



SHOP TALK

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The Evolution of the Cleaver-Brooks Family of Companies

After briefly studying investment banking at the University of Chicago, in 1929 John C. Cleaver, an inventive engineer, started his own company in Oregon producing a portable asphalt heater for railroad use. Two years later, he met and formed a partnership with Raymond Brooks, an East Coast businessman, under the name Cleaver-Brooks Company and together they pioneered the development and production of packaged boilers, pre-assembled units that were ready for immediate installation and use. John C. Cleaver served as vice president to 1942 and president to 1967.



The portable boiler concept served the armed forces well in World War II and in 1939, at the request of the U.S. Army, Cleaver-Brooks applied the packaged boiler concept to the desalinization of seawater. Thousands of units supplied fresh water to all service branches during World War II.

By 1960 a separate company took over this aspect of the business as Aqua-Chem, but soon Cleaver-Brooks was merged into Aqua-Chem. Before Cleaver retired in 1971 as chairman of the board and CEO, Aqua-Chem was the leading producer of desalinization units in the world. The company became a Coca-Cola subsidiary in 1970 and today has 1200 employees located in five manufacturing facilities throughout North America. Under the brand name, Aqua-Chem, the company's Water Technologies Division is known as a world leader in the design and

production of water treatment products for commercial, government, military, and industrial applications. It enjoys a solid market share across all industries.



Over the last 70 years, following Cleaver's development of the first packaged boiler complete with its own burner and controls package

(back in 1932), succeeding generations of innovators at Cleaver-Brooks and its Associates have continued his tradition of leadership and innovation by creating the most respected brand names in the industry: C-B Package Boiler Systems; C-B Water Technologies; Lincoln Manufacturing; Gonzales Manufacturing; Nebraska Boiler; Energy Recovery International; Industrial Combustion; and NATCOM (who, with over 50 years of combustion experience throughout the industry, has combined this experience with 21st century state of the art numerical simulation to engineer the only true Low NOx burner that meets or exceeds regulated NOx levels without compromising efficient, low excess air levels).



Cleaver-Brooks have provided energy and environmental solutions in the form of water treatment, commercial heating comfort, and industrial

processes in partnership with customers in more than 100 countries around the world. They enjoy solid market share and lead the world in the manufacturing of commercial, industrial and waste heat boilers, burners, accessories, and parts. The Cleaver-Brooks and Nebraska Boiler brands along with Nat-Com and Industrial Combustion burner brands are sold through authorized distribution.



solutions from burner to boiler to heat recovery then backing it up with an excellent sales and service organization providing 24 hour parts availability 365 days per year. Cleaver-Brooks

Today, the Cleaver-Brooks Family of Companies is the only organization in the world offering a full spectrum of integrated system



has earned a worldwide reputation for safe operation and standard setting quality in development,

design and engineering. Cleaver-Brooks boiler products meet the lowest emission standards in the world while providing the highest in fuel efficiency. Additionally, training programs are provided for Customers and Clients (regional or on-site), satisfying a number of varied needs involving proper boiler operation, maintenance, safety, selection, application, systems, life cycle costing, etc. Cleaver-Brooks believes that its strong customer relationships result from its demonstrated commitment to a high standard of excellence to provide high-quality, energy-efficient, low-emission products with a demonstrated record of safety, reliability, and quality.

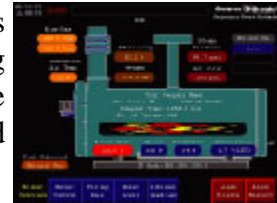


Tradition of Excellence

Cleaver-Brooks is the world's leading manufacturer of packaged high pressure and low-pressure commercial and industrial boilers and boiler room systems. Cleaver-Brooks low emission and high efficiency steam or hot water boilers, boiler parts and boiler services - including boiler training - work to solve energy and environmental issues around the world involving combustion and heat transfer technologies. Cleaver-Brooks Firetube boilers, Commercial Watertube boilers, Industrial Watertube boilers, boiler controls, boiler parts, deaerators, surge tanks, boiler feed systems, chemical feed systems, water softeners, dealkalizers, blowdown separators, blowdown heat recovery systems, flash tank heat exchangers, and sample coolers are manufactured to exacting standards and sold through a worldwide network of Cleaver-Brooks authorized sales, service, and parts representatives. Serving customers through proven performance and manufacturing the highest quality products in partnership with the industry's most experienced sales and service network enables Cleaver-Brooks to maintain its position as the industry leader.

Technology

Cleaver-Brooks is the most respected brand name in the boiler industry and has fostered a long-standing working relationship with the consulting/specifying engineer community. Specifiers know with Cleaver-Brooks products come cutting edge technology, a deep understanding of systems applications and consistent reliability and performance.



