

**Tuesday Webcasts for
Industry: Engaging Supply
Chains in Energy Management**

April 10, 2012

- Overview and Welcome
- *Engaging Supply Chains in Energy Management*
 - Ron Reising, EUISSCA
- *2012 Supplier Sustainability Outreach Program*
 - Eric Battino, PepsiCo
- Questions and Answers
- Accessing Slides



**ELECTRIC UTILITY INDUSTRY
SUSTAINABLE SUPPLY CHAIN ALLIANCE**

Engaging Supply Chains in Energy Management



April 10, 2012

Electric Utility Sustainable Supply Chain Alliance

Current members include 16 of the largest electric utilities in the U.S.

- ◆ AEP
- ◆ Ameren
- ◆ APS
- ◆ Bonneville Power
- ◆ DTE Energy
- ◆ Duke Energy
- ◆ Exelon
- ◆ National Grid
- ◆ National Grid
- ◆ Northeast Utilities
- ◆ NV Energy
- ◆ OGE Energy Corp.
- ◆ Pacific Gas & Electric
- ◆ PPL Corp.
- ◆ San Diego Gas & Electric
- ◆ Tennessee Valley Authority

Alliance members represent:

- ◆ Combined revenues of over \$100 billion
- ◆ Over 44 million customers across 27 states
- ◆ Over \$25 billion in non-fuel spend

- ◆ The Alliance's vision is to lead the electric utility industry in the achievement of a sustainable supply chain
- ◆ Initial focus is on environmental impacts and improvements
- ◆ The Alliance is a registered 501(c)6 standards development organization
- ◆ For more information visit: www.euissca.org

Initiatives

- ◆ Alliance Goals are to improve the environmental performance of
 - ◆ Specific products/services
 - ◆ Suppliers' operations
 - ◆ Members supply chain operations
- ◆ Energy efficiency goal for the Alliance and for suppliers
- ◆ Educational services/tools to assist suppliers in achieving GHG and energy efficiency goals.
- ◆ Annual survey of over 900 suppliers to track trends and identify areas of opportunity
- ◆ Working teams target specific categories of spend such as wire & cable, transformers, etc and specific topics such as packaging
- ◆ Members also work individually with suppliers through programs like the Green Suppliers Network, E3, Smart Way and other programs.
- ◆ Sustainability results save money through water savings, energy savings and landfill avoidance benefiting all stakeholders

Green Suppliers Network (GSN)



GSN Partners

(providers to electric utilities)

Niagara Alcan Atlantic Wood
Cleaveland Price C.O.W. Industries Hendrix Central Moloney Adv Ind Cox
McFarland Cascade Ametek
General Cable Thomas & Betts
Kuhlman Sabre Howard Draka
Preformed Line Products Southwire
Power Partners ABB South Boston

average GSN data for providers to electric utilities

Average Environmental Impact:

\$227,000 per manufacturer
per year recurring

Average Total Impact:

\$263,000 per manufacturer
per year recurring

Transformer Specifics

(aggregated)

