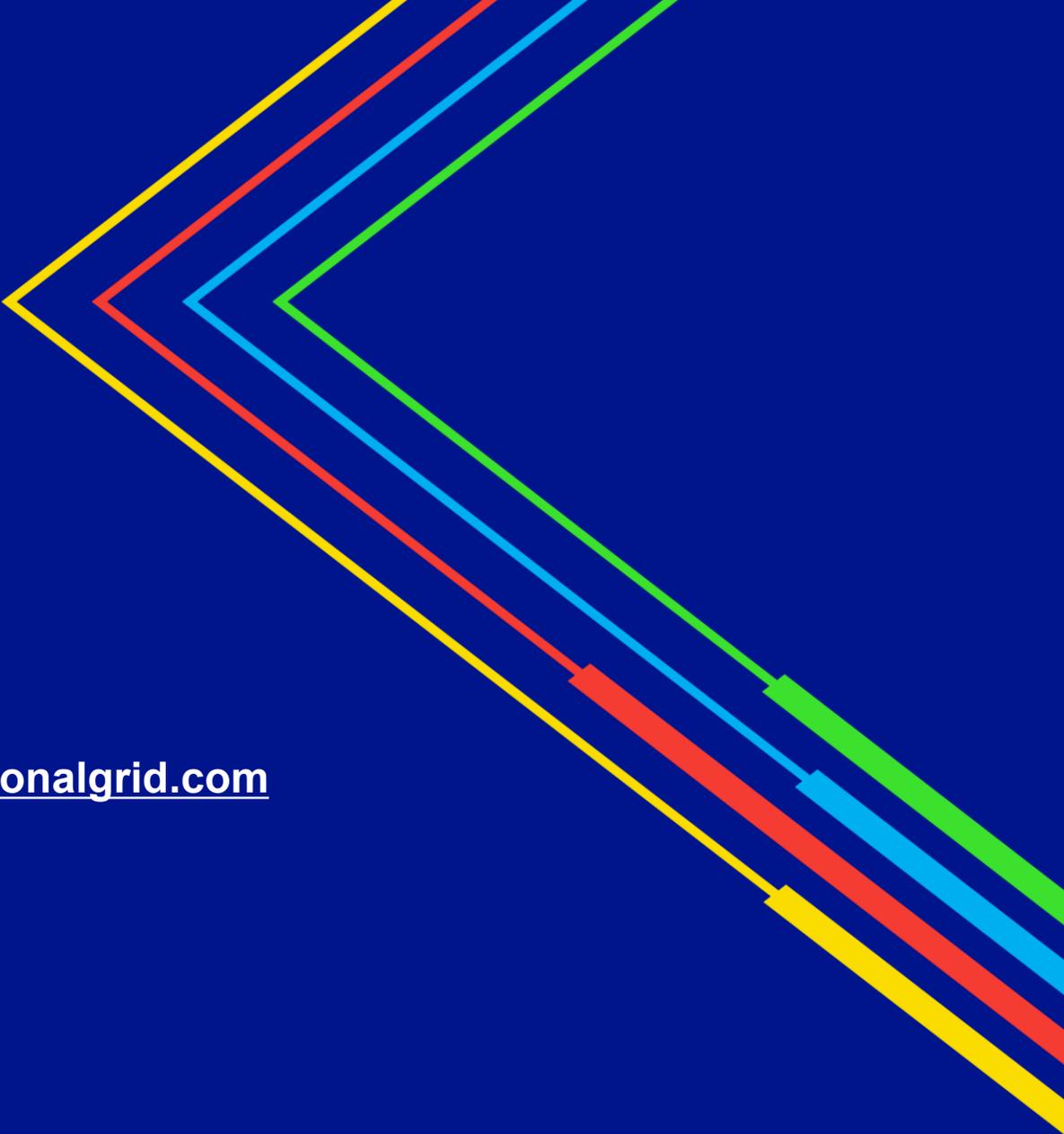


# November 2025 PEX Meeting



November 19<sup>th</sup>, 2025

Mathew McCarthy [mathew.mccarthy@nationalgrid.com](mailto:mathew.mccarthy@nationalgrid.com)

