

# WARE



## ALL WAYS STEAM

# THE GRIME

Fall 2018 Newsletter



## Hot Water Units

WARE is all about Steam. From our Service Group to our Stock Boilers to our ever-expanding Rental Fleet. WARE knows Steam.

What you may not have known is that WARE also knows Hot Water.

WARE has been providing permanent and Rental hot water solutions since our inception. Recently we have seen a need for domestic and heating Hot Water Mobile Boiler Systems. So, what did WARE do? We built an entire fleet of Mobile Hot Water Systems.

These units are designed for efficiency, ease of use, simple installation and portability. We wanted systems that anyone with a ¾ ton pick-up truck could pull to a building in need, day or night.

As always WARE's experienced boiler rental staff will walk you through the process and get you back up and running as quickly and efficiently as possible.



Learn more about hot water rental units. These units are different than WARE's standard steam units.

### Hot Water Rental Unit Specifications

- ▶ Can Be Delivered With ¾ Ton Pickup Truck
- ▶ 2,000,000 btu – 6,000,000 btu Capability
- ▶ 220 Volt / 30 amp / Single Phase
- ▶ Domestic Potable or Heating
- ▶ RBI Boilers
- ▶ Stainless Steel Heat Exchangers
- ▶ All Bronze Fittings
- ▶ All Copper Piping
- ▶ High Efficiency Units
- ▶ (2) 10 Foot Sections of Stainless Steel Hose Supplied



# The Benefits of WARE's Partner Program

**A**t WARE, business has always been about relationships. Nowhere is that more true than with our Partner Program.

WARE Partners act as salespeople and service personnel for our equipment in their specific territories. Partners are informed of any leads we receive within their territories and get significant pricing advantages on our rental fleet and parts.

The WARE Partner Program was started in 1998, because companies already working with WARE wanted to get more involved.

Today, our Partner Program boasts 28 Partner Companies in 35 states across the U.S.

In this article, we want to highlight two Partners that have been with us since the very beginning of our Partner Program (that's a working relationship of 20 years!).

Valley Boiler & Mechanical – Gary Jerrell

When Valley Boiler was looking for a partner, they didn't start with WARE.

They actually approached a competitor and asked for a rental boiler. The competitor agreed to provide the boiler, but whenever Valley would call and inquire

about it, they would get put off.

Eventually, Valley Boiler found out the competitor's boiler was still operating in a building! The competitor had planned to change it out and ship to Valley, but the project was delayed.

Gary decided to call WARE, who was able to provide a rental boiler. And that was the start of a 20-year (and counting!) relationship.

"I do feel like that if we'd have been picked up or worked a relationship with somebody else other than WARE in the rental business, we'd just be a number..." said Gary.

But his perception of WARE is all-positive.

"They feel like family...they're good people."

Gary is a fan of the Partner Program not only because of the relationships he's formed, but the business benefits as well.

"It brings income into Valley Boiler, because we're able to offer the equipment. And it's good equipment, which is most important."

Not only does the Partner Program foster a relationship between WARE and Valley Boiler, it creates relationships with Valley Boiler and all the other

Partners too.

"It brings us partners in our surrounding states that we can call and rely on."

Beyond that, Gary is a fan of WARE's transparency, especially during the annual Partner Event, in which all Partners get to take a tour of WARE facilities and hear from different WARE personnel about their departments.

"You know, a lot of companies don't want you seeing behind the scenes...and WARE, with the Partner Program, is totally different from that. They're totally opposite. They're an open book."

Yown's Boiler & Furnace Service – Gary Yown

Gary Yown started working with WARE before the Partner Program had even officially began.

WARE had 3 rental units at King's Bay Naval Submarine base close to Jacksonville, FL. Since WARE is located in Louisville, KY, and Yown's Boiler & Furnace is located in Jacksonville, Yown's maintained the boilers on-site and has been working with us ever since.

Gary likes that WARE and Yown's values and goals line up perfectly.

*continued on page 7*



Inside Look into WARE's Business Partnerships - Watch this Boiling Point , Ritchie Ware talks to Chris Jones about the many business partnerships around the US.

