

BoilerTalk

Chief Engineer Magazine Special

Brought to you by Boilersource | Live from the Chief Engineers Tradeshow
2026

**Inside This Issue:
Performance, Savings, Solutions**

Turn Your Spec Into a Payback Engine

2026 incentive programs are richer and more complex.
We make sure you don't miss a dollar.

**When Electrification Isn't Practical
– This Is the Answer**

Ideal for facilities hitting electrical
capacity limits or demand charges.

**Fix the Hidden Losses
in Your Steam System**

Most systems lose efficiency quietly.
We help you find it and fix it.

**Powering Performance in a
Changing Energy Landscape**

*Helping engineers navigate efficiency mandates,
electrification pressure, and real-world uptime.*



BOILERSOURCE
Going Beyond the Boilerplate

| Welcome to BoilerTalk

Welcome to the Chief Engineers Show edition of BoilerTalk - your one-stop source for heat, horsepower, and hands-on solutions. With over 200 building engineers under one roof, there's no better time to share what's new, what's working, and what's next in the world of boiler and mechanical systems.

At Boilersource, we're not just a provider - we're a partner. From commercial facilities to industrial plants, our team helps design smarter systems, troubleshoot with confidence, and maximize performance. Whether it's ultra-efficient equipment, expert field support, or energy-saving programs, we bring the heat and the know-how.

In this special edition:

- Explore cutting-edge boiler tech
- Meet the Boilersource experts behind the scenes
- Learn real-world solutions to real-world mechanical challenges
- Get tips to boost system efficiency and longevity
- Let's keep your systems running hot and your headaches cold.



We've got
the parts,
and we've got
the **KNOW HOW**

We're always the biggest
part of the solution

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Turn Your Spec Into a Payback Engine

2026 incentive programs are richer and more complex.
We make sure you don't miss a dollar.

If you're designing, retrofitting, or optimizing a mechanical system in Illinois, there's more on the table than just efficiency. Generous utility rebates are available right now - but only if you spec the right equipment.

At Boilersource, we don't just connect you to top-tier equipment - we help you capture all the value available to you through incentive programs. Here's where the smart engineers are looking:

When Electrification Isn't Practical - This Is the Answer

Ideal for facilities hitting electrical capacity limits or demand charges.



+



Robur Gas Absorption Heat Pumps

Efficient heating & cooling powered by natural gas.

Robur units reduce your energy costs and your carbon emissions - ideal for sites with inadequate electrical capacity and/or high electrical costs.

Qualifies for major rebates under gas utility energy efficiency programs

Reduces site energy consumption and emissions



Micro Combined Heat & Power (CHP)

Power your building and recover the heat.

Whether you're working on a commercial building, multifamily site, or institutional project, CHP offers high resilience and utility cost savings.

We rep the best:

- Axiom - Modular microCHP ideal for scalable onsite energy.
- EC Power - European-engineered systems with high electrical efficiency.
- Engenuity - Advanced residential/light commercial solutions.

ComEd and Nicor/Peoples/ North Shore custom incentive programs offset demand and reduce electrical demand on the grid.

Contact us today to learn more about how our CHP systems can benefit your facility.



**BOILERSOURCE HAS
IN-STOCK CHP
SYSTEMS READY NOW!**

Fix the Hidden Losses in Your Steam System

Most systems lose efficiency quietly. We help you find it and fix it.



GEM Venturi Steam Traps

Steam systems that don't throw money down the drain.

GEM steam traps operate without moving parts, meaning fewer failures, lower maintenance, and more efficient steam usage.

- Earns rebates for steam optimization projects
- Helps solve chronic maintenance issues in aging systems

RTK Valves

Precision control that boosts system performance. RTK is perfect for steam pressure reducing applications. It's the smart alternative to traditional pilot operated steam valves, and an excellent choice for any control valve application.

From mixing to modulating, RTK's line of control valves ensure your system operates at its peak - crucial for rebate-eligible performance improvements.

Let's Talk Strategy

Navigating rebate paperwork isn't always an engineer's favorite task - that's where we come in. Our team will walk your project through the pre-approval process, ensure proper documentation, and maximize returns. And yes - we've done this for everything from hospitals to breweries to universities.

Design smarter. Save more. Get rewarded.

Call Boilersource or stop by our booth to talk rebates, products, and project support.

DOE Update

Commercial Water Heater Changes

The Department of Energy is implementing new conservation standards that will significantly impact commercial gas water heaters.

Key Dates:

- June 30, 2026 - Last day to order non-condensing units
- October 6, 2026 - New DOE standards take effect

What's changing:

- Non-condensing commercial gas water heaters are being phased out
- Transition to high-efficiency condensing systems

What this means for you:

- Venting system upgrades will often be required, and this could represent a major impact on your building, depending on equipment location and access for new, condensate-compatible flue piping
- Condensate neutralization and drainage must be added
- Increased project complexity and cost if delayed

These changes do NOT impact boiler systems unless used for domestic hot water.

Start identifying impacted systems now and consider proactive replacements before supply and installation timelines tighten.



Stop Waiting on Pumps. Start Delivering Projects.

Available, Affordable and Built to Perform

Why Wait for Grundfos? DP Pumps Delivers Faster & for Less

As someone who takes care of facilities, you know the frustration - long lead times, high costs, and limited availability when sourcing pumps. If you've relied on Grundfos for years but find yourself waiting on backorders or dealing with price hikes, it's time to take a closer look at DP Pumps.

We help you stay on schedule and under budget by offering DP Pumps - a reliable, high-performance alternative to Grundfos that we can typically deliver faster and at a better price.

