

HOW HAPPY ARE WARE'S CUSTOMERS?



Get a quote on-line at www.wareinc.com/boilers

Happier than a poop scooper in a field of reindeer.

www.wareinc.com

800-228-8861



WARE IS A MEMBER OF
ABMA
American Boiler Manufacturers Association



4005 Produce Road
Louisville, KY 40218



ADVERTISEMENTS

BOILER TRAINING

WARE BOILER UNIVERSITY 2012 - 2013

Dec. 11 - 13, 2012 / Chattanooga, TN
 Jan. 08 - 10, 2013 / Chattanooga, TN
 Mar. 12 - 14, 2013 / Bowling Green, KY
 May 14 - 16, 2013 / Chattanooga, TN
 July 16 - 18, 2013 / Jeffersonville, IN
 Oct. 01 - 03, 2013 / Chattanooga, TN
 Nov. 12 - 14, 2013 / Jeffersonville, IN

\$100.00 DOLLARS OFF
 WHEN YOU REGISTER ON-LINE
 FOR BOILER UNIVERSITY AT
WWW.WAREBOILERU.COM

WIN A FREE iPad

Like us on Facebook for 1 chance,
 follow us on Twitter for a 2nd chance.

ENTER for your chance to win on
 Dec. 11th, 2012 through Jan. 11th, 2013.

Facebook: facebook.com/Wareinc

Twitter: twitter.com/Wareinc

Or

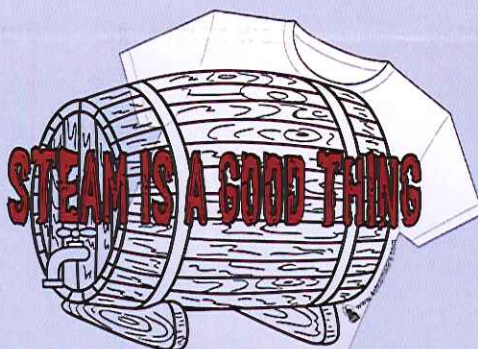
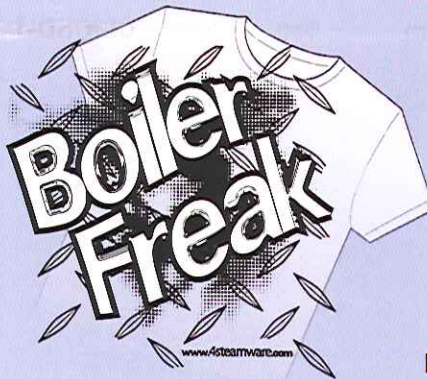
Enter on our website www.wareinc.com

WARE
 Powerful solutions...
 Extraordinary results.



Just in time for Christmas

New T Shirt Designs at 4steamware.com



**BOILER MAKES STEAM - STEAM MAKES WHISKEY -
 WHISKEY MAKES MY BABY A LITTLE BIT FRISKY**

All net proceeds from the sale of Steam Ware T-shirts go to
 Kosair Charities. Where health care is provided to Children
 when there is no one else to turn to. Check it out on
www.4steamware.com

wareinc.com will direct you to our



LIKE US ON FACEBOOK

the last year.

Ware has inserted complete aisles of Sensus and Maxitrol gas regulators, springs and orifices. Boiler parts in Ware's Chattanooga branch has also seen huge increases in inventory levels and has opened a will call counter.

"We are always on the lookout for items in the industry that are in high demand with long lead times in hopes of better serving our customers," said Brian Grinstead, Ware's Parts Manager. "If we don't have an item in stock, our recently expanded inside sales staff will make our best efforts to locate items, solve problems, and serve our customers best interest."

Ware continues to make investments in growth and customer service. Whether customers are contractors, end users, wholesalers, or even Ware's competition, Ware will do its best to meet their needs.



Check The Valve Shop out. They offer testing, diagnosis, steam studies, maintenance and repair services for all makes and models of valves. All Valve Shop repair procedures strictly adhere to the industry standards and codes.