# Could You Benefit from Using Liquid Natural Gas?

**B**ackup fuel is necessary.

Without it, not only are you at risk of downtime if you lose your primary fuel source, you're also at the mercy of whatever price your local gas company wants to charge.

Beyond that, if your primary fuel source is curtailed by the gas company, and you don't have backup fuel, you may have to slow or stop boiler use altogether.

Maintaining backup fuel is like keeping a spare tire in your truck. Hopefully, you won't need it, but if you ever do—and don't have it—you'll be in real trouble.

Most facilities use #2 fuel oil as a backup, which isn't a bad option. However, most people who store #2 fuel for backup purposes aren't doing the right things to keep it ready-to-use.

#2 fuel oil requires a lot of maintenance to stay operational. If you don't circulate it properly and test it periodically, it might not be ready to use when you need it most.

So, where does liquid natural gas (LNG) come in?

Liquid natural gas is an easier-to-store backup fuel alternative.

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**you couldn't even ignite it with a lit cigarette. But please don't try!**

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It's one of the safest fuels on the market, with an ignition point of over 1000 degrees—you couldn't even ignite it with a lit cigarette. But please don't try! ;)

It's lighter than air. So, if you have a spill, it dissipates rapidly into the air. Even if you spill it on water, it would dissipate and turn some of the water to ice, but otherwise have no strong negative effect.

LNG is very similar to standard natural gas, both in terms of BTU content per cubic foot and how

it functions on startup. But it's actually cleaner than natural gas because it's stripped of its less desirable compounds when being processed from methane to LNG.

Another advantage of LNG is its price.

While fuel prices can fluctuate drastically, LNG prices largely remain stable over time. Prices might fluctuate some, but overall, LNG has a stable pricing point.

If you're interested in switching to LNG, here are some things you should know about storage.

Although it's safe, LNG is still a combustible fuel, so you'll need space for a containment field. Tank sizes and delivery loads are generally determined by how many hours or days of backup your facility requires.

Notice we said "delivery?"

LNG is normally delivered by a tanker, rather than piped in like natural gas. LNG delivery services will monitor your tank's levels to determine when they need to come in and fill it up.

If you're currently using #2 fuel oil as a backup and are looking for something easier to store, LNG might be the answer.



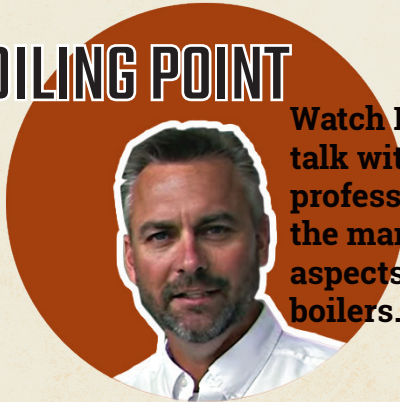
**What is Liquid Natural Gas? Watch this Boiling Point , Ritchie Ware talks to Gerald Blain about LNG and it's uses.**

**GET SOCIAL WITH US**



# YouTube /wareboilers

## BOILING POINT



Watch Ritchie talk with industry professionals about the many different aspects of steam boilers.



## STEAM CULTURE



Every Friday, Brent will talk about where steam and Culture intersect.

WE LIVE AND  
**BREATH  
STEAM**

BOILING POINT  
STEAM CULTURE  
CASE STUDIES  
WARE CAPABILITIES  
FUN WARE VIDEOS

Videos are informational and fun involving boilers, chillers, burners and more from an industry leading boiler company.