Why Make the Switch to DP Pumps?

Lead Times That Work for You - While Grundfos pumps are often delayed, DP Pumps are readily available to keep your projects moving.

Cost-Effective Without Compromise - Comparable quality and performance at a more competitive price point means you get more value for your dollar.

Drop-In Replacements - DP Pumps offer equivalent flow rates, efficiency, and durability, making them a seamless replacement for Grundfos in most applications.



Large Midwest Inventory - Over 400 pumps stocked in our Midwest warehouse just outside St. Louis ready for Next Day Shipment.

Backed by Boilersource Support - Our team is here to help with selection, sizing, and support, ensuring you get the right pump for your system - without the hassle.

If you're facing long wait times or high prices on Grundfos pumps, DP is your solution. Let us show you how we can help you get the right pump faster, for less.



Condensate Returns



Booster Systems



Variable Speeds (VFD)



Boiler Feed Systems

| \$135K Back in Their Pocket. Here's How



The Big Cheese

Berner Foods, based in Dakota, IL, is a leading manufacturer of shelf-stable dips, sauces, aerosol cheese, and milk-based ready-to-drink beverages. The 70-year-old family-owned business works with major retailers, including Wal-Mart, Target, and Aldi. Their state-of-the-art 290,000 square foot facility, which includes a recent 200,000 square foot production and warehouse addition, is a USDA approved level-3 facility. Additionally, it is HACCP certified, and meets the demanding standards of virtually every major retailer in North America. Because of stringent and rapidly changing industry requirements and parameters, Berner saw energy efficiency as the key to market competitiveness, optimal run rates, and low operating costs - all of which translate to lower consumer prices and overall growth of the business.

Gouda Partnerships

Upon the completion of a study of their steam boiler operations, Berner Foods realized an opportunity to achieve two goals - increase boiler efficiency and reduce operating costs. Boilersource, Enerstar, and Nicor energySMART, along with Berner Foods devised a well-executed energy savings plan which called for the installation of a fully condensing HeatSponge economizer. In addition to dramatically increasing the potential heat recovery in the system, HeatSponge economizers are completely manufactured out of stainless steel to provide for the longest life in an aggressive condensing environment.

Milking the Savings

Tony Ranallo of Boilersource provided the on-site support to both properly size and guide the installation of the HeatSponge condensing economizer unit on 400 HP firetube boiler, as well as coordinate with NICOR Gas to obtain an impressive rebate of \$135,685. Berner Foods not only saw a dramatic and documented increase in efficiency of the boiler system, but the condensing economizer also provides an annual reduction in fuel use of 152,420 therms, which equates to an estimated savings of \$83,830 per year. This was the first HeatSponge economizer that set the standard for 3 more units in the years to follow. With the help of Boilersource, Enerstar, and Nicor energySMART, Berner Foods has grown its business, created jobs, and taken steps toward its sustainability. Success sure tastes good!

Over two years, enhancements were made that included:

- Flue gas economizer
- Blow down heat exchanger
- Waste condensate heat exchanger
- Vent condenser for the deaerator

Nicor Energy
rebate of
\$135,685

Annual
reduction

in fuel use **152,420**
therms

Annual fuel
savings of over
\$83,830



| More Than Parts. A Performance Partner.

Downtime is expensive. We help you avoid it.

We have as many questions as we do **parts**

Our team of seasoned sales specialists and factory-trained support technicians ask all the right questions to get to the root of your requirement.

From maintenance intervals, to diagnosing premature leaks or failures, to the 'repair-or-replace' discussion, our staff can guide you to the optimal solution.

Our commitment to our TLC360° promise means we'll provide the knowledge, the parts and the training you'll need to keep your systems running at peak efficiency. We're with you at every step of your mechanical system lifecycle - many questions asked!

We are the trusted, exclusive parts supplier for leading mechanical and plumbing equipment manufacturers.

Each and every replacement part from Boilersource is also packaged with over 50 years of experience and knowledge, to make sure your project goes smoothly.

the best **part**

- Factory approved parts when and where you need them
- Avoid emergency downtime with custom kitting services of common and critical parts
- Branded service starter kits for contractors
- Exclusive parts supplier for leading manufacturers
- 50 years of knowledge packaged with every parts solution



| Have What You Need Before You Need It

Each and every part is **custom** **kitted** with expertise

We understand how expensive a \$2 part can be, when your technician doesn't have it on site when he needs it... Our custom kitting services ensure that your people spend their time where it counts - working on equipment - NOT making extra trips to the supply house! Ask us about our annual maintenance kits, and stop worrying about having the right parts.

Do you have mission-critical equipment?

If zero downtime is a requirement, our customized critical part kits are your insurance policy. We can provide common parts as well as long lead time or out-of-production items, so that you have what you need on-site, immediately when an emergency happens.

We can also train and assist your staff to make sure routine maintenance tasks are taken care of, ensuring maximum efficiency and reliability.

It's just another way we're the biggest part of the solution!



*Ask us about our
Branded Service
Starter Kits
for contractors*

In an ever-changing technical market, we are here to help make it easy for you!

Our experienced salespeople and factory-trained support staff are at your disposal with guidance and up-to-date information.

Here are a few ways we can assist:

- On-site and classroom training for your technicians
- Assistance with utility rebates programs
- Site visit to help evaluate issues
- Retro-commissioning to factory specs including combustion analysis and turning for optimum efficiency
- Help you to increase the reliability of your mechanical systems and eliminate costly intermittent issues
- Identify and suggest new ideas or products
- Provide you our TLC360° discount rate on parts and support



Leverage Boilersource's Women-Owned Business Certification for Your Success

As a certified Women-Owned Business, Boilersource provides more than just top-tier boiler solutions - we offer mechanical contractors a strategic advantage in securing projects that prioritize supplier diversity.