1.6 million kWh in annual
recurring savings identified

30 million gallons of water
conservation savings identified

530,000 pounds of solid waste
reduction identified

Wire & Cable Specifics

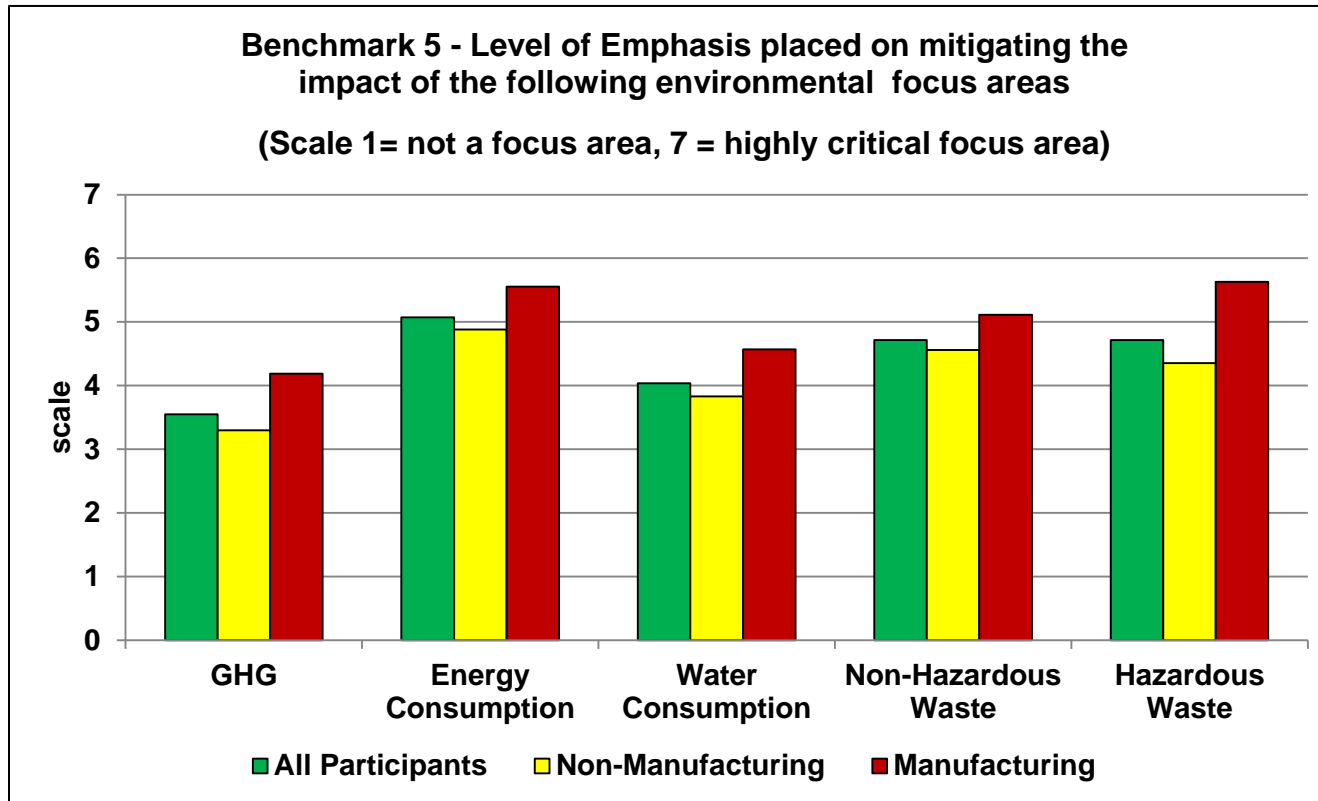
(aggregated)

