

"Implementing a Corporate Energy Management System"

Steve Schultz
Corporate Energy Manager
3M

Presented at the U.S. Department of Energy
Industrial Technologies Program
June 3, 2010 Webcast



3M - Solving Problems Everywhere

- Operate companies in more than 65 countries
 - 35 international companies with manufacturing operations, 35 with laboratories
 - In the United States, operations in 28 states
- R&D and related expenditures total \$6.861 billion for the last five years
- More than 75,000 employees worldwide
- We provide 'borderless customer success'



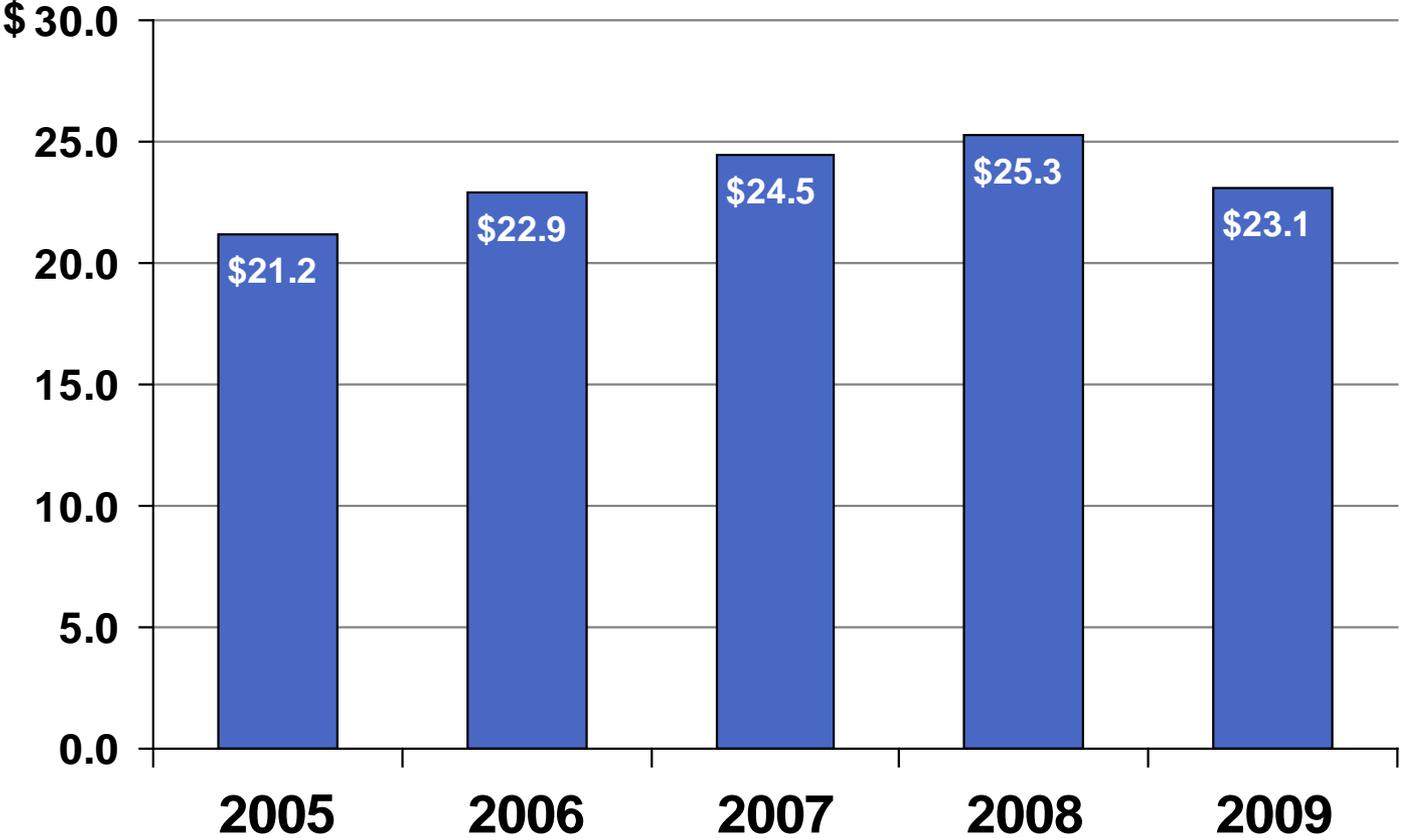
3M's Technology Platforms

<u>Ab</u> Abrasives	<u>Bi</u> Biotech							<u>Pm</u> Polymer Melt Processing	<u>Sm</u> Specialty Materials
<u>Ac</u> Acoustics	<u>Ce</u> Ceramics	<u>Em</u> Electronic Materials					<u>Nt</u> Nano-technology	<u>Po</u> Porous Materials & Membranes	<u>Su</u> Surface Modification
<u>Ad</u> Adhesives	<u>Dd</u> Drug Delivery	<u>Fc</u> Flexible Converting & Packaging				<u>Mi</u> Microbial Detection & Control	<u>Nw</u> Nonwoven Materials	<u>Pp</u> Precision Processing	<u>Tt</u> Track and Trace
<u>Am</u> Advanced Materials	<u>Di</u> Display	<u>Fe</u> Flexible Electronics	<u>Fs</u> Filtration, Separation, Purification	<u>Is</u> Integrated Systems Design	<u>Me</u> Metal Matrix Composites	<u>Mo</u> Molding	<u>Op</u> Opto-electronics	<u>Pr</u> Process Design & Control	<u>Vp</u> Vapor Processing
<u>An</u> Analytical	<u>Do</u> Dental & Orthodontic Materials	<u>Fi</u> Films	<u>Im</u> Imaging	<u>Lm</u> Light Mgmt	<u>Mf</u> Mechanical Fasteners	<u>Mr</u> Micro-replication	<u>Pd</u> Particle & Dispersion Processing	<u>Rp</u> Radiation Processing	<u>We</u> Accelerated Weathering
<u>As</u> Application Software	<u>Ec</u> Energy Components	<u>Fl</u> Fluoro-materials	<u>In</u> Inspection & Measurement	<u>Md</u> Medical Data Mgmt			<u>Pe</u> Predictive Engineering & Modeling	<u>Se</u> Sensors	<u>Wo</u> Wound Mgmt



Net Sales (billions)

Solid Top-Line Growth



Environmental Results Worldwide

Our progress toward sustainability

- Prevented the generation of 2.9 billion pounds of pollutants since 1975 with more than 7,400 3P projects.
- Cut volatile organic air emissions 95%.