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# 01

## Safety Moment – Flu Prevention

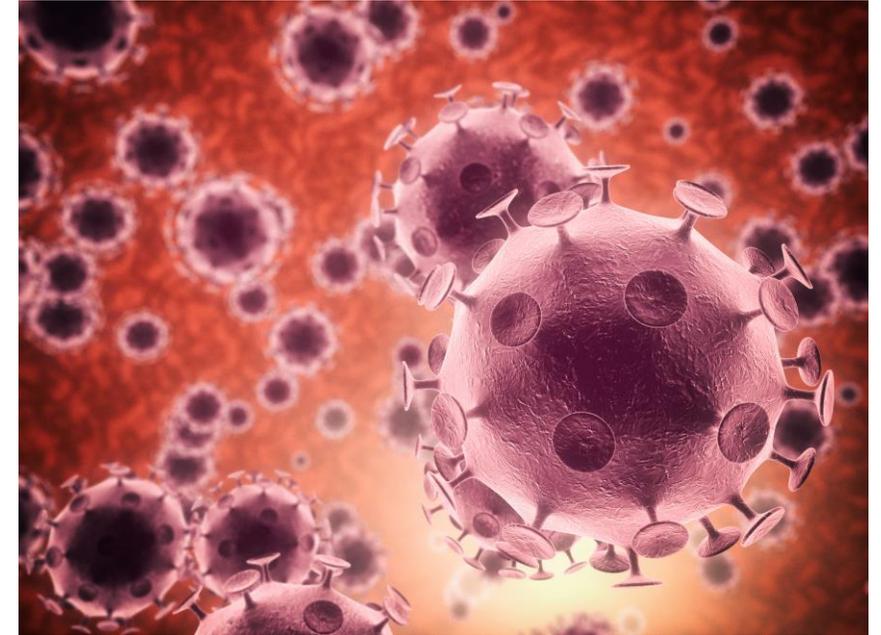
Mathew McCarthy [Mathew.McCarthy@nationalgrid.COM](mailto:Mathew.McCarthy@nationalgrid.COM)

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# Flu Prevention

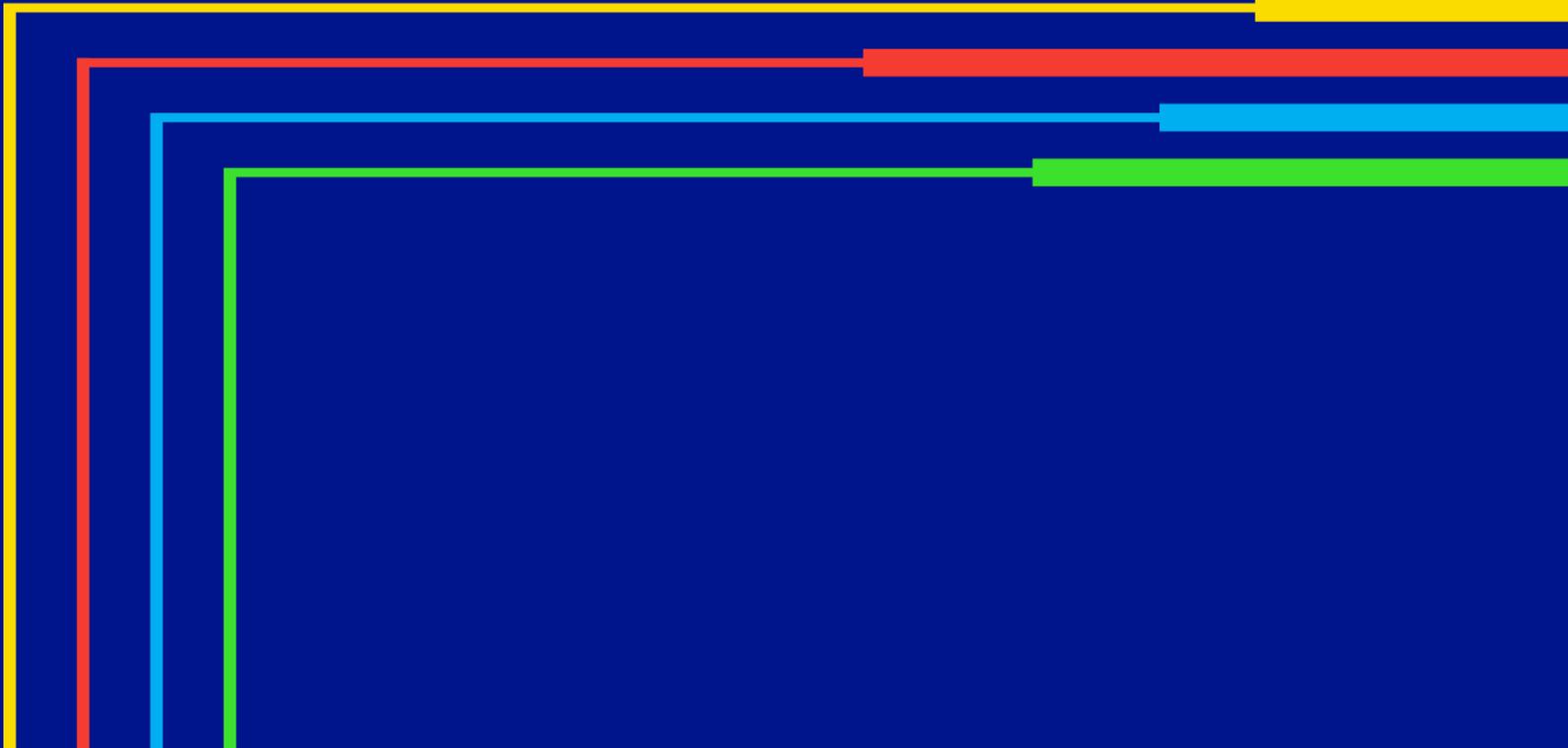
Action	Details
✅ Consider getting vaccinated	CDC recommends all $\geq 6$ months receive annual flu shot - ideally by end of October, but still effective through November. If you haven't yet, it's not too late.
🏠 Stay home if sick	If you have flu symptoms, remain home until symptoms improve and you've been fever-free (without meds) $\geq 24$ hours.
😷 Mask & cough etiquette	Cover coughs, use masks if ill, and avoid close contact - reduces droplet spread.
🧼 Clean hands & surfaces	Wash hands regularly, use sanitizer, and disinfect high-touch surfaces - flu can survive on doorknobs up to 48 hours.
🌀 Improve ventilation	Boost air circulation by opening windows or increasing HVAC fresh air exchange.



