

Pipeline

Summer 2004

*Specialists in Advanced Combustion
Technology Since 1951*



*John Zink Co.
world headquarters
in Tulsa, Okla., home of
the company's state-of-the-art
International Research and Development
Test Center.*

COMPANY NEWS

Wilkinson and Gordon-Piatt announce partnership

George T. Wilkinson Inc. is now the exclusive representative of Gordon-Piatt in eastern Massachusetts. The two companies signed a partnership agreement this summer.

Gordon-Piatt Combustion has been an industry leader in high quality combustion equipment for more than 50 years. This strategic partnership provides the Wilkinson Companies with the best equipment to meet today's Low NOx emission requirements.

"We are excited about our new partnership with George T. Wilkinson," said Eric Graham, director of marketing for Gordon-Piatt. "Both organizations meet the criteria of high quality and excellence in service that today's customers demand and deserve. We have been trying to recruit the Wilkinson Companies for more than six years and we are proud to partner with them for a long time into the future."

Gordon-Piatt is an exclusive brand of John Zink Co., a \$50 billion company owned by David Koch. John Zink leads the industry in Ultra Low NOx system (<9 PPM) technology advancements through its \$10 million research and development laboratory in Tulsa, Oklahoma.

"Research and development is the key to future success in our industry," said Geoffrey C. Wilkinson, president of George T. Wilkinson Inc. "Gordon-Piatt's commitment to developing new technologies is critical to our customers' needs. We need to work with companies like Gordon-Piatt to meet environmental challenges for the 21st Century. We will meet those challenges head on to satisfy our customers' goals."

The Gordon-Piatt agreement replaces the agreement Wilkinson had with Webster Engineering.

COMPANY, continued on page 3

MAINTENANCE

Are your boilers ready for peak use?

As the summer ebbs and fall approaches, it's time to start preparing for winter. Now is a good time to schedule maintenance for your boilers so they will be ready when the cold weather hits and heating demands soar.

Annual maintenance is an important part of keeping your boilers in top performance condition. It is also an insurance company requirement. Failure to inspect a boiler each year is a code violation.

Here are the basic inspection and maintenance steps to take to keep your boilers in peak condition:

Steel Steam Boilers: Oil and Gas

- Open and clean water and firesides of the boiler
- Leave boiler open until it is inspected by your insurance company inspector
- After inspection, close water and firesides and return the boiler to service

MAINTENANCE, continued on page 4

Trivia

THIS ISSUE'S QUESTION

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

E-mail your answer to ppackard@gtwilkinson.com by October 1, 2004. 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 October 1.

Last Issue's Trivia Question:

Who was John Harrison (1693-1776) and what does he have to do with HVAC?

A. John Harrison, English carpenter and amateur horologist, invented the bi-metallic strip used in thermometers.

Mass. Maritime names steam lab after Wilkinson CEO

Geoffrey C. Wilkinson graduated from Mass. Maritime Academy (MMA) more than 30 years ago but he never really left the Cape Cod college. Over the years he has been a steady supporter and contributor to the school in a variety of ways.

This September MMA will honor him by naming its new steam lab after him. It's the latest honor the school has bestowed on Wilkinson. Last year MMA gave him an honorary doctorate in public administration.

Wilkinson, president and chief executive officer of George T. Wilkinson Inc., is vice chairman of the board of the Massachusetts Maritime Academy Foundation. The foundation generates and manages charitable gifts and is the primary fundraiser for the academy. Wilkinson's company runs two golf tournaments each year to benefit the foundation. In addition, the company hires MMA cadets as interns each year and has hired MMA graduates as permanent employees.

Wilkinson donated the high-pressure boiler that is the heart of the lab.

"Students will learn the practical and the theoretical side of steam generation as it relates to power plants," said Capt. Bradley K. Lima, MMA's academic dean. "This lab is probably unique in its own right. I do not believe there's a similar lab in New England that produces steam in the proper pressure and quantity to operate a condensing steam turbine."

The lab simulates the experience of being aboard ship, Lima said. It has the same catwalks and gratings that are in marine power plants.

"Geoff was given this honor not only because of his donation but for his long-term commitment



Geoffrey C. Wilkinson is vice chairman of the board of the Massachusetts Maritime Academy Foundation.

to the academy," Lima said. "He exemplifies the MMA alumnus."

MMA trains its students to operate, maintain and manage mechanical operations systems. The new lab helps the school keep up with the real life workplace. The academy and its cadets must adhere to the international training standards for certification set by the International Maritime Organization, based in London.

When the new lab goes into full operation in about a year, MMA students can satisfy 15-percent

to 20-percent of the training experience required by international standards, Lima said.

"I'd be hard pressed to find another person who has done as much as Geoff has for the academy," Lima said. "I've known Geoff for many years. His company name is known as an industry leader, yet he still finds the time to support Mass. Maritime. He's very civically minded and gives back to the community. Geoff has been one classy guy to work with."

BRIEFS

Mass. Maritime cadets intern at Wilkinson

Two cadets in the facilities management cooperative program at Massachusetts Maritime Academy spent their summer as interns at George T. Wilkinson, Inc. The students, Eric Crabtree and Paul Better, got to practice what they learn in their courses.

"It's a great way for students to get experience," said Lt. Cmdr. Heather Harrington, associate director, shore-side career services at the school. "Many of the students in the co-op program will go on to work for the company. It's a win-win situation."