- In 2010 again, received the ENERGY STAR® Sustained Excellence Award for Energy Management.
- 3M reduced absolute greenhouse gas emissions by 69% from 1990-2008.





Making Energy Efficiency A Competitive Advantage



3M Energy Management

- 3M began its Energy Management Program in 1973
 - 37 years of continuous improvement
- 3M U.S. operations used only 4% more energy in 2009 than in 1973 while U.S. net sales increased nearly 3x.
- Worldwide, 3M's operations have reduced their energy use by more than 40% since 2000 (based on total Btu's used per dollar of net sales).
- Our total energy use in 2009 was 22% less than in 2000
- Greenhouse gas emissions have been reduced significantly.





Environmental, Health and Safety Policy

Corporate Energy Policy

Applies To	This policy applies to all 3M operations.
Introduction	The objectives of this policy are to improve energy consumption efficiency, reduce cost, optimize capital investment for energy efficiency, reduce environmental and greenhouse gas emissions, and conserve natural resources.
Policy Statement	3M will promote the efficient use of energy to produce and deliver products and services to its customers.
Additional Elements	<p>Policy Guidelines:</p> <p>The following steps should be pursued to support the policy:</p> <ul style="list-style-type: none">• Improve energy efficiency by establishing and implementing effective energy management programs worldwide that support manufacturing capabilities while providing a safe and comfortable work environment.• Emphasize energy efficiency as a factor in product development and in process and facility design.• Secure adequate and reliable energy supplies at the most advantageous rates and implement contingency plans to protect operations from energy supply interruptions.• Encourage continuous energy conservation by employees in their work and personal activities.• Drive further development of internal and external energy efficient and innovative technologies.• Cooperate with governmental agencies and utility companies on energy programs.• Support national governmental energy efficiency policies.
For Further Information	Contact 3M Energy Management, St. Paul, Minnesota, 651-737-4206.
Approved By	Environmental, Health and Safety Committee