02

# Unlocking Opportunity: The Roadmap to Maximum Mass Save Incentives through Mechanical Insulation - Thermaxx

Timothy Taylor [ttaylor@thermaxx.es](mailto:ttaylor@thermaxx.es)



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# Partnering for Efficiency

Thermaxx, an SPI Company & National Grid

# Our Audience & Shared Goal

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Tailored for Energy Leaders

Our goal: Maximize customer savings and leverage National Grid incentives through Mass Save.

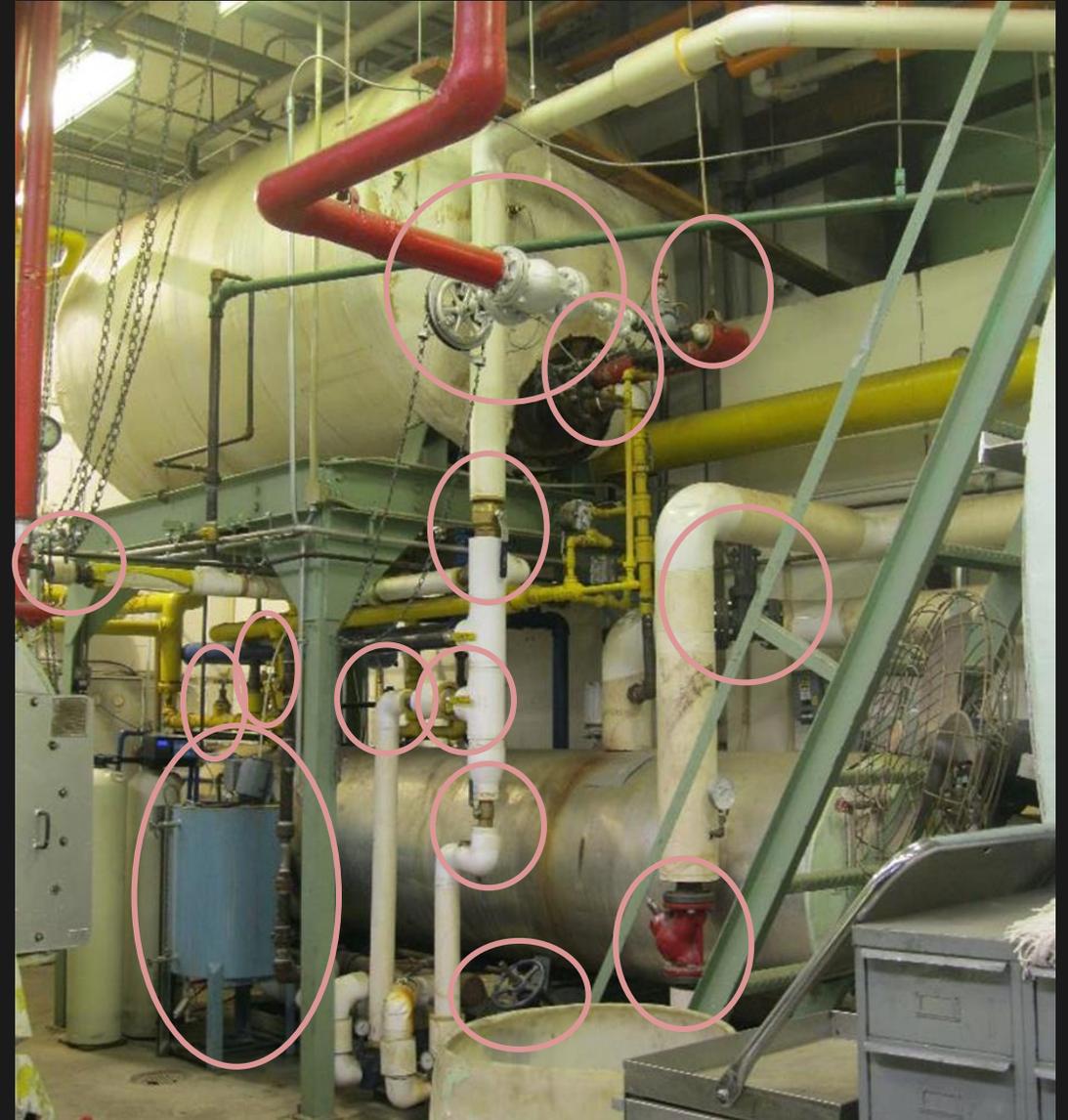
# The "Why": A Shared Opportunity

-  **The Maintenance Problem:** Traditional insulation is cut or damaged during routine maintenance and is often \*never replaced\*, leaving components bare.
-  **The Financial Drain:** A single uninsulated 6" gate valve operating at 350°F can cost a facility over \$500 per year in lost energy.
-  **The Mass Save Solution:** National Grid incentivize pipe and component insulation, drastically accelerating ROI and helping the affordability of the project.
-  **Your Project Enhancer:** Add a fast, high-margin, and data-backed insulation measure to your existing projects with minimal effort.

# The Common Problem You (can't) See

Mechanical rooms are full of "bare spots" that are often ignored, constantly bleeding energy and money:

- Valves & Flanges
- Steam Traps & PRVs
- Heat Exchangers
- Boiler Doors & Tanks