Government agencies, municipalities, and corporations set diversity and inclusion goals, requiring a percentage of their contracts to be awarded to certified diverse businesses. Boilersource's certification helps mechanical contractors meet these requirements, making their bids more competitive and opening doors to new business opportunities.

Many projects, especially in the public sector and large-scale private developments, prioritize working with Women-Owned Businesses. By partnering with Boilersource, you strengthen your proposals and increase your chances of winning bids.



At Boilersource, we provide:

- A full range of boiler parts and equipment
- Expertise in system design, installation, and maintenance
- A commitment to excellence backed by industry certifications

Take advantage of our Women-Owned Business status to enhance your contracting opportunities while benefiting from our industry-leading solutions. Contact us today to discuss how we can support your projects and help you win more business!

WBENC – NATIONAL
STATE OF INDIANA
STATE OF ILLINOIS
CITY OF CHICAGO

CITY OF ROCKFORD
COOK COUNTY
CHICAGO TRANSIT AUTHORITY
ILLINOIS DEPARTMENT OF TRANSPORTATION

METROPOLITAN WATER RECLAMATION DISTRICT OF GREATER CHICAGO
DUPAGE COUNTY



BOILERSOURCE X *Raypak*[®] = UNMATCHED SOLUTIONS & ACCESS

A Rheem[®] Company



We are proud to spotlight our longstanding partnership with Raypak, a leader in the boiler and water heating industry. For decades, we've collaborated to deliver innovative and efficient heating solutions to our clients.

Raypak manufactures a full line of boilers, water heaters, and pool heaters, available in atmospheric, near-condensing, and fully condensing designs. With inputs ranging from 75,000 BTU/Hr to 4,000,000 BTU/Hr, Raypak offers products suited to diverse heating requirements.

As the Master Stocking Distributor for Raypak, we offer:

- **Pricing Advantages:** Due to our large stock inventory.
- **Parts Availability:** Extensive inventory of in-stock parts.
- **Dedicated Support:** Factory-authorized startup and highly qualified sales and parts staff.
- **Engineering Support:** Certified engineering support and field evaluation services.
- **Warranty Support:** Unmatched warranty support in the industry.

We understand the critical nature of having access to the right parts and equipment, which is why we maintain a large inventory ready for immediate deployment.

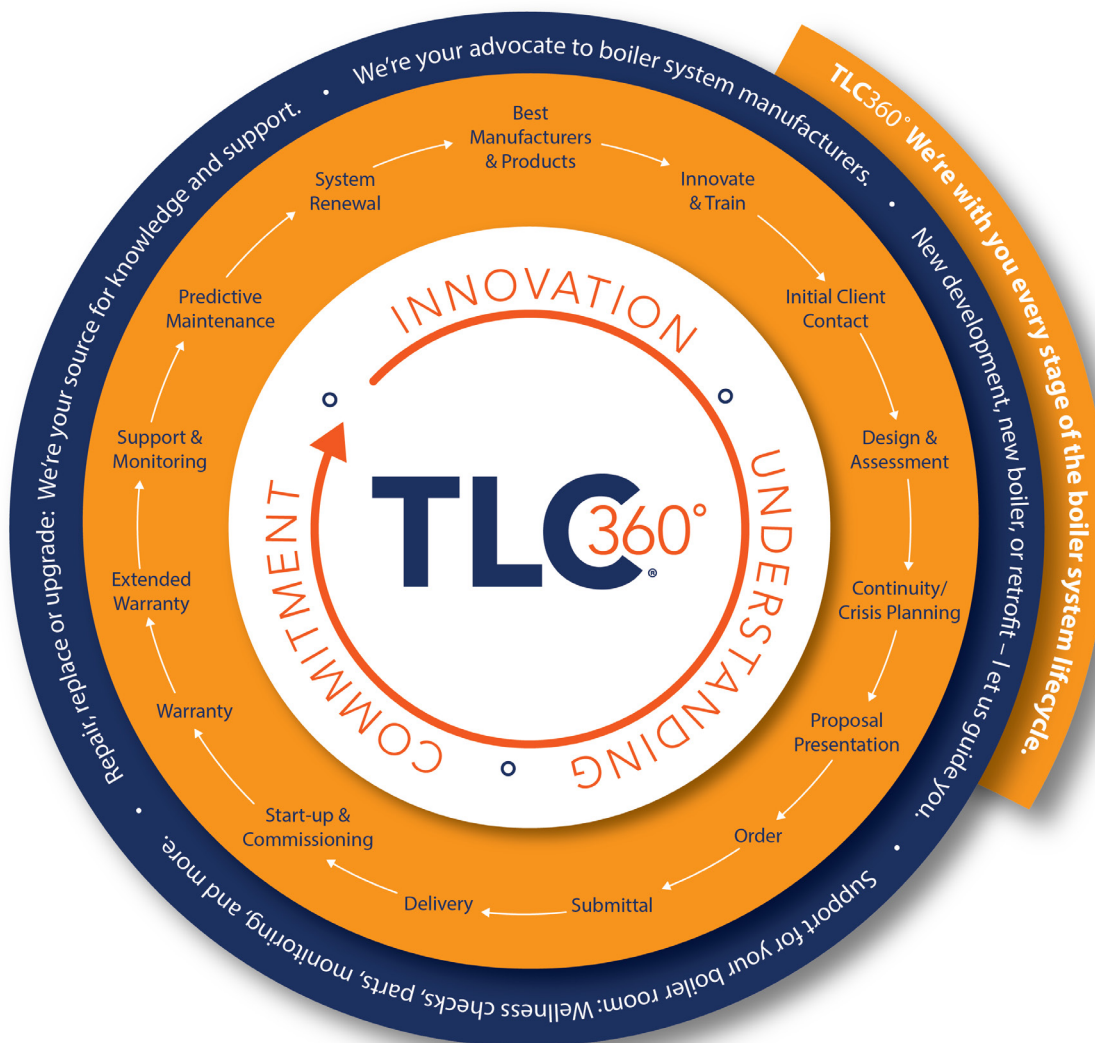
For more information on Raypak products or to verify availability, contact us at (847) 253-1040.