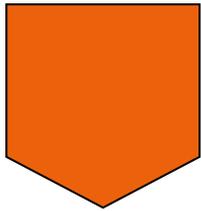


Corporate Energy Policy

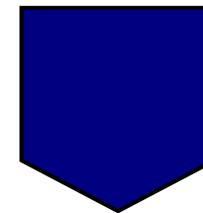
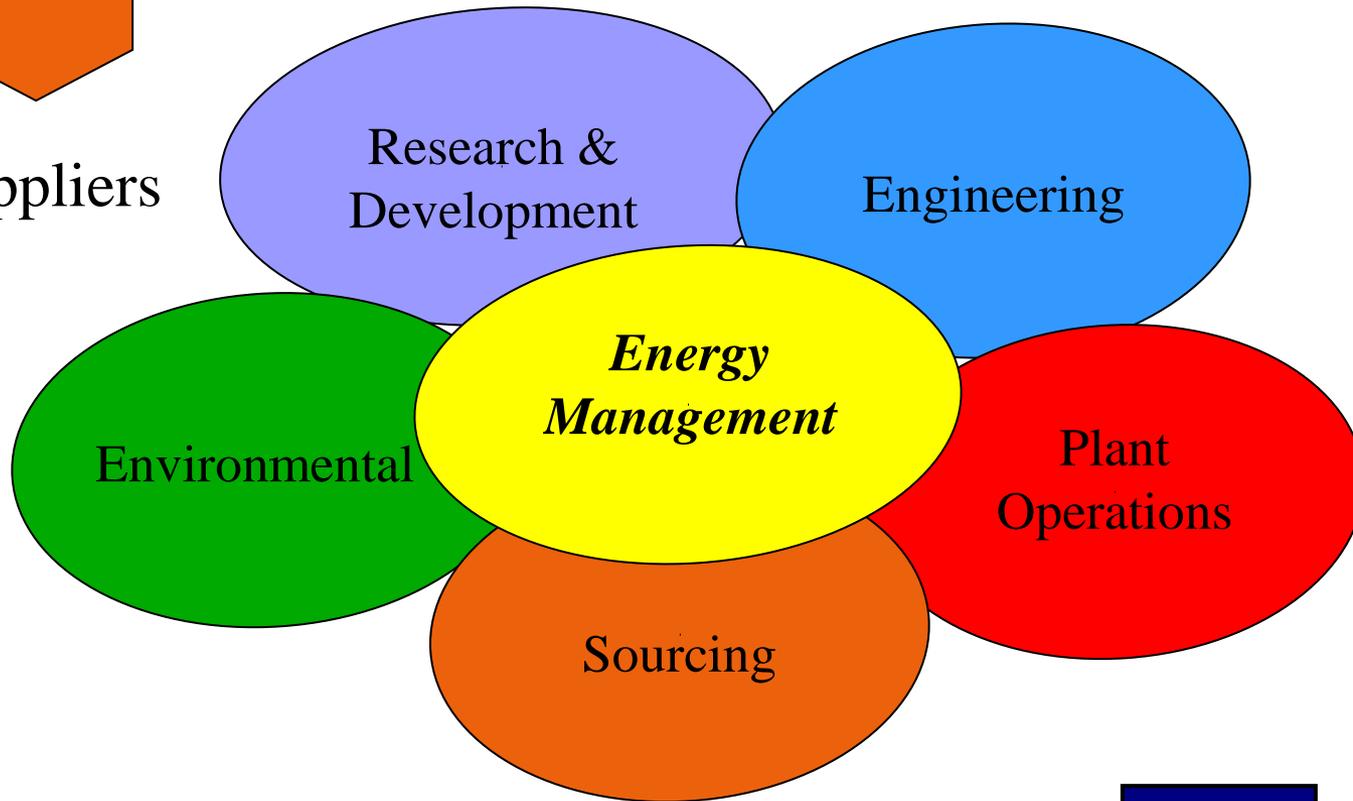
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Suppliers