# The Thermaxx Heat Loss Survey

Our no-cost energy analysis is the first step. It provides the concrete data you and your customers need to justify the project.

- **Step 1:** Identify & Tag Assets
- **Step 2:** Analysis & Data Capture
- **Step 3:** Deliver Actionable Savings Report



# Our Data-Driven Approach



## Photo & Visual ID

We use imaging and our smartphone app to log component details (temp, size, pressure).



## 3E Plus Calculations

We use NAIMA-certified 3E Plus software to calculate exact BTU loss, annual savings (in \$\$ and Therms), and ROI.



## Rebate-Ready Reports

You receive a detailed report, broken down by asset, ready to submit to National Grid for Mass Save incentives.

# The Thermaxx Solution

Our insulation solutions are ideal for components requiring maintenance.

- Engineered for each specific component.
- Easy On/Off: Velcro & D-ring straps.
- Durable, high-temperature materials.
- Clearly labeled with Slate, asset ID tags.



# The Impact is Immediate – Case Study



## Project Information

ThermaXX Name	Food Manufacturer
ThermaXX Number	
Date Quoted	X/XX/2024
Fuel Cost \$/MMBtu	\$17.00
Boiler Efficiency	85%

## Savings Information

Project Cost	\$160,811
Annual Therms Saved	33,900
Annual CCF Saved	32,875
Annual Mtons CO <sub>2</sub> GG Reduction	181.41
Annual Savings if Insulated	\$57,625
Return on Investment	2.75 Year(s)
5 Years of Savings	\$288,125
Monthly Cost of Waiting	\$4,800

