



# SHOP TALK

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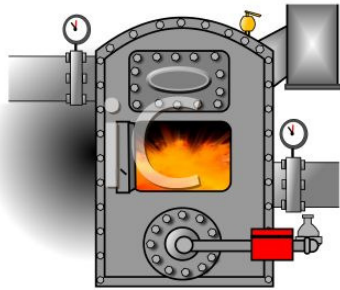
JULY 2010

## Get Your Boiler Ready For Cold Weather

### Get Ready!

The time is fast approaching when you will need to have your boilers back on-line. Yes, winter is coming and so is the demands placed upon your boilers and heating system.

To make sure you are operating safely, and at peak efficiency, we recommend that you have one of our qualified boiler service technicians open your boiler for an inspection; Clean both the fireside and waterside. If you haven't had your boiler inspector out, call him so that he can take a look.



When we reassemble your boiler we will use new gaskets, clean and inspect your low water cut off safety controls, check all safety devices, do a pop test the safety relief valves, check your flame safeguard and perform a leak test on safety shut-off valves.

Here is a checklist of items to inspect, clean, repair or replace as required:

- All refractory
- Refractory baffle gaskets
- Burner gaskets
- Hand hole gaskets
- Man hole gaskets
- Low water cut-offs
- Pilot electrode and pilot tube
- Flame detector
- Scanner tube
- Programmer
- Damper motor
- Cam assemblies
- Linkages
- Replace all fireside gaskets

- Main gas valves
- Main gas regulator
- Gas butterfly valve
- Blower motor
- Air proving switch
- Gauges
- Stack thermometer
- Water column assembly
- Safety Valves
- Sight ports
- Pilot Valves
- Ignition cable
- Operating limit controls
- Ignition transformer

Don't be left out in the cold this year. Plan ahead and get your boiler and heating system in safe working order. Call Kevin or Barry for a free estimate.

## Just A Friendly Reminder

As the summer has arrived and the weather is heating up most of us are thinking of our air conditioning and not the heat that we will require this fall.

I believe this is the best time to think about the heat that we WILL need, as it gives us all time to do the things with our heating system that we thought about doing last fall when it was too late. Now is the perfect time to think about servicing the boilers that keep your properties warm all winter long. Doing the annual service this time of year will give everyone ample time to get any necessary repairs and or upgrades done prior to needing that dreaded heat again. It doesn't matter

if your boiler is small or large there are always ways to improve on the efficiency of this unit through cleaning it or maybe even installing components that will increase the efficiency of the combustion or of the heat transfer from the flue gasses before they are released in to the atmosphere.

Remember when thinking of servicing your boiler(s) we are only a phone call or an e-mail away.

Have a great summer!

Barry

## Equipment Relationships

Often we talk about the technical aspects of boilers, when we should sometimes talk about the relationships with our boilers or any HVAC equipment.

The basic concept of providing heat to sustain life has been around since man started walking on two legs, in those days –once fire was created - they would build a fire next to a large rock or boulder and rely on the radiant heat from said rock to keep them warm through the night.

They even used pits where they buried coals from the fires and covered them with soil and slept on that spot to stay warm.

Now, why am I talking about cavemen in the 21<sup>st</sup> century?

Today's heating systems are a little more sophisticated than those of yesteryear, but the fact remains that we need to look after our fires and care for them much in the same way those cavemen did once upon a time.

Today's equipment, for the most part, is computer controlled but needs a little TLC just the same. However most of you just put the new equipment in place and tend to look at it when it breaks down and not before. The problem with this is that we rely on the computer to tell us what is going on and don't really get under the hood so to speak, often enough.

With today's technology we can monitor most parts of the equipment without even seeing it in operation up close, but there are many, many things going on inside and outside the boiler that close scrutiny will show what is really going on inside.

The bottom line is let one of our expert techs have a look at least a few times a year; you may discover that preventive medicine is better and less expensive than the cure!

Keep your fires lit and your rock warm!

Greg Salazar

# What Keeps You Awake At Night?

What keeps you awake at night?  
What sorts of things play on your mind more?  
What can we do to help you?

Is it your boiler or problematic steam/ hot water system?

Let us try solving your problem. Tell us what your top issues are. Could one of our products or services that we provide address just those issues?

We want to help you solve the problems that cause you restless nights.  
Drop us a quick email to [jpi@johnsonpaterson.com](mailto:jpi@johnsonpaterson.com) on tell us what keeps you awake at night and we will send you a free T-shirt. We at Johnson Paterson want to help you get a better night sleep.

## Snapshots





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## The Future Is Now

I had the pleasure of attending my son's graduation ceremony from university recently. Four years of bills now behind me (yeah right). I've now been informed he plans to pursue Law School so I'm probably not off the hook just quite yet. According to people who are older and wiser than I, you're never really off the hook.

Anyway, the commencement speech was given by the head of the faculty and she tried to instill upon the new graduates the power of perseverance in these economic times. She told a parable of the stone mason who had to strike a slab of marble 100 time in order to break a piece off and how you never really know if it was the 100<sup>th</sup> strike or the 99 that went before it that causes the final result. She then went on to suggest the students use the same method when trying to find employment; to persevere, send out 100 resumes if that is what it takes and to take an entry level position if that is what is offered even though you were looking for a management job. She told them that a large number of our industry leaders started at the bottom and learned from every experience they had to become the leaders they are today.

It struck me as a breath of fresh air and whether they heed her advice or not remains to be seen but I was encouraged by the attempt to open the eyes of these young people to the fact that nothing gets handed to you. Time and time again I have people walk into my office and want to start at the top and can't figure out why I'm not excited to have them as my savior. I congratulate the graduating class of 2010 and wish you all the best of luck in the future.

Kerry Johnson