1.8 million kWh in annual
recurring savings identified

3.6 million gallons of water
conservation savings identified

3 million pounds of solid waste
reduction identified

**Data does not include Cleaveland Price or Alcan*



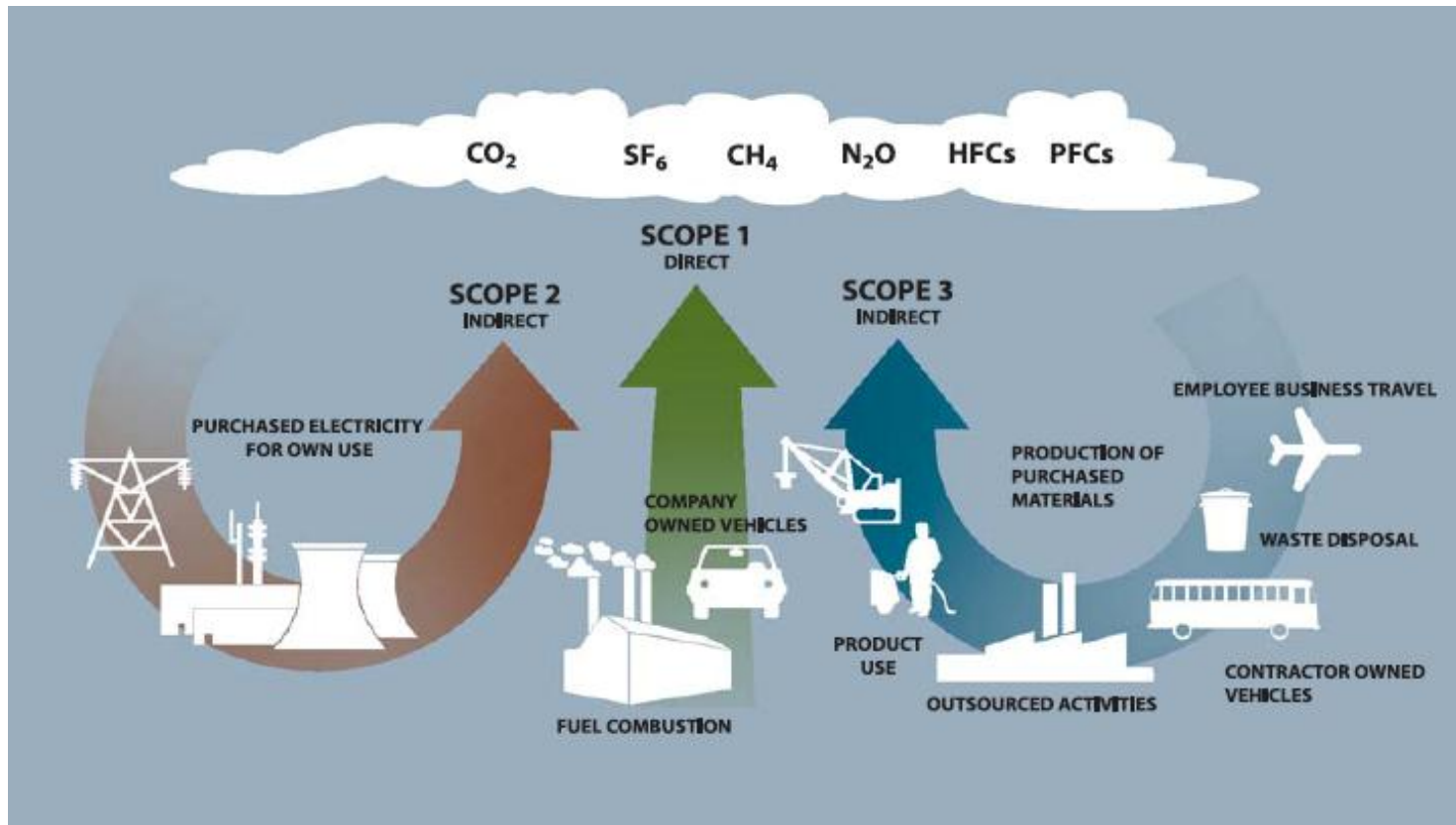
EUISSCA Goals for ourselves & our suppliers

- ◆ **By year 2015, Alliance members will reduce aggregate supply chain operations energy use by 10% from a 2008 baseline.**
- ◆ **By the end of 2012, a majority of the participating surveyed suppliers of Alliance members will measure GHG emissions and will have established voluntary GHG emission reduction goals**



