popular event attracted 110 golfers this year. The winners – for the third time in five years – were Jeff O'Connor, Eric Ashworth, Sam Bailey and team newcomer Jeff Ross. After the tournament, participants attended a luncheon reception, silent auction and awards ceremony at the Brookside Club House.

The tournament is played in memory of Stephen J. "Doc" O'Connor, MMA Class of '52.

Bob Connolly retires

Longtime Wilkinson vice president of key accounts, Robert S. Connolly retired earlier this year. After 19 years with the company, Connolly, who headed the Mobile Boiler Division of Wilkinson, is spending more time with his wife and family, especially his grandchildren. He's also working on improving his golf game.

"I just decided to retire at age 65," he said. "I don't need anything. I'm just going back and forth to Florida. I don't want to see any more snow, but I still keep in touch with some of the guys."

Connolly has been succeeded by John Sieminski, Operations Manager.

Wilkinson boiler brings to NU state-of-the-art technology

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and meets the low emission rate of a single fuel boiler, he added.

"The primary fuel is natural gas. The secondary fuel is extremely clean ultra low transportation fuel oil. In Massachusetts, I am almost positive that this is the only boiler of its type in operation right now," he said.

The state mandated that the boiler meet best available control technology (BACT) so that emissions are as clean as possible, according to James E. Belsky, permit chief for the Northeast Region Bureau of Waste Prevention in DEP.

"That requires them and us to do the latest research," he said. "The raw data looked really good."

The new boiler is "neat," Belsky said, because it basically acts as a pollution-control device rather than as a device that cleans up emissions after the fact.

George T. Wilkinson, Inc. is well known in the industry for its ability to tailor boiler solutions to customer needs. Wilkinson's team of engineers and technicians brought more than 135 years of combined expertise to the project. The company took advantage of the technological edge provided by multiple manufacturers who are at the top of their fields to complete this project.

Wilkinson partnered with Tulsa, Okla.-based Gordon-Piatt, the burner division of John Zink Co.; Autoflame Engineering Ltd. of London, England and Hurst Boiler



The Wilkinson Centurian, pictured here at NU, is comprised of a Gordon-Piatt burner, the Autoflame combustion management system and a Hurst boiler.

Co. of Coolidge, GA. to produce a Wilkinson Centurian® boiler that exceeded all expectations.

Combined, the four companies brought more than 275 years of experience to the project. Gordon-Piatt is the largest and most technologically advanced combustion burner organization in the world. Autoflame Engineering is the premier microprocessor PID combustion control system manufacturer and designer in the world. Hurst Boiler Co. is a heat exchanger manufacturer that provides high quality steel boilers which can be customized to customers' needs.

Wilkinson is the exclusive representative of Gordon-Piatt in eastern Massachusetts. The company also is an authorized Autoflame Technology Center and the Autoflame expert in southern New England.

"Working closely with Northeastern University, Wilkinson combined the technologies of all these companies to break the mold of outdated 1950s' combustion technologies prevalent in the industry until recently," said

Geoffrey C. Wilkinson, president of Wilkinson. "Northeastern trusted Wilkinson, as it has done for 29 years, to find a solution to meet its steam demands as well as stringent emission standards never before realized. The results were amazing."

Throughout operational firing ranges, NOx emissions were:

- **Natural Gas:** < 8.5 PPM NOx with zero CO @ 42,000 CFH input
- **Ultra Low Sulfur Diesel (ULSD):** < 25 PPM and zero smoke at 286 GPH input

The efficiencies were also impressive, with natural gas at 84.3 percent and ULSD at 88.4 percent.

Located in the center city and surrounded by both residential and commercial areas, Northeastern has met the challenge of being an excellent ecological neighbor.

With a little help from Wilkinson, Northeastern University is practicing what it teaches its students: "Take bold steps in engineering practices to meet the world's challenges and don't ever be afraid to think *out of the box.*"

FROM THE PRESIDENT

Employees are at the top of their fields



Every business is only as good as its associates. We are at the top of the industry because our associates are at the top of their fields.

This is especially true of our technical staff. When you call for a technician, you will get someone who has specific training and years of experience. Our technicians take courses and workshops every year to stay on the cutting edge of their specialties.

The only way we can save you money is through the wonders of technology – and technology is constantly evolving. The more the technician knows about the software and hardware you are using, the better job he will do for you.

The state-of-the-art boiler system we recently installed at Northeastern University is the latest proof of the importance of a technical staff that maintains advanced knowledge of technological changes and worldwide innovation.

You will receive the best advice that we can give and receive the best work available. The result is a win-win situation.

I am proud to be associated with such capable and conscientious people.

Respectfully,

Geoffrey C. Wilkinson, President

Pipeline

GEORGE T. WILKINSON INC.

Geoffrey C. WilkinsonPresident
Alan C. BishopVice President of Sales
William F. HollowayVice President Finance & Administration
John F. SieminskiOperations Manager
Paula PackardAssistant to VP of Finance/Editor

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

www.gtwilkinson.com

In an emergency, call Wilkinson Mobile Boilers

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Arruda said. "When we started this project, we knew we couldn't stop. We needed someone who could supply what we needed. They're a good company. They're dependable."

Other companies echo the same sentiments. Wilkinson Mobile Boilers are regularly used by such companies and organizations as Boston University, Boston College, the Quincy School Department, New Boston Food Market; Boston Ship Repair and Clarendon Hill Towers.

Wilkinson Mobile Boilers specializes in providing the right equipment in emergency situations. The company has the largest fleet of state-of-the-art mobile boilers in the region and is known for its quick response and knowledgeable service technicians.

The next time you have a boiler emergency, call John Sieminski, Wilkinson's service operations manager at 800-777-1629. You will be glad you did!



It's That Simple!

The 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 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.

Call **800-777-1629** today for a free payback analysis.



With 33 installers and service technicians who continuously upgrade their technical skills, Wilkinson is always on the cutting edge of technology.

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



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