Item	Location 2	Item Description	Process Temperature (°F)	Ambient Temperature (°F)	Operating Hours	Total Price	Payback (Months)	Therms Saved Per Year
1	Boiler 1	6 Angle Stop Check Valve 250/300 (0-299°F) 1" - 1	331	101	8760	\$ 1,040	14	531
2	Boiler 1	6" NPS x 1ft - TRM (251-350F) Hard Pipe Insulation - Fiberglass 4.5" - 2	331	101	8760	\$ 417	6	482
3	Boiler 1	8" NPS x 1ft - TRM (251-350F) Hard Pipe Insulation - Fiberglass 4.5" - 3	331	101	8760	\$ 482		3758
4	Boiler 1	6 Gate Valve 125/150 (300-449°F) 1"+5mm - 4	331	101	8760	\$ 1,114	24	325
5	Boiler 1	6 Gate Valve 125/150 (300-449°F) 1"+5mm - 5	331	101	8760	\$ 1,114	24	325
6	Boiler 1	6 Bonnet - Gate 125/150 (300-449°F) 1"+5mm - 6	331	101	8760	\$ 558	24	162
7	Boiler 2	6 Flange 125/150 (300-449°F) 1"+5mm - 7	331	101	8760	\$ 491	28	123
8	Boiler 2	6 Flange 125/150 (300-449°F) 1"+5mm - 8	331	101	8760	\$ 491	28	123
9	Boiler 2	6 Flange 125/150 (300-449°F) 1"+5mm - 9	331	101	8760	\$ 491	28	123
10	Boiler 2	3 Flange 125/150 (300-449°F) 1"+5mm - 10	305	101	8760	\$ 396	38	74
11	Boiler 2	3" NPS x 1ft - TRM (251-350F) Hard Pipe Insulation - Fiberglass 4.5" - 11	305	101	8760	\$ 1,185	18	473
12	Boiler 2	3 Gate Valve 125/150 (300-449°F) 1"+5mm - 12	331	101	8760	\$ 707	28	179
13	Boiler 2	4" NPS x 1ft - TRM (251-350F) Hard Pipe Insulation - Fiberglass 4.5" - 13	331	101	8760	\$ 987	10	661
14	Boiler 2	4 Check Valve 125/150 (300-449°F) 1.5" - 14	331	101	8760	\$ 584	18	231
15	Boiler 2	4 Gate Valve 125/150 (300-449°F) 1"+5mm - 15	331	101	8760	\$ 839	26	226
16	Boiler 1	6 Wye Strainer 125/150 (300-449°F) 1"+5mm - 16	331	101	8760	\$ 1,286	24	366
17	Boiler 1	6" Reducer 125/150 (300-449°F) 1"+5mm - 17	331	101	8760	\$ 677	26	185
18	Boiler 1	Tank - 18	331	101	8760	\$ 1,272	6	1391
19	Boiler 1	4" Spool 125/150 (300-449°F) 1"+5mm - 19	331	101	8760	\$ 624	28	155
20	Boiler 1	4 Gate Valve 125/150 (300-449°F) 1"+5mm - 20	331	101	8760	\$ 839	26	226
21	Boiler 1	4" NPS x 1ft - TRM (251-350F) Hard Pipe Insulation - Fiberglass 4.5" - 21	331	101	8760	\$ 352	10	274
22	Boiler 1	4 Wye Strainer 125/150 (300-449°F) 1"+5mm - 22	331	101	8760	\$ 842	30	205
23	Boiler 1	4 Spence E PRV 125/150 (300-449°F) 1"+5mm - 23	331	101	8760	\$ 716	26	194
24	Boiler 1	6" Reducer 125/150 (300-449°F) 1"+5mm - 24	331	101	8760	\$ 677	26	185
25	Boiler 1	6 Bonnet - Gate 125/150 (300-449°F) 1"+5mm - 25	331	101	8760	\$ 558	24	162
26	Boiler 1	4 Gate Valve 125/150 (300-449°F) 1.5" - 26	331	101	8760	\$ 680	20	231



# Q&A

Jake Verneris

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# Pipe Insulation Promotion Reminder

## Promotion Highlights

- **Eligibility:**  
**Applies to all prescriptive and custom pipe insulation projects that meet cost-effectiveness and screening criteria.**
- **Incentives:**
  - Eligible projects *may* be offered incentives up to 50% of total project costs, capped at \$0.50 per Net Lifetime therm saved.
  - For prescriptive projects, customers may receive either up to 50% of project costs or the standard prescriptive incentive—whichever is greater.
  - Please note: Offering incentives is at the discretion of the deal teams
- **Promotion Period:**  
**Projects must be “sold” between September 1, 2025 and December 31, 2025.**  
**A project is considered “sold” once it reaches ‘Under Construction’ status in InDemand.**
- **Resources:**  
**The pipe insulation page includes participation guidance, eligibility requirements, a custom application, and the Pipe, Tank, and Valve Insulation Savings Calculator:**  
**<https://www.masssave.com/business/rebates-offers-services/water-heating-and-pipe-insulation/pipe-insulation>**