Harrington said Wilkinson was the first company to accept students from the school's cooperative program, which began 12 years ago. Students are put in jobs that are a direct match with their academic program, she said. They learn a lot about boilers and boiler technology.

O'Connor Cup Golf Tournament raises \$15,000

The fourth annual O'Connor Cup Golf Tournament has raised more than \$15,000 for the Emory Rice Scholarship program at the Massachusetts Maritime Academy in Buzzards Bay, Mass. Organized by George T. Wilkinson, Inc., the tournament was held in June at the Brookside Golf Club in Bourne.

The winning foursome was Felicia Penn, Joseph Hoffman, Barbara Fitzpatrick and Larry Fitzpatrick. Their names will be inscribed on the O'Connor Cup.

The Emory Rice Scholarship program provides five merit-based full-tuition scholarships annually.

Wilkinson associates save her day!

Every company hopes that its associates will step up and help someone in need when an emergency situation arises. It's not that the company or the employees want to take credit for a good deed. It's just that as a civic-minded company with associates who care about their fellow beings, everyone wants to do the right thing. That's what happened one day this summer when two Wilkinson associates came across a woman in need of help. Here is how she described the situation and her reaction:

*Mr. Wilkinson, I congratulate you on having such kind and helpful workers. Today I had a flat tire. When I stopped at a filling station to ask for assistance, I was refused. However, I was fortunate in that Dave and Brian overheard. They offered to change my tire. When I offered a reward, they refused. They minimized their efforts, but they certainly helped me out. I called your 800 number to compliment Dave and Brian. Since you were not in, your receptionist gave me your e-mail address. Again, I am very thankful for Dave and Brian. They are really nice guys!
Sincerely,
S.M.*

Thank you, we at George T. Wilkinson think they are nice guys, too – just like the rest of our associates.

BRIEFS, continued on page 3

Wilkinson and Gordon-Piatt announce partnership

COMPANY, from page 1

Gordon-Piatt was founded in Kansas just after World War II. The company moved to Oklahoma when John Zink bought it. Gordon-Piatt burners are known for their safe operation, ease of start-up and low maintenance features.

“Gordon-Piatt has always had a reputation for making a high quality product,” said Geoffrey M. Halley, director of technical affairs for the American Boiler Manufacturers Association and an independent industry consultant. “I know Gordon-Piatt pretty well. In the past few years, they’ve gotten into Low NOx. They are a leader in the field. If they (Wilkinson) were looking for a

Webster parts and equipment

George T. Wilkinson, Inc. can still obtain and service all Webster Engineering burner equipment. If you have any concerns or questions, please contact David Casoli, purchasing manager.

class act for a burner manufacturer, they couldn’t have done much better.”

For information on Ultra Low NOx combustion equipment for commercial-industrial boilers, please contact Alan Bishop, vice president, sales, or Geoff Wilkinson, president, at 800-777-1629.



A boiler room test bay at John Zink Co.’s Research and Development Test Center where Gordon-Piatt boilers are tested.

BRIEFS, from page 2

Golf outing aids scholarship program

The 14th annual Wilkinson Companies Golf Outing will be held on Oct. 1 at the Lakeville Country Club in Lakeville, Mass. The popular event is expected to attract more than 100 participants. The outing benefits the Massachusetts Maritime Academy Emery Rice Scholarship Fund.

The Golf Outing was originally scheduled for Aug. 13 but was rained out.

“We are very pleased to be a beneficiary of the tournament,” said William W. Hinkley, assistant director of advancement at MMA. “It is very generous of George T. Wilkinson to do that for us.”

MMA scholarship programs receive at least \$20,000 to \$30,000 annually from the two golf tournaments run by George T. Wilkinson Inc. each year.

“That’s a really significant contribution,” Mr. Hinkley said. “It’s very important to us.”

FROM THE PRESIDENT

Staying on the cutting edge



We are proud to be affiliated with the Gordon-Piatt line of commercial-industrial gas and oil burners. We began our partnership with Gordon-Piatt, a division of John Zink Co., in June 2004.

The change was made from our previous supplier because advancements in Low NOx technology require constant monetary investment in research and development. This need, coupled with our commitment to be fully versed in advanced combustion technology equipment, led us to choose Gordon-Piatt as our newest partner.

Gordon-Piatt invests in the future and our mission is nearly parallel to theirs: Invest to reinvent for the future. We will never sit still waiting for the world of combustion technology to come to us. Our goal is to seek out new technologies for our customers and to stand behind those technologies by utilizing our highly trained and qualified operations group, led by John Sieminski.

When you think of us, be comforted in knowing that we “think outside the box.” We always have and will continue to do so to meet our customers’ requirements.

We appreciate your continuous support as we enter our 54th year of dedicated service.

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

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MAINTENANCE, from page 1

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Cut costs...



without breaking a sweat



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In tough economic times, the bottom line takes on greater urgency. Be the hero of your organization by delivering energy efficiency and substantial savings on equipment upgrades. Wilkinson, with its advanced technology and knowledge of utility incentives, will show you how.

Your organization can achieve tremendous savings with little or no out-of-pocket expense thanks to Wilkinson's engineering expertise, unique understanding of energy efficiency programs and exclusive access to the Autoflame™ Mark VI combustion management system.

Free Payback Analysis

Need convincing?

Call 800-777-1629 today for a complete payback analysis and also learn how others have benefited.

Even if your existing contractor has ruled out upgrades for your system, ask for a no obligation second opinion.

You will be glad you did!



Wilkinson is the exclusive representative of **Autoflame** in southern New England.

800-777-1629



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