

ABOUT ME

Invented a new tool to strip heat trace

Electric process heating and heat trace background

39 years old

Married w/ 3 kids

8 acres in Magnolia, TX

Sells tree service

- AutoCAD and Solidworks
- Prototyping
- Heater prototyping
- Plastic, silicone and electrical



PROBLEM

Self-regulating cable

Dangerous to strip

Tedious work

Conductors often cut by mistake

Market gap

No products on the market to really solve the problem

Costs

- . Safety impact
- loss of productivity 2.5% Total SR project manhours
- 3. Often botched terminations

Problems

No great designs exist

Developing such a tool would be expensive

Lengthy R&D process

Unsure if you will succeed

Unsure if it's a good investment

SOLUTION



Create the Tool

Minimum viable product completed



Introduce Tool

Thermon



Benefits

Safe

Simple to use

Strips SR cable in <3min

Reliable

PRODUCT OVERVIEW



Unique

A completely new design and stripping method



First to market

Technology that's highly functional and made in USA



Tested

Designed and tested on BSX



Authentic

Born from my dislike of stripping SR cable

COMPETITION

THERMON

No current tool (to my knowledge)

COMPETITION

- Stripping tools are expensive and don't function well.
- Existing specialty tools strip slower than a utility knife.
- The tools are safe but not widely liked by pros.

MARKET OPPORTUNITY

\$417K

New revenue stream

Revenue over 12 months

Ex: 10 tools per business day @ \$160 per tool *261 business days= \$417,600

\$27K

Lower labor costs

Ex: 25K hours installing SR cable systems, 1,250 Hours stripping, 50% faster stripping, 625 hours saved per year at \$44 per hour cost = \$27,500.

\$274K

Sell to other manufacturers

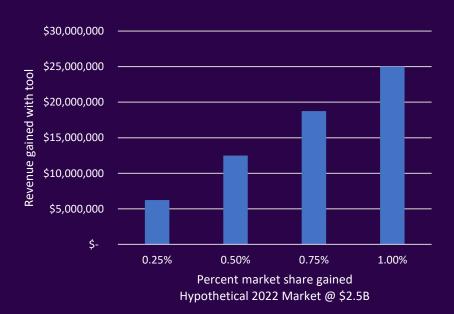
Ex: 15 tools per business day @ \$70 per tool * 261 business days= \$274,000

MARKET OPPORTUNITY

\$6.25M

This tool solves three major pain points, all at the top of the list for self reg customers.

Better systems attract more customers.



Tool Information

- Solid polymer tool body
- 100% Made in USA
- Lifetime carbide blade
- Damaged/rusted blades are replaceable

Safety

- Recessed cutting surfaces
- Maximum Cutting depth is <1/16th"
- The maximum risk is a papercut
- Reduce high risk time spent in pipe racks, man-lifts, etc..
- Light weight if dropped

Production

- Faster jacket removals with perfect cuts
- Total core removal in under 3 minutes
- Leaves bus wires cleanly exposed (tested on BSX*)
- Remaining core around the wires peels off by hand

Termination Quality

- Eliminate damage to ground braid
- No nicked bus wires
- Reduce start-up and commissioning cost
- Improve system reliability
- Reduce warranty callouts

BUSINESS MODEL



Andrew

Manufactures tools

Auxiliary R&D for Thermon

Thermon

Marketing

Sales

Warehousing

Logistics

Customer

Integrators

End users

Thermon construction

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BENEFITS



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\$36 per stripper via 1099

Thermon

MSRP \$160 ea

New star product

Safety leader

Significant increase in cable sales

Customer

Integrators

End users

Thermon construction

Reps

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THANK YOU

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