Customers



ENERGY STAR[®] and U.S. Department of Energy



U.S. Department of Energy
Energy Efficiency and Renewable Energy *Bringing you a prosperous future where energy is clean, abundant, reliable, and affordable*

Industrial Technologies Program

About the Program | Program Areas | Information Resources | Financial Opportunities | Technologies | Deployment | Home

Industrial Energy Systems

- ◀ IES Home
- About IES**
- Solicitations**
- Industry Partnerships**
- R&D Portfolio**
- Energy Analysis**
 - Footprints
 - Software Tool Development
 - Tools & Publications
- Success Stories**
- Related Links**

Energy Use and Loss Footprints

Energy Footprints map the flow of energy supply, demand, and losses in U.S. manufacturing industries. Each footprint illustrates:

- What energy is purchased from utilities (electricity, fossil fuels), generated onsite, and transported to the local grid.
- Where and how energy is used within a typical plant, from central boilers to motors.
- Where energy is lost due to inefficiencies, both inside and outside the plant boundary.

Energy losses represent immediate opportunities to improve efficiency and lower energy consumption through the implementation of best energy management practices, improved energy systems, and new technology. The footprints represent an average picture of energy use for each industry. Actual energy use in a plant will vary from the industry average.



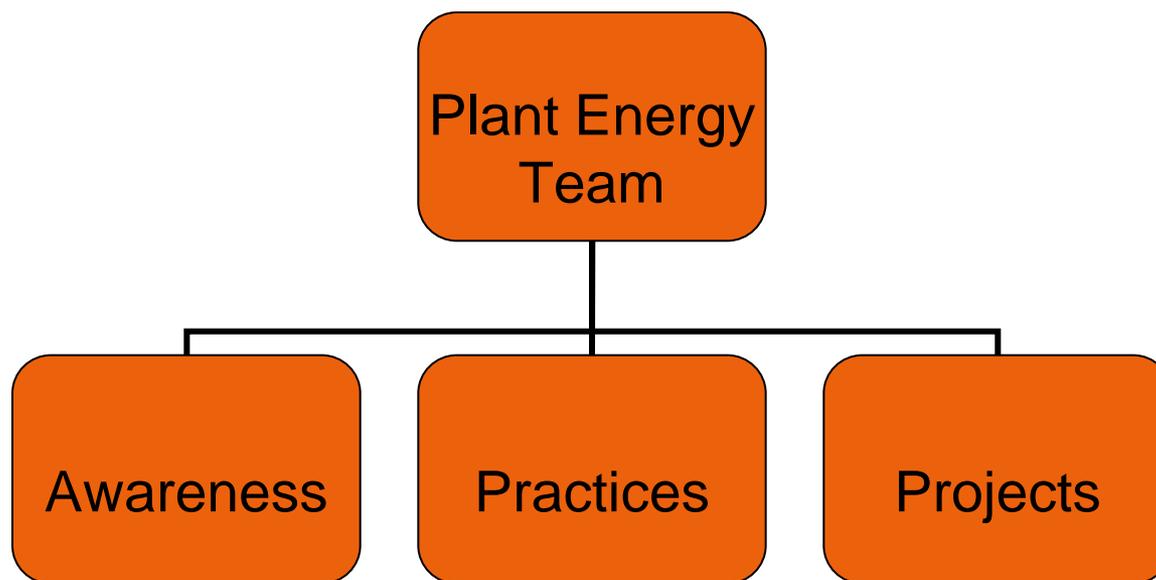
[Sample Footprint Illustrations](#)



Scope and Structure

- Energy use and costs tracked at over 200 locations world-wide
- Energy teams at each of 56 larger locations
- Management supports teams through annual plans
- Corporate Energy Management provides resources including quarterly progress reports
 - Guidelines for energy teams
 - Best Practice sharing
 - Monthly web conferences
 - Access to experts
 - Assessments
 - Awards and Recognition