Education to our smaller suppliers

- ◆ My Scope 1 is Your Scope 2 is Their Scope 3



Methods of Education and Outreach

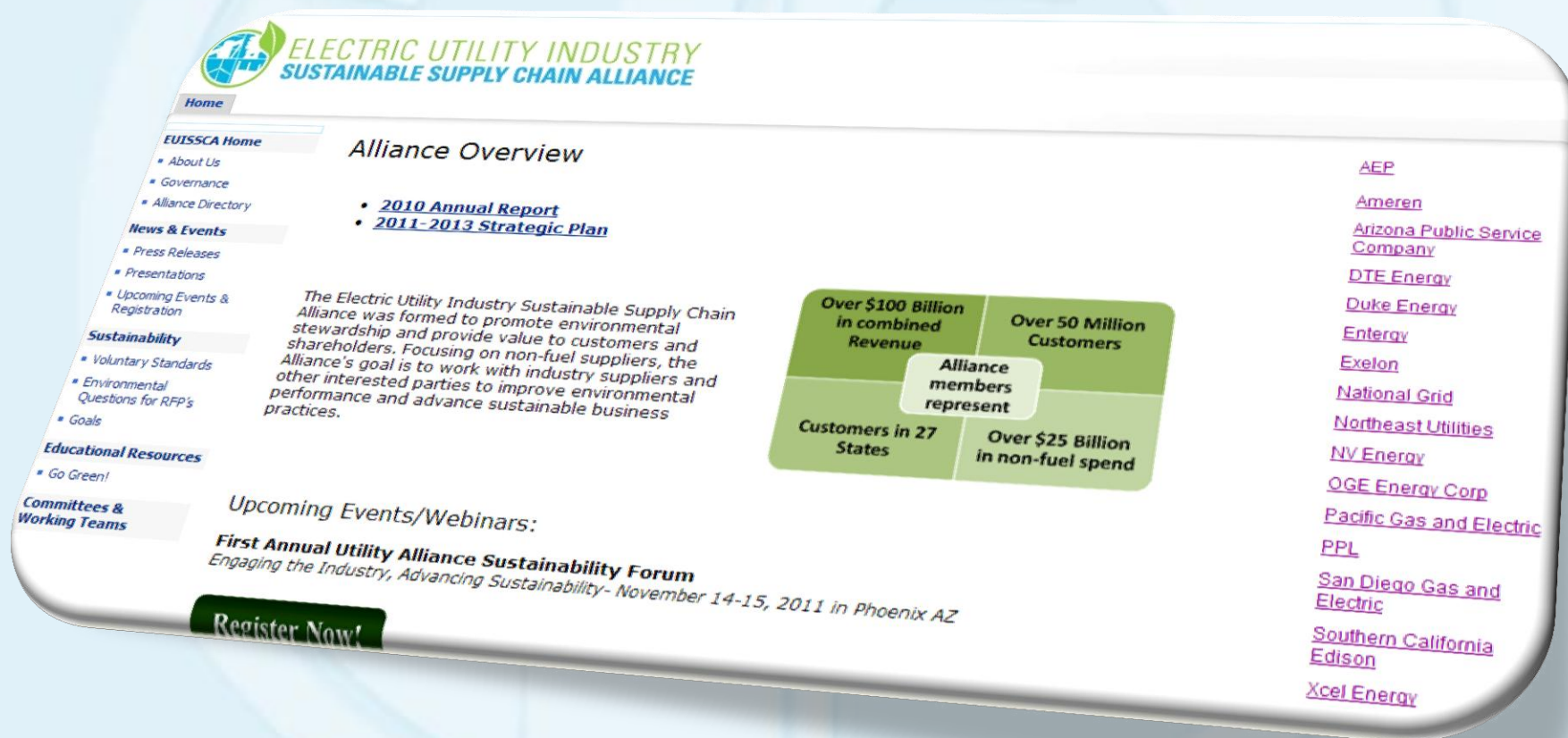
- ❖ **Videos and webinars on why they should be concerned about Green House Gases and specifics on areas on which they can focus.**
- ❖ **Stakeholder Engagement Meetings and a Sustainability Summit to refine our plans.**
- ❖ **Using members of our supply chain in LCA studies and working team projects**
- ❖ **Webinars conducted on LEED certification; Smart Way; services available through federal agencies, states & utilities**

Supporting Manufacturing Leadership Through Sustainability

E3: Economy, Energy, and Environment



For more information about the Electric Utility Industry Sustainable Supply Chain Alliance, please visit www.euissca.org.



**ELECTRIC UTILITY INDUSTRY
SUSTAINABLE SUPPLY CHAIN ALLIANCE**

Home

- EUISSCA Home**
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 - Go Green!
- Committees & Working Teams**

Alliance Overview

- [2010 Annual Report](#)
- [2011-2013 Strategic Plan](#)

The Electric Utility Industry Sustainable Supply Chain Alliance was formed to promote environmental stewardship and provide value to customers and shareholders. Focusing on non-fuel suppliers, the Alliance's goal is to work with industry suppliers and other interested parties to improve environmental performance and advance sustainable business practices.