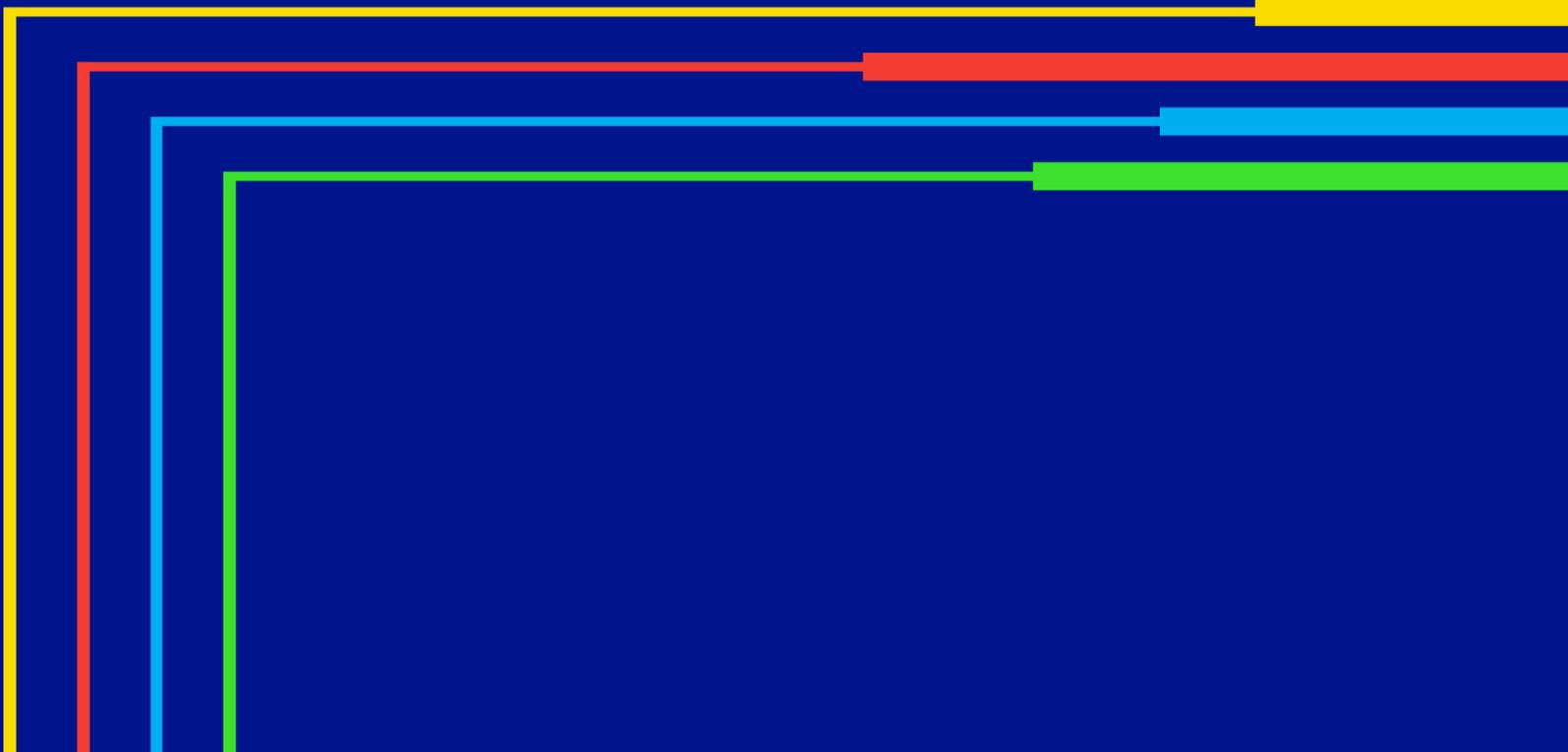
## Priority Target Markets

- **Schools and other municipal buildings**
- **Colleges, universities, and hospitals**
- **Manufacturing facilities**
- **Buildings utilizing steam rather than hot water**

# 03

## PEX Progress and Goals for 2025

Mathew McCarthy [Mathew.mccarthy@nationalgrid.com](mailto:Mathew.mccarthy@nationalgrid.com)



Key Performance Indicators	Goal	Paid	Paid % to Goal	Forecast	Forecast % to Goal
Electric Savings (NLT MWH)	85,600	113,420	133%	145,000	169%
Gas Savings (NLT Therms)	1,587,000	1,013,400	64%	1,930,000	122%
Electrification (NLT MMBTu)	37,900	37,200	98%	50,000	132%

Ensure ECDs are consistently updated to reflect current project status and progress.