**NEW FOR wareboilers / WEEKLY BOILER TIP**



/wareboilers



Subscribe for future episodes

**NEW VIDEOS UPLOADED ALL THE TIME.**



# NEW AND USED LIST

ALL EQUIPMENT LISTED IS FOR SALE OR LEASE AND SUBJECT TO AVAILABILITY

Unit	HP/PPH	Year	Manf.	Fuel	Type	PSI	Ctrl.
779	82,500	2013	Victory Energy Limpsfield	(Low NOx) G/#2	Steam	350	IRI
796	82,500	2016	Victory Energy Faber	(Low NOx) G/#2	Steam	350	IRI
797	82,500	2016	Victory Energy Faber	(Low NOx) G/#2	Steam	350	IRI
767	75,000	2011	Victory Energy	(Low NOx) G/#2	Steam/SH	750/750	IRI
747	75,000	2000	B&W	(Low NOx) G/#2	Steam/SH	750/750	IRI
791	75,000	2016	Victory Energy	(Low NOx) G/#2	Steam/SH	750/750	IRI
750	70,000	1996	Nebraska	(Low NOx) G/#2	Steam/SH	750/750	IRI
709	60,000	1979	Zurn	(Low NOx) G/#2	Steam	500	IRI
741	60,000	1979	Zurn	G/#2	Steam	550	IRI
795	40,000	1986	Cleaver Brooks	Gas	Steam	260	IRI
496	800	1990	York-Shipley	(Low NOx) G/#2	Steam	200	IRI
634	800	1972	York-Shipley	G/#2	Steam	150	IRI
SSB30	800XID	2014	York-Shipley	(Low NOx) G/#2	Steam	250	UL/CSD-1
620	800	1975	York-Shipley	G/#2	Steam	250	IRI
SSB42	600XID	2018	Victory Energy	(Low NOx) G/#2	Steam	250	UL/CSD-1
SB139	500	2001	Cleaver Brooks		Steam	150	
SB243	400	2018	Victory Energy	(Low NOx) G/#2	Steam	150	UL/CSD1
SB138	350	1994	Cleaver Brooks		Steam	150	
SSB39	300XID	2016	Victory Energy	(Low NOx) G/#2	Steam	150	UL/CSD-1
SSB40	250	2017	Victory Energy	(Low NOx) G/#2	Steam	150	UL/CSD-1
415	250	1980	Eclipse	#2 Oil	HT/HW	954	IRI
SB216	250XID	2015	York-Shipley	(Low NOx) G/#2	Steam	150	UL/CSD-1
SB148	200	1995	Kewanee	Gas	Steam	325	IRI
SB146	200	1995	Kewanee	Gas	Steam	325	IRI
SB197	800	2008	Johnston	Gas/#2	Steam	150	IRI