Experience the Boilersource and Raypak advantage today!

Our TLC360° Promise

Our factory trained sales and support specialists provide our customers with unmatched professional attention at every stage of the system lifecycle.

We call this our **TLC360°** promise (Total Lifecycle Commitment; quality support - exponentially, at every degree, with no cut corners).



UNDERSTANDING

Before any project, we meet with you to develop an accurate assessment of your facility's needs. Instead of automatically recommending a standardized mechanical room configuration, we create an ideal solution tailored to your unique application.

COMMITMENT

A project manager will be assigned to oversee your order from submission through delivery, installation and startup. From there we're with you through warranty and post-warranty, to the renewal of your system. By providing wellness checks, monitoring, predictive maintenance, water treatment, parts, extended warranties and training, we keep your facility running business as usual.

INNOVATION

As an advocate for our customers, we're the bridge between our system manufacturers and the industries we serve. Our hands-on approach to every project gives us insight on the specifics of our customers' changing needs - we use this knowledge to work with manufacturers and vendors to ensure their products continuously improve and evolve to meet those needs.



Case Study

Ansonia Property Management

Rooms with Views

Ansonia Property Management handles 2101 S. Michigan Avenue, offering spectacular skyline views and an exceptional living experience in one of Chicago's most exciting neighborhoods. Residents enjoy newly renovated, modern-styled apartments with beautiful cabinetry, stainless steel appliances, designer plank flooring with radiant heating and many amenities.

But how are the Boilers?

Boilersource, in partnership with Kirwan Mechanical, were on site completing a QuantumFlo Domestic Water Pressure Booster project, and management asked us to look at a problem in the building to recommend a potential fix. Condensing boilers that were installed less than 9 years ago have been failing with leaking aluminum heat exchangers that were no longer under warranty. The property management company had lost faith in the boilers, and the previous company that sold them the system. Additionally, due to the location of the system in the penthouse of the 28-story building, repairs were complicated and costly. A new solution was desired that offered the quality this building deserved and peace of mind for its management. Upon collaborative consultations, we recommended the Raypak Xvers® Stainless Steel Condensing Firetube Boilers as a high quality solution.

Helicopter Help

In order to get the old boiler out of the building, and the new ones up to the penthouse, Midwest Helicopter Airways and Standard Cartage were to get the job done. On a beautiful fall morning, a flatbed truck stopped traffic at the intersection of 21st street and iconic Michigan Avenue to allow a helicopter room to maneuver and pick up the boilers. In less than 20 minutes, the new equipment was on the roof, and the failed equipment was on a truck headed to the scrap yard. With assistance from the City of Chicago and the Chicago Police Department, 2101 S. Michigan Avenue now enjoys high performing boilers.

Contract:

Kirwan
Mechanical

Consulting

Engineers:

WCW Engineers

Consultative

Mechanical Sales:

Boilersource

Product:

Raypak



Meet some of the team that keeps Boilersource running hot!

Tricia Meilner-Fredrick
President & CEO

My Journey in the Boiler Sales Industry

I've been part of the boiler sales industry for as long as I can remember. My journey began during high school, when I would help out around the offices of R.R. Meilner & Associates, the predecessor to Boilersource, which was founded by my Dad, Ed Meilner, and my great uncle Roy. I officially joined the company in February, 1998, so it's fair to say I grew up immersed in the business.

As a young woman without an engineering background, I found myself drawn to an area I felt needed attention: Customer Service. I recognized that mechanical contractors and other partners often needed immediate answers and solutions, and the real difference we could make was in how we supported them day to day. I saw an opportunity to ensure our customers' experience with Boilersource was seamless, responsive and supportive.

My goal has always been to enhance the customer experience, creating a team that's friendly, approachable, and knowledgeable. I wanted to make sure that when our customers called, they'd find someone ready and eager to help—someone who could answer urgent questions and work alongside them to solve problems quickly and effectively.

For me, it's always been about adding value beyond the products we sell. I'm passionate about making Boilersource not just a provider of solutions, but also a trusted partner our customers know they can rely on.

What Sets Our Approach Apart

What truly sets us apart in the industry is our commitment to providing not just answers, but valuable advice and insights that empower our mechanical contractors to succeed with their clients. We recognize that our contractors often need to be "jack-of-all-trades" for their customers, and we aim to be their trusted partner and expert resource in boiler systems and related mechanical systems.



Tricia Meilner-Fredrick, President & CEO of Boilersource

At Boilersource, we take a big-picture approach to every project. We focus on understanding the overall goals and unique challenges of each job, enabling us to offer tailored solutions that work seamlessly for both our contractors and their clients. Our dedication to problem-solving goes hand-in-hand with our commitment to being approachable and easy to work with.

Our ultimate goal is to help our contractors shine. By providing expert guidance and reliable support, we make it easier for them to deliver the best results for their customers. This level of customer service and dedication, as our clients often tell us, is a rare thing in the industry—and it's something we take great pride in delivering every day.