WARE buys used boilers

All equipment listed is for sale or lease and is subject to availability

Unit	Size	Manufacturer	Voltage	Type	Year
RC-24	30 Ton	Mc Quay	480 v	3 ph	2000
RC-21	40 Ton	Mc Quay	480 v	3 ph	1999
RC-1	60 Ton	Mc Quay	480 v	3 ph	1995
RC-2	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-8	155 Ton	Mc Quay	480 v	3 ph	1995
RC-10	195 Ton	Mc Quay	480 v	3 ph	1995
RC-11	195 Ton	Mc Quay	480 v	3 ph	1995
RC-25	300 Ton	Mc Quay	480 v	3 ph	2003

New YORK SHIPLEYS AVAILABLE

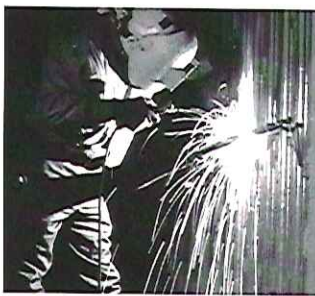
Unit	HP/PPH	Year	Manufacturer	Fuel	Type	Pressure	Controls
SSB23	50 hp	2012	York Shipley	(Low NOx) G/#2	Steam	150	UL/CSD-1
SSB21	70 hp	2012	York Shipley	(Low NOx) G/#2	Steam	150	UL/CSD-1
SSB22	100XID	2012	York Shipley	(Low NOx) G/#2	Steam	150	UL/CSD-1
SSB18	150	2011	York Shipley	(Low NOx) G/#2	Steam	150	UL/CSD-1
SSB20	175XID	2012	York Shipley	(Low NOx) G/#2	Steam	150	UL/CSD-1
SSB25	250XID	2012	York Shipley	(Low NOx) G/#2	Steam	150	UL/CSD-1
SSB14	300XID	2011	York Shipley	(Low NOx) G/#2	Steam	150	UL/CSD-1
SSB8	400XID	2011	York Shipley	(Low NOx) G/#2	Steam	150	UL/CSD-1
SSB15	500XID	2011	York Shipley	(Low NOx) G/#2	Steam	150	UL/CSD-1
SSB24	600XID	2012	York Shipley	(Low NOx) G/#2	Steam	250	UL/CSD-1
SSB11	800XID	2011	York Shipley	(Low NOx) G/#2	Steam	250	UL/CSD-1

Ware's Upcoming Events

Ware will be at the Power Gen 2012 show, December 11- 13, 2012 in booth 5233. The show is located at the Orange County Convention Center in Orlando, Florida.

We will also be attending the AHR EXP 2013 show, January 28 - 30, 2013 in booth 4167 and 4269. This show is located at the Dallas Convention Center in Dallas, Texas.

Stop by and see us.



The GRIME

**December 2012 and January 2013
Newsletter**

Equipment List

All equipment listed is for sale or lease and is subject to availability

Unit	HP/PPH	Year	Manufacturer	Fuel	Type	Pressure	Controls
767	75,000	2011	Victory Energy	G/#2	Steam/SH	750/750	IRI
747	75,000	2000	B&W (Low NOx)	G/#2	Steam/SH	750/750	IRI
750	70,000	1996	Nebraska (Low NOx)	G/#2	Steam/SH	750/750	IRI
752	60,000	1980	B&W	G/#2	Steam	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
SB79	40,000	1986	Cleaver Brooks	Gas	Steam	260	IRI
SB80	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
SB150	800	2011	Victory Energy (Low NOx)	G/#2	Steam	300	IRI
SB123	600	2008	York-Shipley	G/#2	Steam	150	UL/CSD1
SB149	500	2011	Victory Energy (Low NOx)	G/#2	Steam	250	IRI
SB139	500	2001	Cleaver Brooks		Steam	150	
SB63	500	1985	Superior	G/#2	Steam	150	IRI
SB152	400	2011	York-Shipley (Low NOx)	G/#2	Steam	150	UL/CSD1
SB138	350	1994	Cleaver Brooks		Steam	150	
SB137	250	1994	Cleaver Brooks		Steam	150	
415	250	1980	Eclipse	#2 Oil	HT/HW	954	IRI
719	250	1987	Superior	G/#2	Steam	150	IRI
SB148	200	1995	Kewanee	Gas	Steam	325	IRI
SB146	200	1995	Kewanee	Gas	Steam	325	IRI
SB170	250XID	2012	York-Shipley	G/#2	Steam	150	UL/CSD1
SB172	175XID	2012	York-Shipley	G/#2	Steam	150	UL/CSD1
SB183	175XID	2012	York-Shipley	G/#2	Steam	150	UL/CSD1
SB175	150	2012	York-Shipley	G/#2	Steam	150	UL/CSD1
SB181	150	2012	York-Shipley	G/#2	Steam	150	UL/CSD1
SB182	150	2012	York-Shipley	G/#2	Steam	150	UL/CSD1
RB769	150	1998	Precision	Electric	Steam	150	UL
SB131	100	2003	Johnston	G/#2	Steam/HW	15/30	IRI
SB178	100XID	2011	York Shipley	G/#2	Steam	150	UL/CSD1
SB177	100XID	2011	York Shipley	G/#2	Steam	150	UL/CSD1
SB184	70	2012	York Shipley	G/#2	Steam	150	UL/CSD1
SB180	50	2011	York Shipley	G/#2	Steam	150	UL/CSD1
SB145	50	2001	Cleaver Brooks	Gas	Steam	150	IRI

Request a quote on-line at www.wareinc.com or call 800-228-8861

Ware Boilers Aid in Cleanup of Kentucky Train Derailment

Job by Ray Barmore National Acct. Rep.