Customer Base

Cleaver-Brooks counts many of the Fortune 500 companies among its worldwide customer base. Some of the markets served include: schools and universities, hospitals and health care, petrochemicals, corrugated paper and pulp, food and beverage, pharmaceutical and bio-tech, automotive, transportation, textiles, commercial retail, the Canadian and U.S. government, electronics and many, many more. Partnering with each and every customer, Cleaver-Brooks strives to understand their specific needs and design the best solutions quickly and efficiently.

Manufacturing Strength



Cleaver-Brooks maintains five state-of-the-art boiler manufacturing facilities strategically located throughout North America. These plant operations represent the most modern and efficient production processes in the industry.

Representative Strength

Cleaver-Brooks is backed by over 1,500 sales and service representatives worldwide. These highly skilled representatives offer expert boiler room and systems evaluation, startup and follow up with quality training, plus the best parts and service support available.

Financial Strength

In 1997, Cleaver-Brooks' parent company, Aqua-Chem, Inc., was purchased outright from the French conglomerate, Lyonnaise des Eaux-Dumez, by an internal management group and a private equity corporation. Focusing on its core competencies and utilizing strong brand names displayed by the Cleaver-Brooks and Water Technologies divisions, Aqua-Chem is poised for continued future growth and expansion.

Training Comes to You!



Cleaver-Brooks also offers comprehensive, in-depth training that teaches how to operate and maintain boiler systems at maximum safety and performance. If you're responsible for the day-to-day operation or maintenance of your company's boiler room — if you're a plant engineer, maintenance supervisor, operating engineer, facilities manager, plant manager or boiler room supervisor, Cleaver-Brooks has a seminar for you. Experts in their respective fields teach all Cleaver-Brooks Training Seminars. Courses also allow ample time for open discussion about your specific needs.



Seminars. Courses also allow ample time for open discussion about your specific needs.



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Ceilcote Air Pollution Control



The Evolution of Johnson Paterson Inc.

Johnson Paterson Inc. Has been an integral part of the southern Ontario economy since it opened its doors for operation in 1967 in east end Toronto. Its founders, Norman Johnson, Jim Paterson and Pete Williams were all employed by Waterloo Manufacturing located in South Western Ontario performing Cleaver-Brooks boiler service. Toronto was growing at a very fast rate and Cleaver-Brooks approached these individuals to handle south central and Northern Ontario. That is when Johnson Paterson Williams was formed to service the industrial and institutional markets of Toronto and surrounding areas for Cleaver-Brooks.



The initial endeavors of Johnson Paterson Williams Ltd. included the sales and service along with installation and design of packaged boiler systems for Cleaver-Brooks. Since 1967, Johnson Paterson Inc., in partnership with the largest manufacturer of packaged boilers in the world, Cleaver-Brooks, has provided sales and service for over 10,000 boiler installations in its market area. In 2004, Johnson Paterson Inc. ranked number one in the country in sales for Cleaver-Brooks. Today, Johnson Paterson is a leader in the sales, service, design, installation and repair of commercial and industrial heating, production steam, dust collection and air movement systems.

In addition, Johnson Paterson Inc. has affiliated itself with other industry leaders such as Fulton Boiler Works, manufacturers of steam and hot water heating equipment (and world leaders in the tubeless boiler market), Fireye and Honeywell flame safeguard controls, Industrial Combustion Inc. burners, as well as numerous other companies who pride themselves on being market leaders in the areas of innovation, quality, dependability and design. Each of them sets the standard to which others aspire. Representing these companies, we at Johnson Paterson also lead the market place in these areas.

Johnson Paterson Inc is a registered contractor with The Technical Standard and Safety Authority (TSSA) in the Province of Ontario. We are certified to perform repairs or alterations on boilers and pressure vessels. We also have partnered with the TSSA, to improve the quality of service delivery and enhance compliance and safety for our customers. This allowed Johnson Paterson Inc. to become a recognized "Quality Assessed Contractor".

At the present time Johnson Paterson Inc. employs 30 people in its two offices and expands that employment level by utilizing contract workers on major repair operations. Johnson Paterson Inc. is under the direction of Kerry Johnson who succeeded his father as President and Chief Executive Officer for the company in 1990.

Johnson Paterson Inc. continues to change with the times and now offers many additional aftermarket services including remote boiler room monitoring (Cleaver Brooks) on a stand-alone basis or as part of a comprehensive planned maintenance and annual inspection service. Further, boiler rental and long term leasing are available to meet the needs of our customers. Water treatment consultation is also available. In fact, Johnson Paterson Inc. is able to put together a complete, "turn-key" powerhouse including design, construction, equipment, maintenance, water treatment and operations.

We pride ourselves on safe, quality work with the emphasis on value and service satisfaction to our customer. Our sales force and our factory-trained technicians are second to none in providing you with solutions to your specific and often times, unique problems.

**Call Johnson Paterson today for all your
Boiler Room requirements!**