Over \$100 Billion in combined Revenue	Over 50 Million Customers
Alliance members represent	
Customers in 27 States	Over \$25 Billion in non-fuel spend

Upcoming Events/Webinars:

First Annual Utility Alliance Sustainability Forum
Engaging the Industry, Advancing Sustainability- November 14-15, 2011 in Phoenix AZ

Register Now!

- [AEP](#)
- [Ameren](#)
- [Arizona Public Service Company](#)
- [DTE Energy](#)
- [Duke Energy](#)
- [Entergy](#)
- [Exelon](#)
- [National Grid](#)
- [Northeast Utilities](#)
- [NV Energy](#)
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- [PPL](#)
- [San Diego Gas and Electric](#)
- [Southern California Edison](#)
- [Xcel Energy](#)



2012 Supplier Sustainability Outreach Program

Supplier Sustainability Outreach Program



Outreach Program Fundamentals

A balanced approach to resource conservation (teams, processes and technology) will drive business results with:

1. Senior leadership commitment
2. Long and short term goals tied to:
 - AOP – translating energy, water and waste into business results
 - PDR objectives – leader accountability and alignment
3. Integration into established business processes
 - Business reviews/scorecards
 - Continuous improvement *operations* driven programs (CI, LSS, etc.)
 - Regular assessments leveraging resource conservation tools
4. Professional development program for building and maintaining leader/team capability

Building capability - training, resources and tools

- ✓ Single point of contact with dedicated RC expert
- ✓ Access to PepsiCo expertise
- ✓ Access to proven partners
- ✓ Training and opportunity assessment tools
- ✓ On-site support
- ✓ Invitation to PepsiCo Global Sustainability Summits
- ✓ Energy Star Partnership and Resources

“It amazes me that, in such a short time and by a group of people who haven’t been in our plant before, you were able to provide such detailed and comprehensive savings ideas.”

-Bob Shearer, After ReCon Report-Out Shearer’s Brewster Plant, 4/08



Program Performance

- Grew from 12 contract manufacturing locations to almost 50 companies with over a hundred impacted sites.
- 2008-2011
 - Energy: ~**10% reduction** (use/unit of production)
 - Water: ~**15% reduction** (use/unit of production)
- 2010-2011
 - Waste: ~**40% reduction** waste-to-landfill (absolute)
- 2008 – 2011
 - Building Capability
 - 23 Training Events: **over 500** suppliers trained in the US
 - 30 Technical 1 Hour Webcasts: **over 1,500** attendees (suppliers and PepsiCo RC Champions)
 - ~**130 site visits** – presenting the program to leadership teams, working with site leaders and their teams to establish sustainability programs, sharing best practices

Leadership in Sustainability

Partner Leadership in sustainability throughout our supply chain

- Shearer's Foods

- Only LEED Platinum Food Mfg. site in the world



- John B. Sanfilippo and Son

- 2010 ENERGY STAR Partner of the Year



- Kroger, Land O Lakes, Rudolph, Oak State, Roskam and many others all developed corporate-wide sustainability programs that are effectively driving significant results in energy, water and waste.

Broader Impact



- EPA ENERGY STAR

- The outreach program on boarded over 100 new ENERGY STAR Partners which helped PepsiCo secure the national Partner of the Year Sustained Excellence award in 2008, 2009, 2010, 2011 and 2012.
- Oak State and Schulze and Burch were key leaders in the development of a baking industry energy use benchmarking tool by the EPA
- Kroger and Land O Lakes have been key leaders in the development of the EPA ENERGY STAR Dairy focus group and energy bench marking tool.

- Outreach program recognition by industry includes:

- July 2011 article in Baking and Snack magazine
- PepsiCo keynote speaker at the first sustainability conferences
 - B&CMA (Biscuit and Cracker Manufacturer's Association)
 - Peanut and Tree Nut Processors Association.
- American Association of Candy Technicians presented the outreach program and the business value of resource conservation programs in industry.