On Wednesday, October 29, 2012, a train derailed in West Point, Kentucky, leaking a dangerous chemical, shutting down Dixie Highway and causing the mandatory evacuation of many residents of the small Kentucky town.

Eleven of the 57 Paducah and Louisville (P & L) rail cars en route to several destinations in Louisville derailed on a stretch of track between the Ohio River and Dixie Highway. Air monitoring systems detected a butadiene leak from one rail car, triggering a level 3 Hazmat situation, meaning it posed a "significant risk to public health and the environment."

There were 57 cars involved, nine were empty and 10 derailed. The first responders on the scene found that only one tanker leaked butadiene.

A few days later at the clean-up site, an explosion occurred. The blast involved the butadiene, which can cause headaches, blurred vision, fatigue and vertigo at very high levels. But tankers just a few feet away and filled with potentially deadly hydrogen fluoride were a greater danger.

The cleanup, handled by SPSI, had to be completed quickly to mitigate the danger. SPSI

hired Ware to supply the boiler needed for the job.

Ware professionals were set up on the side of Dixie Highway near the West Point Bridge. A fire hose running across Dixie Highway supplied the water needed to create the steam for a controlled burn-out of the butadiene.

Ware supplied 50 pounds of steam to heat the car to serve as the fuel source to ignite the chemical and create a huge controlled flame that allows the chemical to leave the surface of the train car and aid in the clean-up process.

"It's what is called 'flaring off the car' in the industry," said Ray Barmore, Ware's National Account Representative.

The first car took about 12 hours to complete and Ware had eight total cars to flare off. Ware professionals worked around the clock to complete the job, which would not only remove the butadiene from the site, but would also allow for all lanes of the highway to be reopened to the public.

Because of the dangers from the derailment, officials from the U.S. Environmental Protection Agency and Louisville Metro Emergency Management Agency were on site to continuously monitor the air, water and pro-

cesses at the clean-up site.

"P&L Railroad asked for Ware specifically," said Barmore. "We committed to having Ware employees there 24/7 to operate the equipment. We didn't have to do that, but we wanted to do it to assure the job went well."



Ware expanding stock of in-demand products

By Brian Grinestaff, Parts Manager

Ware has always been concerned with staying on the cutting edge of technology. Customers have looked to Ware for hard-to-find inventory because they can trust that Ware has long lead time items in stock.

While other parts suppliers are cutting inventory costs and downsizing item stock levels, Ware is making investments in increasing inventory levels.

In the past year, Ware has reviewed its obsolete non-moving inventory in efforts to liquidate inventory that is no longer in demand and make valuable space for new in demand products.

Ware has quadrupled its inventory in industrial gate valves and non-return valves as well as started manufacturing its own V-port modulating feedwater valves in



The GRIME

December 2012 and January 2013
Newsletter

Ware Aids Hurricane Victims in New York City

Job by Steven Taylor, Director of Sales

On Friday, November 2, the New York City Housing Authority contacted Ware in Louisville, Kentucky, to ask for help. Due to Hurricane Sandy, 85 boilers at the Housing Authority were underwater, leaving thousands without heat.

Ware immediately began to mobilize their employees and work the phones. Since no boiler company would have this many systems in stock, Ware reached out to the competition in six other states.

In a few days, Ware was able to assemble 21 systems that

would be able to provide the same amount of steam as the 85 boilers operated by the Housing Authority.

Ware contacted six transportation companies and began transporting the systems that were collected from Kentucky, Tennessee, Georgia, Alabama, Kansas, Oklahoma and Texas. Almost all of the equipment was delivered in less than a week using 45 trucks.

Such a major logistical undertaking has not been easy. Ware has faced many challenges through the process of transporting the equipment across

the country including obtaining permits for the oversized loads and maneuvering the equipment on the roads through the snow and darkness from lack of electricity.

“This kind of cooperation is unheard of in our industry,” said Steve Taylor, Ware’s Director of Sales. “Everyone has been more than accommodating, knowing what the people of the northeast are going through, every competitor has stepped up to help and are doing everything they can.”



650 Mobile Unit at Red Hook East



Installation at Red Hook East



80 HP at Coney Island