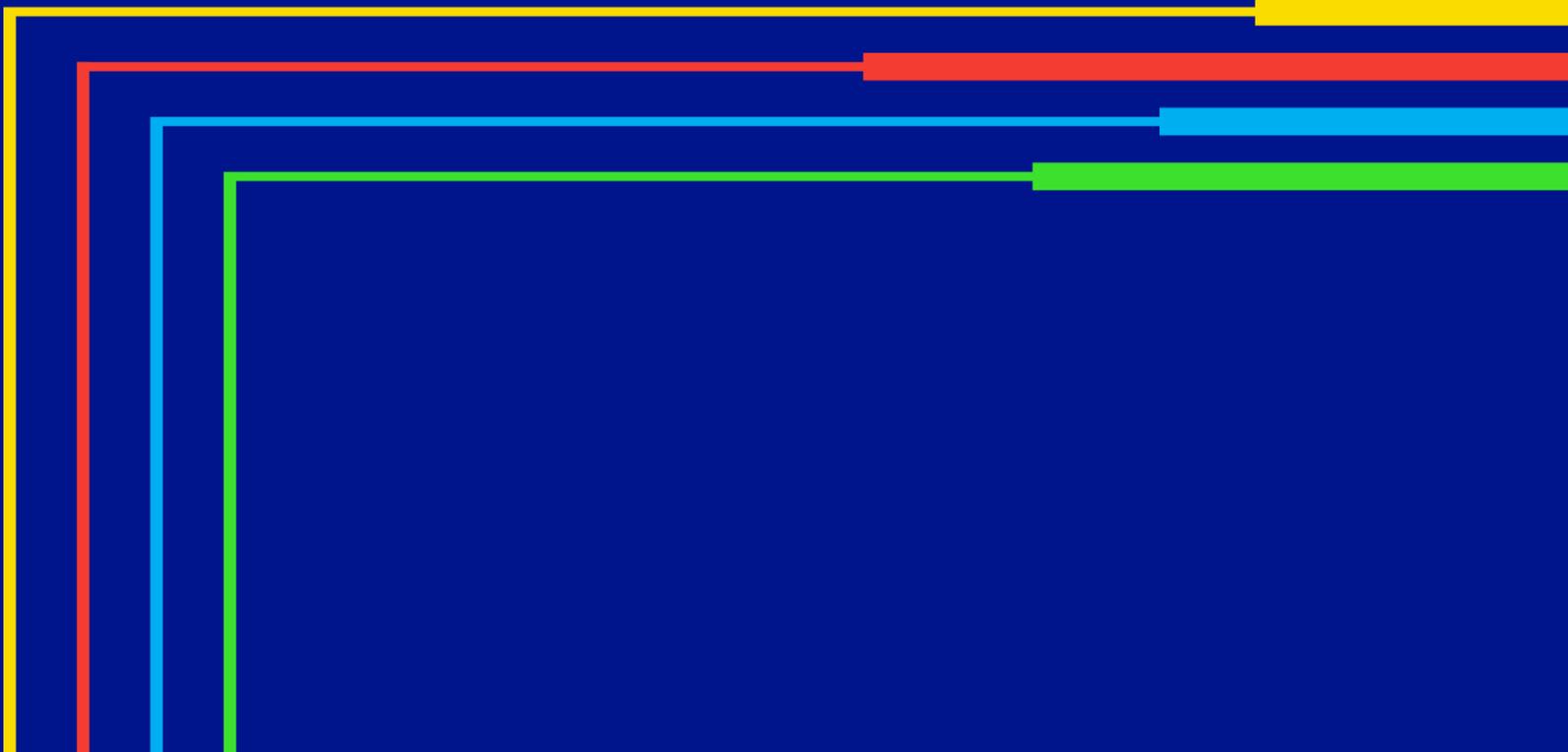
Individualized PEX reports are available upon request—just send me an email. These reports include:

- Personalized goals
- Progress tracking
- A detailed list of all projects assigned to you as an installer in InDemand

# 05

## Quick Hits/Reminders/2025 Meeting Dates

Mathew McCarthy [Mathew.McCarthy@nationalgrid.com](mailto:Mathew.McCarthy@nationalgrid.com)