ONE HOUR QUOTE ON-LINE AT [WAREINC.COM](http://WAREINC.COM) OR CALL 800-228-8861





# NEW AND USED LIST continued

ALL EQUIPMENT LISTED IS FOR SALE OR LEASE AND SUBJECT TO AVAILABILITY

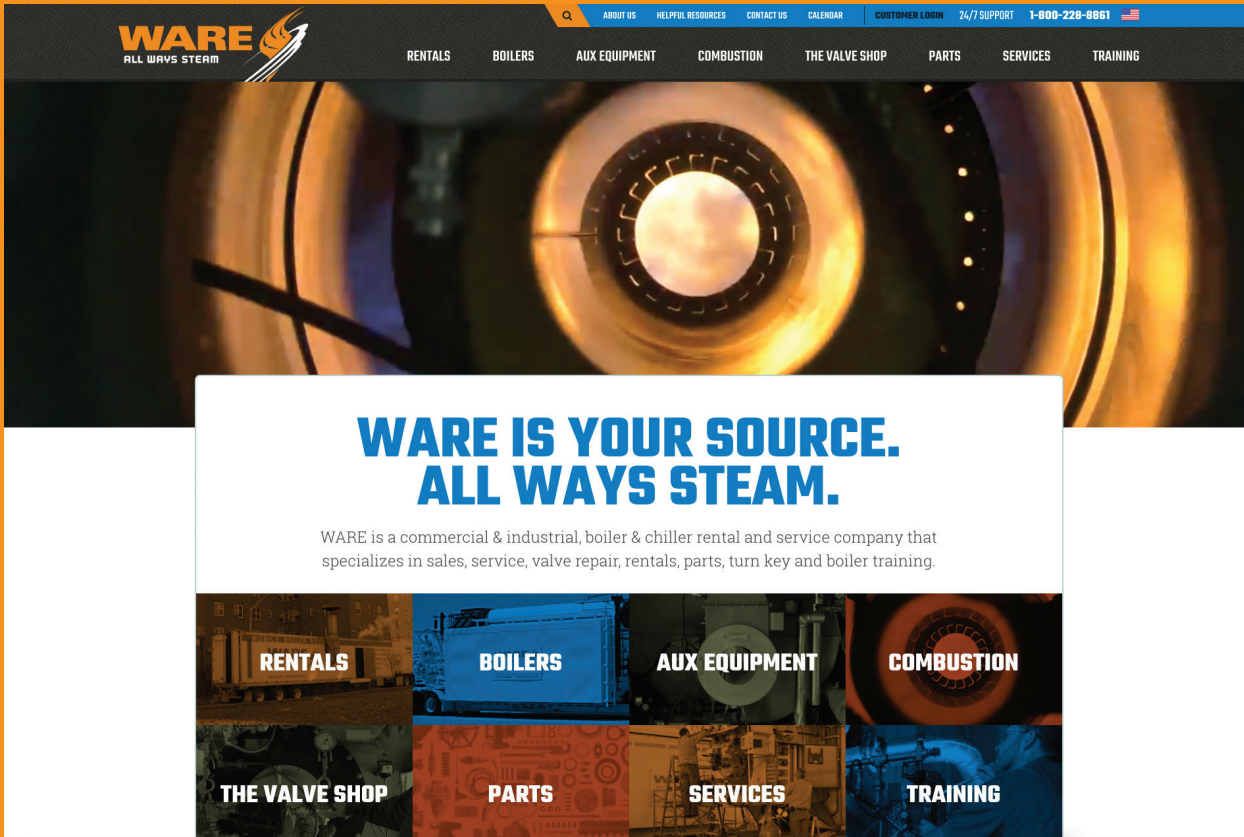
Unit	HP/PPH	Year	Manf.	Fuel	Type	PSI	Ctrl.
SB213	175XID	2014	York-Shipley	G/#2	Steam	150	UL/CSD-1
SB220	175XID	2015	York-Shipley	G/#2	Steam	150	UL/CSD-1
SB240	175XID	2017	Victory Energy	G/#2	Steam	150	UL/CSD-1
SSB20	175XID	2012	York-Shipley	(Low NOx) G/#2	Steam	150	UL/CSD-1
SWVB1	1200	2017	Victory Energy	(Low NOx) G/#2	Steam	250	UL/CSD-1
SWVB2	1500	2017	Victory Energy	(Low NOx) G/#2	Steam	250	UL/CSD-1
SSB38	150	2017	Victory Energy	(Low NOx) G/#2	Steam	150	UL/CSD-1
SB245	150	2018	Victory Energy	G/#2	Steam	150	UL/CSD1
SB236	150	2016	Victory Energy	G/#2	Steam	150	UL/CSD1
769	150	1998	Precision	Electric	Steam	150	UL
SB-232	100	2016	Victory Energy	G/#2	Steam	150	UL/CSD-1
SB-239	100	2017	Victory Energy	G/#2	Steam	150	UL/CSD-1
SSB41	100	2017	Victory Energy	(Low NOx) G/#2	Steam	150	UL/CSD-1
SB-241	100	2008	York-Shipley	Gas	Steam	150	UL
SB-237	70	2016	Victory Energy	G/#2	Steam	150	UL/CSD-1
SB-238	70	2016	Victory Energy	G/#2	Steam	150	UL/CSD-1
SSB35	70	2016	Victory Energy	(Low NOx) G/#2	Steam	150	UL/CSD-1
SB-234	50	2016	Victory Energy	G/#2	Steam	150	UL/CSD-1
SB-227	50	2016	Victory Energy	G/#2	Steam	150	UL/CSD-1
SSB33	50	2015	York-Shipley	(Low NOx) G/#2	Steam	150	UL/CSD-1
SB244	100	2018	Victory Energy	G/#2	Steam	150	UL/CSD-1