How the Boiler Industry Has Evolved and Where It's Heading

Since I first started in the boiler industry, one of the most significant changes has been the sheer variety of equipment and options available to meet the diverse needs of projects and budgets. The advancements in technology and energy efficiency have been remarkable, and every year seems to bring even more rapid innovation.

continued...

Meet some of the team that keeps Boilersource running hot!

Tricia Meilner-Fredrick continued:

Our team dedicates considerable time to staying ahead of these changes by getting to know the manufacturers, understanding their strengths, and evaluating the merits of each product line. While new technology and energy-efficient systems are transforming the industry, we also recognize the importance of expertise in extending the life of existing boilers. For many clients, maintaining and optimizing their current equipment is just as critical as implementing new solutions.

Looking to the future, we see ourselves as educators as much as suppliers. The pace of change demands that we keep our clients informed, ensuring they have access to the latest and best information. Whether it's understanding cutting-edge technology or navigating practical, budget-conscious solutions, we're here to guide them through a rapidly evolving landscape.

Ultimately, the future of boiler technology will be shaped by a balance between innovation and

sustainability, and we're committed to helping our clients find the solutions that work best for them—today and tomorrow.

What I Enjoy Outside of Boilersource

When I'm not at Boilersource, my greatest joy comes from spending time with my daughters and connecting with loved ones. Life moves so quickly, and I'm always on the lookout for opportunities to slow down and cherish those moments with the people who matter most. Whether it's a simple family dinner, a fun outing, or just quality time together, I prioritize creating meaningful memories.

Another passion of mine is reading. There's nothing like getting lost in a good book - it's a chance to unwind, explore new ideas, and escape into different worlds. Whether it's fiction, non-fiction, or something in between, reading is one of my favorite ways to recharge and stay inspired.

The Crucial Role of Advocacy in the Energy Sector

Boilersource Guiding Values

In the rapidly evolving landscape of the energy sector, the significance of advocacy by thought leaders in the industry cannot be overstated. Advocacy not only shapes policy and public opinion but also steers the industry toward sustainable and pragmatic solutions. We want to lend our voice in this domain and help drive meaningful change and progress.

Promoting Realism Over Idealism

The energy sector faces complex challenges that require grounded, practical solutions. Boilersource champions realism, recognizing that while idealism can inspire, it is actionable plans that create tangible impact. This approach is evident in our push for balanced energy policies that prioritize both innovation and feasibility. By advocating for realistic solutions, we can ensure as an industry that advancements are not just visionary but also achievable and sustainable.

ENERGY VALUES

- REALISM** not IDEALISM
- HUMANISM** not INDIFFERENCE
- SECURITY** not UNCERTAINTY
- RELIABILITY** not FRAGILITY
- DISARMAMENT** not WEAPONS

Humanism Not Indifference

At the heart of our advocacy is a commitment to humanism. The energy sector is not just about infrastructure and resources; it is about people and communities. Boilersource actively advocates for policies that consider the social and environmental impacts of energy production and consumption. This human-centric approach fosters an energy future that is inclusive and equitable, ensuring that the benefits of progress are shared by all.

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Meet some of the team that keeps Boilersource running hot!

Tony Ranallo *Principal & Chief Operating Officer*

Leadership Driving Innovation and a Commitment to Efficient & Effective Solutions

For over four decades, Tony has been a standout in the mechanical sales and boiler systems industry. His career began in 1979 when he took on a drafting job, eager to learn the ins and outs of the trade. Through hard work and a knack for problem-solving, he quickly became the go-to startup guy, taking on more responsibilities and growing within the industry. His career led him to Boilersource, where he found a permanent home, serving three generations of customers and vendors.

Tony initially joined the company as a non-official partner and later took the helm with Tricia Meilner Fredrick following the passing of Boilersource owner and mentor, Ed Meilner. During this time, the company underwent a transformation, including a name change and restructuring, positioning Boilersource for long-term success. Tony's passion for energy conservation and efficiency has been a cornerstone of the company's mission, a passion that traces back to his involvement with ASHRAE in the early 2000s. Rising through the ranks from reception committee chair to president, Tony played a pivotal role in making his ASHRAE chapter a key player in industry discussions.

Throughout his career, Tony has witnessed the evolution of heating systems, particularly the shift from steam boilers to hot water systems driven by efficiency and cost-effectiveness. While acknowledging this trend, he also highlights the enduring role of low-pressure steam in existing infrastructure and high-pressure steam for industrial processes. Inspired by industry leaders like the late Raymond Lach of Maxi-Therm, Tony continues to advocate for practical, sustainable solutions to reduce carbon emissions. He cautions against the rapid push toward electrification warning that such a shift could increase carbon intensity and significantly raise energy costs. Instead, he emphasizes the importance of balancing innovation with economic feasibility.



*Tony Ranallo, Principal & COO
of Boilersource*

His passion for finding the best solutions isn't just professional - it's personal. Whether discussing the future of heating systems or enjoying time with his wife, Kristy, and son, Kyle, over food, wine, and theater, Tony's love for his work and community shines through.

At Boilersource, Tony's leadership continues to drive progress, ensuring that customers receive not just products, but expert guidance tailored to their needs.

| Meet some of the team that keeps Boilersource running hot!

Dave Bogot *Vice President and Sales Manager*

As a third-generation leader in the boiler industry, Dave brings unmatched experience, technical knowledge, and a customer-first mindset to every project.

Dave's roots in the boiler industry trace back to his grandfather, Herman Bogot, who began his business in 1945 and founded Herman Bogot and Company, a mechanical contracting firm. Dave was born in late 1969, and a week later his father, Scott, started the new decade by joining the family business; it was Dave's early exposure to the industry that led to his childhood fascination with electricity.