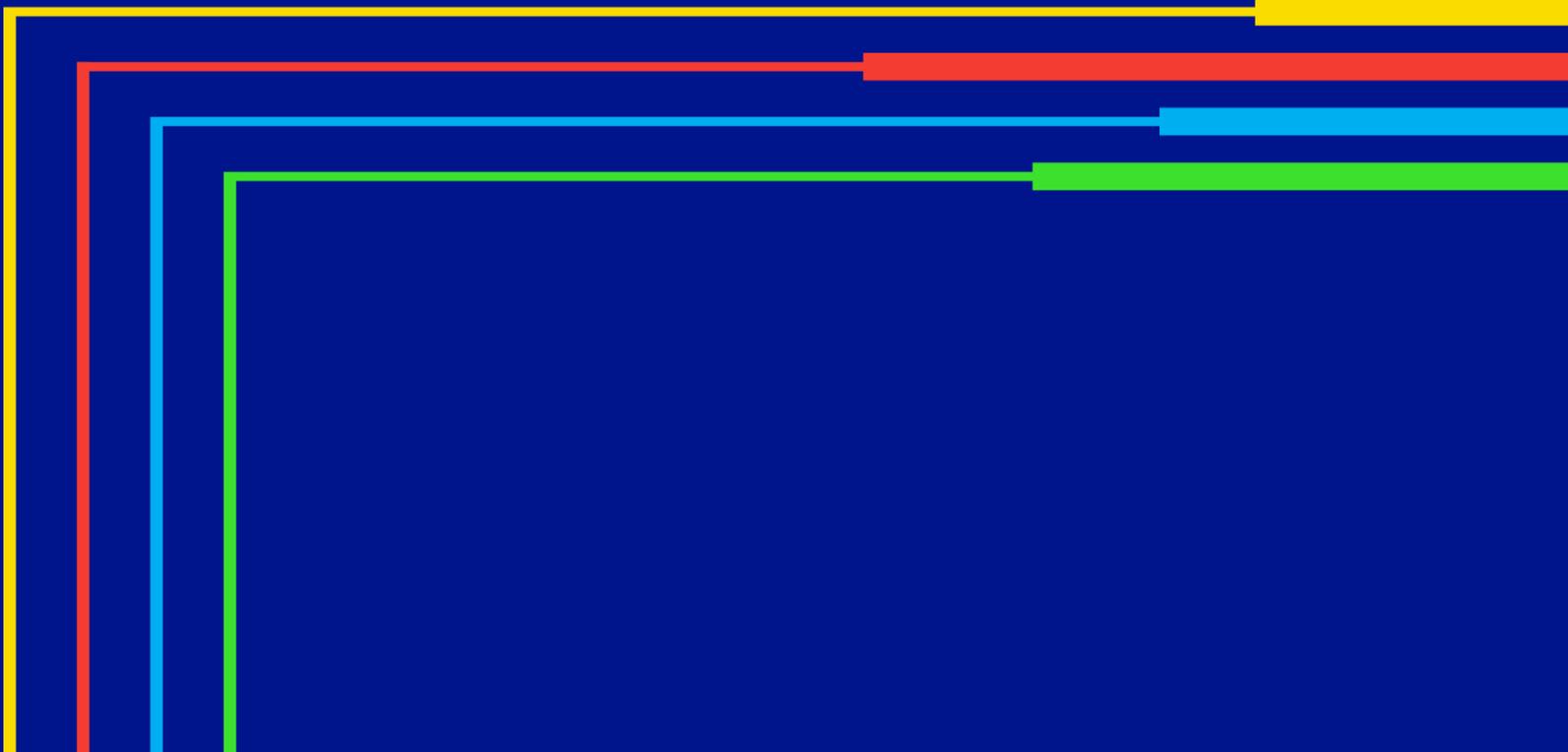


## Quick Hits/Reminders/2025 Meeting Dates

- **Upcoming Trainings/Events:**
  - Mass Save events and trainings can be found on the Mass Save website [here](#).
  - MAEEP
    - December 4<sup>th</sup> 2025: 9:00 am – 4:00 pm – Introduction to Building Management Systems - [Registration Link](#)
- **PEX Landing Page:**
  - <https://www.nationalgridus.com/MA-Project-Expediter-Program>
- **2025 Meeting Schedule**
  - December PEX Meeting – No Meeting
- **Background Check Compliance Statements**
- **Deal Team Summary and Updated Lookup Tool**

# Thank You!

Be Safe



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