Unit	Size	Manf.	Volt.	Type	Year	
RC-24	30 ton	Mc Quay	480v	3 ph	2000	
RC-26	40 Ton	Mc Quay	480 v	3 ph	1999	
RC-1	60 Ton	Mc Quay	480 v	3 ph	1995	
RC-13	60 Ton	Trane	200-230 v	3 ph	1989	
RC-5	95 Ton	Mc Quay	480 v	3 ph	1995	
RC-6	105 Ton	Mc Quay	480 v	3 ph	1995	
RC-11	195 Ton	Mc Quay	480 v	3 ph	1995	

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# What's New at WARE



**www.wareinc.com**

WARE's new site just went live and is chocked full of stuff you can do.

- Get a rental boiler quote in an hour.
- Learn how to send a valve to The Valve Shop for repair
- Get a quote on valve repair
- Contact WARE on boiler repair service
- Watch helpful videos from combustion to boiler training
- Download formulas and measurements to rental contingency plans
- It's packed with useful information

## Benefits of WARE Partner Program pg 2

"We somewhat emulate each other. We believe in honesty. We believe in delivering what we say we're going to deliver."

Being a member of the Partner Program has allowed Yown's to "... approach or undertake projects larger than we would normally be involved with or want to tackle."

Beyond that, WARE's Boiler U has been a huge resource for Yown's, who has utilized the training with some of their own customers.

Yown is also a fan of the commission checks he receives from WARE.

One benefit of the Partner Program is the option for Partners to receive commissions on big projects they send to WARE.

Sometimes, Partners get approached with projects that are too big to handle—even with access to WARE's resources. So, those projects are handled solely by WARE, who then cuts a commission check to the Partner, since the Partner facilitated the project.

In all, WARE and its Partners work together to make sure the Partner Program stays beneficial for everyone involved, and we're overjoyed to hear positive reviews from two of the Partners who been with us the longest.



**WARE IS NOW A FULTON  
REPRESENTATIVE IN TN, AL  
AND GA, call WARE for more  
detail. 800-228-8861**

Correction to WARE Annual Partner Sales article in the April, May and June issue.

Our Applologies to Tim Powell and Huges Machinery, Lenexa KS. Top Parts Sales, The Partner with the highest parts sales revenue

