

Summer 2010



SUPERIOR TIMES

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A Message from the President...

The wheat fields are turning golden brown with the pending harvest nearby and the humidity level is on the rise. It's getting close to summer time on the plains of Kansas. As I write this combined spring/summer edition exciting developments are taking place at Superior Boiler Works. It seemed like just yesterday that we saw many of you in Orlando at the AHR Expo in January. Time passes by quickly and many things have changed since then including the overall business climate.

We completed our first Senergy stock units as originally planned and unveiled at the AHR Expo in January. We currently have 40hp, 60hp, and 100hp units in storage ready for immediate delivery. Based upon the initial interest and dialogue around this product we feel confident this will be a value enhancing offering to the SBW product line. Please check out the information available on Senergy at our website www.superiorboiler.com and also the Senergy dedicated website, www.senergyboiler.com.

We introduced a partnership with leasing firm TCF Equipment Finance out of Minnetonka, Minnesota that provides an option for our customers to consider when evaluating the financial aspects of a capital equipment purchase. We are very excited about this opportunity and believe it will become an effective tool for those considering all options available to them when purchasing equipment. Don't hesitate to contact us should you have any questions regarding the program.

It would appear that the market place is picking up pace. After a challenging 2009 we have been extremely pleased with our overall business activity thus far in 2010. It doesn't appear to be specifically coming from one area but it is diverse across the county and also includes all of our products (Boilers, Waste Heat Units, Deaerators, Blowdown Separators, Surge Tanks, etc.). We also have been fortunate to be involved in several international projects as well. Waste Heat Recovery systems are also on the increase as more and more customers are looking to maximize their energy

savings through various means. Our engineering team is always ready to help assist in designing these special application systems. Delivery requirements continue to be a driving force and we continue to work diligently to being committed to industry leading delivery times.



There is no question that business continues to evolve at a more rapid pace. Customer responsiveness to RFQ's, necessary paperwork, and deliveries are all getting shorter lead times in the overall business cycle. I'm convinced that this will become even more important for businesses in the near future as a necessary means to obtain and keep business. Communication is the primary ingredient to keeping everything flowing behind the scenes and with our customers on the front end. Our entire

management team is working hard to be a leader in this area with everyone we interact with.

We sincerely appreciate your business and invite you to come visit us in Hutchinson, KS if you have the chance to do so. The wheat harvest will have come and gone the next time I write a short message. What a sight to behold if you have not ever witnessed it.

Best Wishes, *- Doug*



- Stocked & Ready to Deliver Boiler Package Boilers
- 2-pass Dryback Scotch Marine Package Boiler
- 40HP, 60HP, & 100HP 150# Design Steam
- Power Flame Full Modulation Natural Gas Burners
- Full Factory Test Fire at Superior Boiler Works
- www.senergyboiler.com

SBW Project Feature...

Superior Boiler Works was extremely proud to be selected recently to provide several pieces of equipment in support of a significant capital project at a large manufacturing facility located in north central Kansas. SBW was contracted to provide 2-300HP Super Seminole packaged boilers, 150 psi steam with Power Flame burners, Boiler Economizers, a Deaerator, and a Surge Tank. SBW served as lead on the entire project with assistance from Energy Conservation Supply, Joplin, MO. SBW is also currently manufacturing similar type equipment for another related facility located in the Southeastern part of the U.S.

Deaerators...

Superior Boiler Works manufactures both Spray and Tray type Deaerators up to 300,000 lbs. per hour. All Deaerators are designed, built, and stamped in accordance with the ASME codes. Be sure and check with us regarding any equipment needs you might have for Deaerators. You can find additional information regarding this equipment on our website or through your local Sales Representative.

SBW To Exhibit at 2011 AHR Expo...

SBW will once again be exhibiting at the annual AHR Expo in 2011 which will be held at the Las Vegas Convention Center. Make plans to attend and be sure to visit us at exhibit booth #N3313. We look forward to seeing you there.

SBW Trivia...

In what year did Superior Boiler Works deliver its first boiler outside the state of Kansas? Hints: New laws were put in place requiring seat belts be installed on all new cars, the first McDonald's opened up and Steve Jobs is born.

Find us online...

Please feel free to look us up on Facebook.com!

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SBW Employee Profile...

Sheldon Anderson, *Engineering Draftsman*



Sheldon has worked at Superior Boiler Works for 29 of the last 34 years and is a native Kansan. He is an important part of the Engineering team and is very involved with overseeing submittal drawings, special customer drawing requests, and other engineering related activities that never cease to come up on a daily basis. SBW is fortunate to have someone like Sheldon working for us. In what spare time he has Sheldon enjoys working on old cars and old International Harvester tractors along with fishing and camping.

Welcome New Authorized Sales Representatives...

The following businesses have recently joined the SBW team as authorized sales distributors:

- B.G. Peterson – Omaha, NE
- Coastal Boiler Service – Dartmouth, Nova Scotia, Canada
- Comfort Sales, Inc. – St. Louis & Kansas City
- Ferguson Enterprises – Beltsville, MD
- Frischkorn, Inc. – Lakeland, FL
- Rasmussen Mechanical – Council Bluffs, IA
- AirClean Technologies – Seattle, WA
- JerryCo Machine & Boiler Works – Southern Texas
- PCI Mechanical & Boiler, Topeka, KS

Sales Representative Profile...

AHM Associates, Inc.

AHM Associates, Inc. was established in California in 1951. They have offices located in Northern and Southern California and are able to address your combustion, power plant/boiler room, air pollution control and monitoring requirements. AHM is a key partner with Superior Boiler Works in helping address the strict emission requirements necessary for boiler installations and operations in California. With the assistance of AHM, Superior Boiler Works has been the recipient of several large projects going into the state of California. Thanks to the entire team at AHM & Associates for your continued support of SBW. Please visit their website at www.ahmassoc.com.