Lessons Learned

“Embracers seize the advantage”

–“Embracers” understand the business benefits of operating sustainably within the context of local/global communities and execute an effective program that addresses:

- ✓ Energy Conservation
- ✓ Water Conservation
- ✓ Eliminating Waste-to-landfill

“What I like best about this program is that it makes our (PepsiCo’s) suppliers better partners.” Bob Aurand, VP Contract Manufacturing



The screenshot shows the EERE website interface. At the top, there is a navigation bar with the U.S. Department of Energy logo and the text 'Energy Efficiency & Renewable Energy'. Below this is a green header for the 'Advanced Manufacturing Office' with a search bar and a 'SEARCH' button. A secondary navigation bar contains links for HOME, ABOUT, RESEARCH & DEVELOPMENT, TECHNOLOGY DEPLOYMENT, INDUSTRIES & TECHNOLOGIES, INFORMATION RESOURCES (highlighted), FINANCIAL OPPORTUNITIES, NEWS, and EVENTS. The main content area is titled 'Tuesday Webcasts for Industry' and includes a description of the ITP Tuesday Webcasts, a list of topics, and a list of past webcasts with dates and titles. A 'Stay Connected' box on the right encourages users to subscribe for announcements. The page also features a 'Back to Top' link at the bottom right.

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Webcasts

Tuesday Webcasts for Industry

Here you will find information on the Industrial Technologies Program (ITP) Tuesday Webcasts for Industry, including past presentations.

ITP's Tuesday Webcasts for Industry help industrial personnel learn about ITP's software assessment tools, technologies, partnership opportunities, *Save Energy Now* energy assessments, and other resources that can be used to find ways to save energy and reduce carbon emissions. The webcasts are held on the first Tuesday of every month from 2:00 to 3:00 p.m. Eastern time and are presented by ITP staff, partners, and experts.

You can register to participate in upcoming Tuesday webcasts by visiting the ITP [events calendar](#) or [best practices training calendar](#). Each entry includes the webcast's date, topic, and registration link, and provides a detailed description of the webcast.

Past Tuesday and Thursday Webcasts for Industry

Presentations from previous webcasts can be found below by topic, then by date. All are available as Adobe Acrobat PDFs. [Download Adobe Reader](#). Webcasts from 2010 on are also available as audio files.

- [Data Center Efficiency](#)
- [Energy Assessments](#)
- [Energy Management and Financing](#)
- [Energy Systems](#)
- [ITP Program Overview](#)
- [ITP Software Tools](#)
- [New and Emerging Technologies](#)
- [Partnerships](#)

Data Center Efficiency

- April 23, 2009 – [Data Center Assessment Case Study: Verizon](#) ↗
- November 13, 2008 – [Assessing Data Center Energy Use](#) ↗

Energy Assessments

- October 11, 2011 – [Unveiling the Implementation Guide](#) ↗
- May 7, 2009 and April 16, 2009 – [Energy Assessment Results: Most Commonly Identified Recommendations](#) ↗
- February 19, 2009 – [Energy Assessments: What are the Benefits to Small- and Medium-Size Facilities?](#) ↗
- February 12, 2009 – [Energy Assessments: What are the Benefits to Large Facilities?](#) ↗
- November 6, 2008 – [Energy Assessments: What are the Benefits to Small and Medium Facilities?](#) ↗
- October 16, 2008 – [Energy Assessments: What are the Benefits to Large Facilities?](#) ↗

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To access the slides from this and previous Webcasts, please visit:
http://www1.eere.energy.gov/manufacturing/resources/tuesday_webcasts.html

**Please
join us
for our
next
Webcast.**

Topic: Tax Rebates/Credits Available
for Energy Efficiency Actions

Date and Time: Tuesday, May 8 at
11:00 a.m. PDT/2:00 p.m. EDT

To Register:
<https://www1.gotomeeting.com/register/987465489>