**WARE**  
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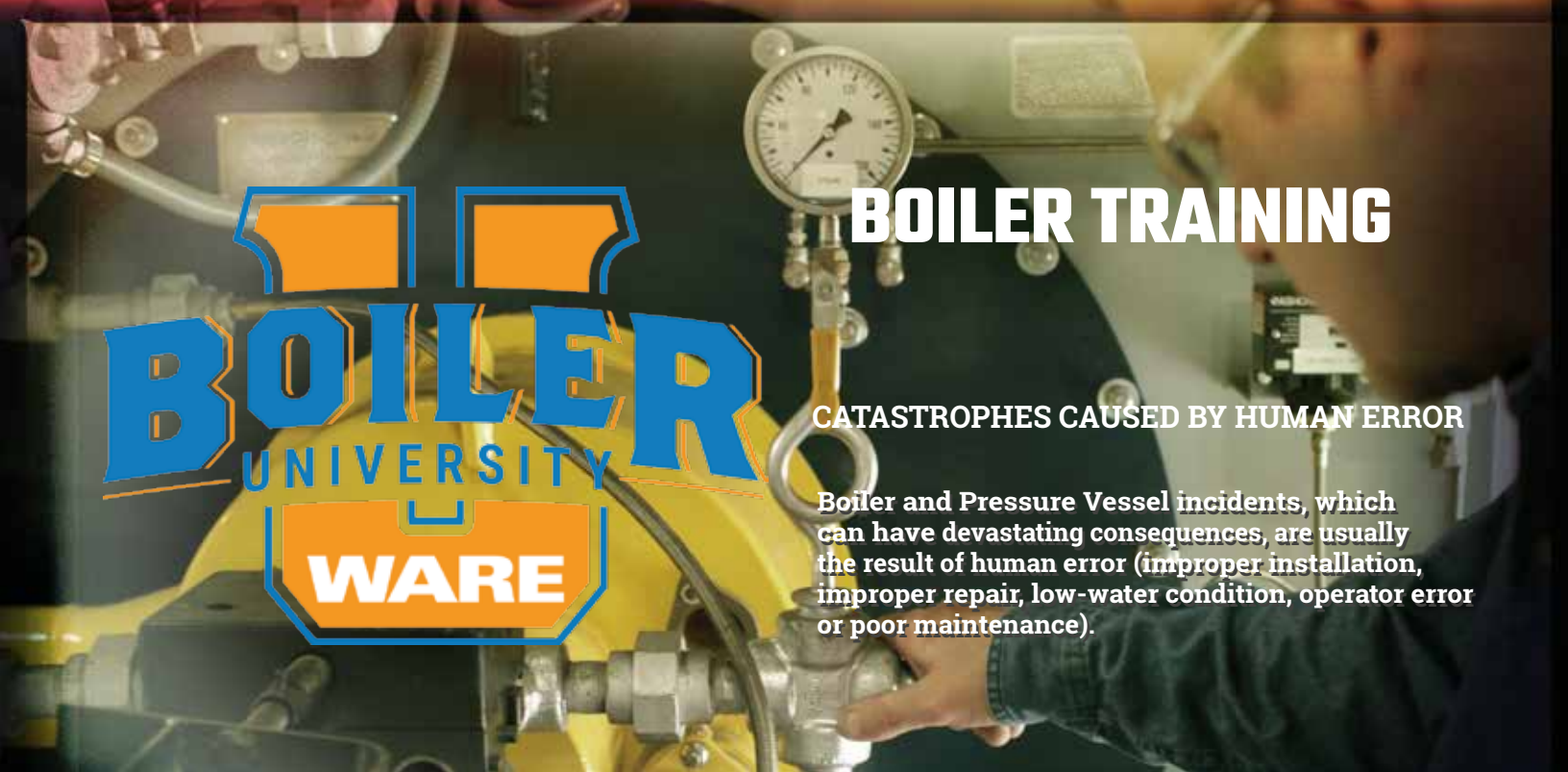
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**WARE won't FLOP**





# BOILER UNIVERSITY WARE

## BOILER TRAINING

### CATASTROPHES CAUSED BY HUMAN ERROR

Boiler and Pressure Vessel incidents, which can have devastating consequences, are usually the result of human error (improper installation, improper repair, low-water condition, operator error or poor maintenance).

## 101CLASS - \$1,200.00

Is a two-day introduction to the boiler room, covering all of the important aspects from water treatment, and boiler operations, to condensate systems. This seminar style, media-rich class offers a great first look at boilers for beginners, and a great review for experienced operators.

**NEW FOR 2019**  
Visit [www.wareinc.com](http://www.wareinc.com) for details

**Classes are four hours long**

- BOILER 202** - Daily Boiler Operations
- BOILER 203** - Hour Steam System Basics
- BOILER 204** - Safety and Limit Checks
- BOILER 205** - Energy Efficiency Options

**Classes are three days long**

- BOILER 301** - Boiler Open/Close
- BOILER 302** - Principles of Combustion
- BOILER 303** - Hands on Flame Safeguard and Boiler Control Wiring
- BOILER 304** - Feedwater and Level Control

## 201CLASS - \$1,800.00

Is a three-day program building on the 101 foundation, but adding the full experience of our Louisville Boiler Lab, providing hands-on opportunities on many subjects with our four fully operational lab boilers. Beginners will get the full perspective of an operating system, and even seasoned operators and contractors will gain valuable insight from displays, such as our fully glass piped steam and condensate system demonstrator.

### 201 CLASS 2018

Boiler University Training Center - Louisville, KY  
**November 13-15, 2018**

### 101 CLASS 2018

**September 11-12, 2018** -  
The Partridge Inn Augusta - Augusta, GA  
**September 25-26, 2018** -  
BU Training Center - Louisville, KY  
**October 16-17, 2018** -  
Millennium Maxwell House Hotel - Nashville, TN

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GAS VALVES  
GAUGES  
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and a **WHOLE  
LOT MORE**