After earning his degree in Electrical Engineering from the University of Illinois, Dave joined Landis & Gyr Powers (now Siemens Building Technologies) as a Design Engineer. In just three years, he discovered a knack for sales—listening to customers, understanding their needs, and crafting effective solutions.

Dave's talent for bridging technical expertise with business value became a hallmark of his career.

Dave spent more than twenty years at The Bogot Companies, managing a holding company with three operating divisions and over 20 employees engaged in mechanical and plumbing contracting and service. His leadership helped drive success and position the company for its eventual sale.



Dave Bogot, Vice President and Sales Manager of Boilersource

He then served as COO of Rareform Design Group, coordinating up to 14 simultaneous high-end installations, further showcasing his ability to optimize operations.

In 2016, Dave joined Boilersource. As VP and Sales Manager, he oversees operations while leveraging his problem-solving skills to help mechanical contractors identify the best boiler solutions and troubleshoot any challenges.

During COVID, Dave picked up an unexpected hobby—competitive pistol shooting. What started as a curiosity turned into a passion for the mechanics and artistry of the sport. Today, Dave competes in USPSA matches and leads a shooting club that promotes skill development and safety.

At home, Dave and his wife Kate, a decorative glass professional, are proud parents of Isabelle, a University of Wisconsin-Madison Graduate working at the school in web development; Sam, a sophomore at UW-Madison and Ben, a recent high-school graduate preparing for his next steps.



Dave with his family

Meet some of the team that keeps Boilersource running hot!



John Domenz, Wet Heat Resource at Boilersource

John Domenz **Wet Heat Resource**

We take pride in our team's depth of experience and passion for the industry. John's career journey, love of technology, and industry expertise make him an invaluable part of our team.

John's career in the boiler industry is deeply rooted in family tradition. His grandfather was

a chief engineer at a brewery during Prohibition, and his father followed in his footsteps. Inspired by this legacy, John began working in the industry during high school, gaining hands-on experience before transitioning into sales. Over the years, he has worked for manufacturers and customers alike, gaining a well-rounded perspective before joining Boilersource.

John has always been fascinated by technology and how it can be applied to make life easier, both in the boiler industry and beyond. He finds great satisfaction in learning about the latest advancements in control technology and high-efficiency equipment - innovations that have transformed the industry and made boiler systems smarter and more intuitive. Whether it's remote monitoring, automation, or optimizing efficiency, John is passionate about leveraging technology to improve operations and simplify solutions for customers.

Beyond his love of technology, John truly enjoys being part of the Boilersource team, appreciating the fun and collaborative atmosphere that makes every day enjoyable. He loves working with a group of smart, motivated professionals who bring positive energy to the industry. And as a bonus, Boilersource is just a mile from his home! The convenience of a short commute, coupled with a workplace that encourages innovation and teamwork, makes it the perfect fit for him.

Brian Salem **Solutions Sales Engineer**

Brian brings a strong blend of commercial leadership and technical expertise across the plumbing, hydronic, and HVAC industries. He has built his career partnering with contractors, engineers, and facility owners to design and deliver high-efficiency

heating, cooling, and energy solutions for commercial and industrial applications by helping customers improve performance, reduce operating costs, and stay ahead of evolving decarbonization initiatives.

His experience includes working with advanced technologies like high-efficiency steam-to-water heat exchangers, intelligent booster systems, and combined heat and power (CHP) and micro-CHP solutions that generate both heat and on-site electricity. Brian is also deeply involved in helping customers adopt next-generation HVAC strategies, including electrification, hybrid heating systems, and heat pump technologies with a focus on practical performance and long-term value.

Known for his consultative approach, Brian supports projects from concept through commissioning by covering equipment selection, system sizing, energy modeling, and ROI analysis. Brian prides himself as serving as a trusted advisor throughout the entire sales cycle. He is also an active participant in key industry organizations, including the Western Trade Association, ASHRAE, and ASPE, staying closely connected to the trends and innovations shaping our industry.

Outside of work, Brian enjoys spending time with his kids, coaching youth football, getting out on the golf course, and cheering on his hometown teams - the Chicago Cubs and Bears.



Brian Salem, Solutions Sales Engineer at Boilersource



| Meet some of the team that keeps Boilersource running hot!

Ron Head *Engineered Solutions*

This spring, we're celebrating a milestone - Ron Head recently marked his first anniversary with Boilersource!

With over 25 years in the HVAC and construction industry, Ron's journey began fresh out of trade school, working side-by-side with his father in construction. It wasn't long before he found his passion in HVAC, starting in the field with installation and maintenance work. That hands-on experience gave him a deep understanding of what truly matters to contractors and installers - Engineered Solutions.

Ron joined Boilersource drawn by our reputation as industry leaders, but also for something more personal: the opportunity to work at a Women-owned business. His wife, Aimee, a woman in the construction industry herself, was a big inspiration behind this decision.

When he's not solving client challenges or sharing insight with the team, Ron is all about kayaking, spinning vinyl records, and catching live music. He's also a proud dad to three kids - Kayla, Kelsey, and Ryan.

Here's to a strong first year and many more to come. We're lucky to have you, Ron!



Ron Head
Engineered Solutions

| The Crucial Role of Advocacy in the Energy Sector

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Security and Not Uncertainty

In an era where energy security is paramount, our advocacy underscores the need for reliable and resilient energy systems. We push for investments in infrastructure that can withstand the test of time and external shocks, from natural disasters to geopolitical tensions. By emphasizing security, we can mitigate risk and ensure a stable energy supply, which is crucial for economic stability and national security.

