# INDUSTRIAL AND MAJOR ACCOUNTS CONSORTIUM(IMAC)

IMAC Members only website:
https://www.energysolutionscenter.org/industrial-major-accounts-consortium/

**JANUARY 27TH, 2026**

ESC | Industrial & Major Accounts Consortium

# Agenda

- Re-visit past deliverables and accomplishments of this consortium
- Show past training modules for IMAC
- Discuss suggested new potential deliverables
- Discuss second round of funding for IMAC
- Utilities can share success stories and new technologies in the industry

# Deliverables Completed

1. Flow Meter and Energy Management Guide Update
   - Twenty different meters in three main categories to help in selecting a flow meter for a specific application, based on performance, technical specifications and cost criteria.
2. Industrial Calculator Tools
   - 31 Calculators covering a wide range of topics on boilers, steam and process heating to calculate energy savings for customers
3. Carbon Capture & Utilization Manual & Support Material
   - Overview of all CCUS technologies
   - Listing of known technology providers
   - Financial analysis tool
   - Questionnaire for customers considering CCUS and FAQs to know ahead of a customer meeting
   - 8 videos:
     - Overview of CO2 in flue gases, Chemical Absorption, Other Carbon Capture Technologies, CCUS Business Case, US/Canadian Incentives for CCUS Projects, CO2 Utilization Options, How to Prospect CCU Projects
4. Webinars
5. Training Program

# Current Training Modules

- Training (for LDC employees) – 17 modules have been completed. Modules are available for use on the member side of the website.

1. Food Processing & Beverage
2. Power Generation
3. Industrial 101 Tips and Best Practices
4. Semiconductors
5. Agriculture Energy
6. Pulp Making
7. Paper Making
8. Primary Metals
9. Greenhouses & Indoor Growing
10. Steam System Thermal Cycle
11. Metal Processing
12. Boiler Efficiency
13. Carbon Capture and Utilization
14. Industrial Decarbonization – Process Heating
15. Industrial Decarbonization – Energy Efficiency
16. Industrial Decarbonization – Alternative Energy Sources
17. Industrial Decarbonization – Electro Technologies

# Future Potential Deliverables

- Methane Pyrolysis study and training module: estimated cost- $30k
  - Customer awareness: Produce marketing collateral including a white paper
  - Training: Produce training modules for industrial reps
- RNG training module (Waste streams, production of RNG, pipeline quality, best applications, economics)
  - Stand-alone training module: estimated cost- $8k
  - RNG Kit including sales/ marketing materials, training, handouts: estimated cost $30k
- Energy saving opportunities for industrial/large commercial HVAC training module: estimated cost- $8k
- Gas use and energy efficiency opportunities for the automotive industry training module: estimated cost- $8k
- Energy saving opportunities for data centers training module: estimated cost- $8k
  - Heat recovery
  - Others
- Gas cooling for data centers training module: estimated cost- $8k
  - Steam turbine driven chillers (steam produced by HRSG)
  - Absorption cooling (case studies, NA and international)
  - Thermally activated cooling
- Competitive technology assessment training module: estimated cost- $8k
  - gas-fired generation compared to BESS and renewable
  - Threats from BESS
  - Industrial electrotechnology

# Future Potential Deliverables

- Energy storage technologies training module: estimated cost- $8k
- New trends in steel making training module: estimated cost- $8k
- New trends in Al melting training module: estimated cost- $8k
- Energy saving opportunities in other industrial sectors training module: estimated cost- $8k
  - Brewing & distilleries
  - Waste water and water pumping
  - Cement and lime
- AI for industrial energy optimization training module: estimated cost- $8k
- Critical minerals and their use in industrial sector: Natural Gas usage and applications etc. training module: estimated cost- $8k
- Emerging Power gen technologies training module: estimated cost- $8k
  - Fuel cells (Bloom)
  - Linear generators
  - Main spring
- IMAC Training Program Update and standardization. This proposed deliverable would be to complete a major overhaul and update of the IMAC training program, standardizing slide formats and updating content. – Estimated cost $60K Lower priority compared to developing new training material

# Future Potential Deliverables

- Magazines: Used to tell natural gas success stories in the industrial market. Magazine stories create awareness and plant seeds with industrial customers, engineers, contractors, & consultants, as well as answer the question of 'who else has done this'
  - GT or Special Topic Magazines – estimated cost $9K per issue. (Plan 2 issues at $18K)
  - Each Magazine would be 5 long articles and 2 short stories.
- Industrial Thermal Waste Upgrading through thermal and electric heat pumps white paper – estimated cost $20K
- Selling Customers on the idea of utilizing Waste Streams to produce RNG - Develop a kit with a variety of materials (sales/marketing materials, training, handout) – estimated cost $30k

# Proposal and Next Steps

## Proposal

- This consortium is nearly out of funds with about $2,500 left in the budget.
- To pursue any new deliverables in the future, a second round of funding is necessary.
- We are asking member companies to contribute $10k to keep this consortium running.
- Open IMAC to new members who will have access to all previous resources.

## Next Steps

- A new investment prospectus will be created and distributed to all members.

# Insight From Members

- It was decided that the magazine will not be moving forward.
- Aqeel Zaidi suggested to potentially move to a more informal newsletter.
- Enbridge and Spire have agreed to contribute $10k already.
- Methane Pyrolysis training, AI/data center training, and Gas cooling training seem to be among the most popular potential deliverables at the moment.
- Companies that contribute to the new round of funding will have influence on which deliverables are prioritized.