Reliability and Not Fragility

Reliability is a cornerstone of our values. In advocating for robust energy systems, we highlight the importance of dependable technology and infrastructure. This dedication to reliability reduces vulnerability to disruptions and fosters confidence among consumers and stakeholders. We want to ensure energy solutions are not only innovative but also steadfast and consistent in performance.

Disarmament and Not Weapons

In a world where resources are often contested, we take a firm stance on promoting energy as a means of peace and cooperation rather than conflict. Disarmament in the energy context involves supporting clean and renewable energy sources that reduce the geopolitical tensions associated with fossil fuels. By promoting disarmament, we envision an energy future that prioritizes collaboration over competition and peace over conflict.

Our advocacy in the energy sector is a testament to the power of value-driven industry leadership. By promoting realism over idealism, humanism not indifference, security not uncertainty, reliability not fragility, and disarmament not weapons, we are helping to shape a sustainable, equitable, and peaceful energy future. We all play a crucial role in not only shaping the industry but also in ensuring that progress is aligned with the greater good of humanity and the planet. As the energy landscape continues to evolve, we will continue to do the right thing and promote the principles and advocacy we believe in.



Our Trusted Partners

BOILERS AND WATER HEATERS



Since 1963, Acme has produced electric boilers for large commercial and industrial applications. They offer a wide range of standard product boilers with custom solutions providing ease and minimal additional cost. Acme produces packaged solutions, designed to the most stringent requirements.



Industrial

The AERCO Sequoia Boiler family is nearly 100% Energy Efficient and Emission-Free to help meet building Decarbonization and Electrification Goals. The Sequoia is available as a high voltage Immersed Electrode Steam or Hot Water Boiler and Jet Type Steam Boiler. Perfect for large commercial and industrial applications available in sizes from 2,500 kW to 68,000 kW. Featuring unique, innovative technologies developed through decades of engineering research and industry expertise.



IBC offers boilers and water heaters with next generation thinking for hydronic and domestic water heating. The products are designed to meet our customers' needs, giving them greater control over their energy and water consumption, lowering their environmental impact.



QuikWater direct contact water heaters are up to 99% efficient, gas-fired units are NSF-certified and approved to supply potable water suitable for use as an ingredient in food and beverage manufacturing. Industries from concrete production to commercial laundries to manufacturing appreciate the small footprint and incredible energy efficiency achievable with QuikWater direct-contact water heaters. QuikWater systems qualify for utility energy rebates.



Pottstown Engineered Products, Inc. (PEP) is passionate about building boilers with everything you need and nothing you don't – a solid workhorse that's easy to maintain and able to provide consistent steam for decades. PEP has decades of experience designing, manufacturing, and supporting commercial and industrial boilers and boiler accessories across all sectors of the industry – from brewers and distillers to automotive shops and seafood processors.



Raypak manufactures a full line of boilers, water heaters and pool heaters, in atmospheric, near-condensing and fully-condensing designs. With inputs ranging from 75,000 BTU/Hr to 4,000,000 BRU/Hr, Raypak is sure to have a product suited to your heating requirements.



Reimers Electra Steam, Inc. has been a manufacturer of commercial and industrial electric steam boilers (known to some as steam generators) since 1908. Our electric steam boilers are utilized for high- and low-pressure steam applications, such as garment pressing, jewelry cleaning, medical sterilizers, pressing irons, steam rooms, air humidification, baking ovens and many others. Our boilers are used in garages, factories, laboratories, hospitals, and anywhere saturated steam is required.



Superior Boiler Works, based in Hutchinson, KS, provides engineered energy solutions and is a leader in clean air emissions technology. Since 1917, Superior Boiler has manufactured Scotch Marine and vertical firetube boilers for process steam, hot water and waste heat recovery, boilers for industrial markets and high-efficiency hot water single and dual fuel condensing boilers. They also manufacture a full complement of ancillary boiler room equipment.



Our Trusted Partners

DOMESTIC WATER BOOSTER SYSTEMS



QuantumFlo produces the most advanced, energy-efficient domestic water pressure booster systems available in the industry. Their state-of-the-art control software ensures minimum energy consumption, and allows systems to shut off during low-flow conditions without requiring the use of a hydropneumatic tank. QuantumFlo systems are backed with an industry-leading

5 year warranty. In addition to building a great product, QuantumFlo provides calQflo®, the most comprehensive online booster system sizing and selection software available. Sign up for your free CalQFlo account at <https://portal.quantumflo.com/>, or contact us for a virtual training session. QuantumFlo Booster systems qualify for utility energy rebates.



HEAT TRANSFER



HeatSponge boiler economizers increase the efficiency of any boiler system, allowing a conventional boiler to realize the efficiency of a condensing boiler. They are available for both steam and hot water boilers, in condensing and non-condensing versions.



Maxi-Therm's patented, innovative concepts have taken vertical flooded heat exchanger design to the next level. Maxi-Therm high-efficiency steam systems provide hydronic heating, clean steam generation and domestic hot water using minimal space and energy.



Hexonic has over 30 years of experience manufacturing heat exchangers. In addition to traditional shell & tube and plate frame heat exchangers, Hexonic offers innovative designs such as their coiled-tube heat exchangers. Custom-designed units are available in addition to a wide range of stocked products.



Madden offers boiler blowdown equipment, flow control, heat recovery systems and boiler blowoff vessels.

HEAT PUMPS AND CHILLERS



Raypak Commercial Air to Water Heat Pumps use heat extracted from the air to heat water with zero emissions, eliminating the need to choose between sustainability or hot water needed for business operations. Its high efficiency leads to a reduced carbon footprint, minimizing the impact on the environment and positively contributing to regional decarbonization goals.



Robur offers gas-fired absorption chillers and gas-fired absorption heat pumps. The manufacturers versatility and product line up can service virtually every segment of light commercial chilled water applications, as well as offer alternating heating and cooling and simultaneous operation models.



Yazaki is a global leader in absorption cooling and heat-driven energy solutions, with decades of proven performance in commercial and industrial applications. Yazaki absorption chillers use waste heat, hot water, or steam to deliver reliable cooling while reducing electrical demand and operating costs. Their systems are widely trusted for durability, efficiency, and sustainable energy utilization.



To combat climate change, we need new ways of producing energy. Oilon's energy-efficient industrial heat pumps are a tangible solution for reducing emissions. Besides traditional HFC refrigerants, it offers HFO refrigerants with an extremely low or near-zero global warming potential (GWP). Its heat pumps are a flexible solution that can be used for different heating and cooling applications in industrial operations and large properties as well as for district heating and cooling.



Our Trusted Partners

BURNERS



For over 50 years, Oilon has made environmentally friendly energy solutions their top priority. Oilon burners are extremely energy efficient, utilizing state of the art design and controls to minimize fuel usage. Oilon provides European quality at a very competitive price point.

YOUR SOURCE FOR CHP 5-200 KW RANGE



Boilersource provides cutting-edge Combined Heat and Power systems in the 5-200 kW range, and we are proud to represent the best brands in the space.



As the name implies, CHP solutions provide heat (hot water) and power (electricity) fueled by clean energy sources like natural gas, RNG or propane, and are hydrogen ready. These units enhance energy efficiency, reduce emissions, and deliver tangible economic savings by producing electricity for less cost than buying it from the utility. Rebates and tax incentives are also available.



ADDITIONAL PRODUCT LINES



Established in 1918, Adamson Tank and Heat Exchanger has grown to be a worldwide leader in producing and providing tanks to meet a wide range of specifications. Versatility is teamed with volume production and superior production planning, resulting in high quality products and reduced delivery time for standard and custom-built tanks. Adamson's capabilities are constantly expanding and improving.



BFS Industries manufactures a complete line of Boiler Room Auxiliary Equipment, including Deaerators in spray, tray, and packed column type; Surge/transfer systems, boiler feed and condensate systems; blowdown systems with heat recovery; flash tanks; packaged pump skids and control panels including PLC based control systems.



Fabtek is a leading American manufacturer of stainless steel boiler systems, including condensate return units, boiler feed units and custom stainless steel tanks and pumps. They can also custom manufacture complete accessory skids. Fabtek tanks come with a 20 year warranty, and their stainless steel pumps include a 5 year warranty against corrosion of the stainless steel pump components.



Heat-Timer is a leading manufacturer of controls for the HVAC and Plumbing industries. Known for many innovations, Heat-Timer provides a full range of hydronic and steam heating controls, as well as Electronic Thermostatic Valves (ETVs) for domestic hot water systems. They also manufacture a line of internet-connected controls using wireless sensors for space temperature sensing.



Niles Steel Tank, located in Niles, Michigan, is a leading American manufacturer of carbon and stainless steel ASME code pressure vessels and storage tanks. Many tank sizes are available in stock, and they can also custom-manufacturer to customer specifications. Options such as insulation, glass or epoxy lining, and power anodes are also available.



RTK Valves deliver precision control and reliability for mechanical systems operating under high pressure and temperature. Engineered for efficiency, these valves help optimize steam and water flow to ensure consistent performance and energy savings.



Selkirk has been manufacturing chimney and venting systems for over 80 years, making them one of the most well-known leaders in the industry. They make products for use in Category II to IV venting systems, in materials including 304 and 316 stainless steel, as well as AL29-4C.



Siemens is a world leader in combustion controls, and their products are used on a wide range of equipment. Siemens Combustion Controls provide everything from fully integrated boiler room control systems, to individual components and replacement parts.





TRAILER-MOUNTED BOILERS • SKID MOUNTED BOILERS • MOBILE BOILER ROOMS • MOBILE FEEDWATER VANS • MOBILE STEAM PLANTS

PLANNED EQUIPMENT MAINTENANCE OR EMERGENCY REPLACEMENTS NEEDED, WE'VE GOT YOU COVERED 24/7/365

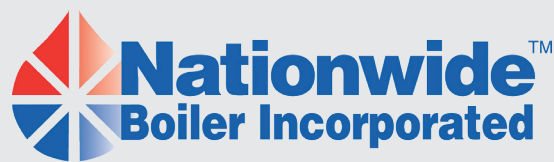
When your facility faces a planned maintenance shutdown, requires additional capacity, or experiences an unexpected equipment failure, having access to dependable rental boilers is critical to keeping operations running smoothly.

That's why we provide high-quality, temporary boiler solutions to industrial and heavy-commercial facilities - available around the clock, every day of the year.

Through our partnership with Nationwide Boiler Rental, we offer access to a fleet of over 100 rental boilers and related equipment. Our rental inventory is stored, meticulously maintained, and ready for rapid deployment, ensuring that your business experiences minimal downtime. No matter your location, we are strategically positioned to provide a fast-track response for emergency or planned boiler needs.

Don't wait until an emergency arises. Our Free Operations Crisis Planning visit helps businesses develop a proactive strategy to ensure operational sustainability before a boiler is ever needed. We'll assess your facility's unique requirements and create a tailored contingency plan so you can stay ahead of potential disruptions. Contact us today to learn more.

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