Energy Program Guidelines



Track Progress

- Site Energy Data System
 - Tracks energy use and cost information for each 3M site world-wide (more than 200 locations)
 - Production inputs from corporate Environmental Targets database
- Energy Cost Reduction Projects database
 - Tracks energy projects being implemented at each 3M location (more than 3,700 projects)
 - Share information on successful projects
- Plant Energy Program Effectiveness Rating
 - Standardized methodology to measure team effectiveness

July 20, 2009

3M Plant Dashboard

Energy Trend

Btu/Pound of Product
 Change¹
 Energy Use (MM Btu)
 Change
 Energy Cost
 Change
 Energy Cost per MM Btu

2007 Q1	Q2	Q3	Q4	2007 Total	2008 Goal	2008 Q1	Q2	Q3	Q4	Total 2008
23,843	18,761	17,845	18,255	19,617	18,833	18,838	16,593	17,859	21,271	18,510
					-4%	-20.99%	-11.56%	0.08%	16.52%	-5.64%
141,960	114,554	104,194	128,370	489,079	469,515	147,804	120,083	112,512	118,650	499,049
						4.12%	4.83%	7.98%	-7.57%	2.04%
\$1,792,949	\$1,559,032	\$1,441,025	\$1,732,413	\$6,525,420	\$6,264,403	\$1,985,083	\$2,164,435	\$1,996,674	\$1,397,109	\$7,543,300
						10.72%	38.83%	38.56%	-19.35%	15.60%
\$12.63	\$13.61	\$13.83	\$13.50	\$13.34		\$13.43	\$18.02	\$17.75	\$11.78	\$15.12

World Class Rating

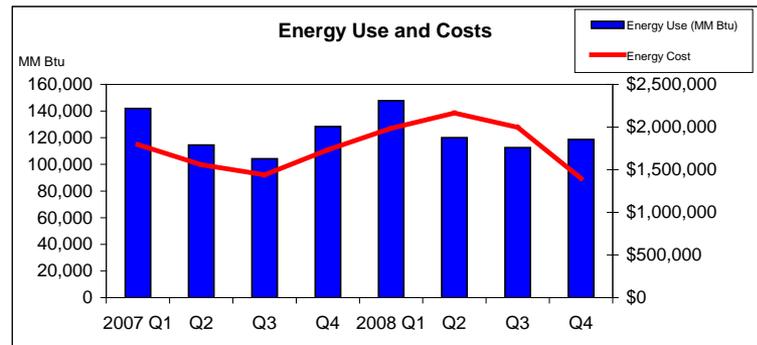
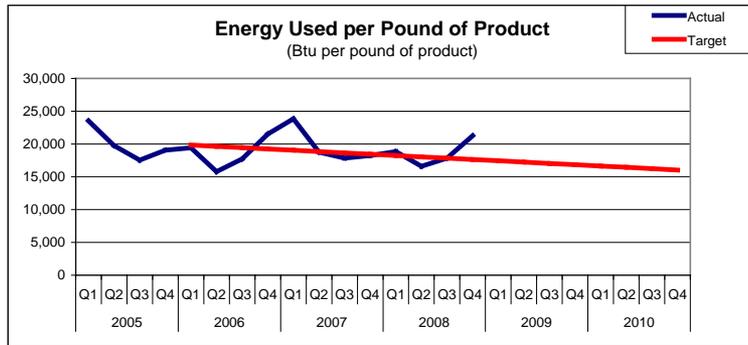
Plant Energy Program Effectiveness Rating²

2007 Q1	Q2	Q3	Q4	2007 Total	2008 Goal	2008 Q1	Q2	Q3	Q4	Total 2008
90%	90%	90%	90%	90%	85%	87%	87%	92%	92%	92%

Projects

\$ Value of Energy Projects Delivered
 \$ Value of Energy Projects Delivered as a %
 of Plant Energy Spend³
 \$ of Projects Identified, Being Evaluated & Planned

2007 Q1	Q2	Q3	Q4	2007 Total	2008 Goal	2008 Q1	Q2	Q3	Q4	Total 2008
\$109,772	\$63,126	\$63,126	\$195,181	\$431,204	\$261,017	\$155,142	\$144,899	\$144,899	\$32,770	\$477,710
6.1%	4.0%	4.4%	11.3%	6.6%	4%	7.8%	6.7%	7.3%	2.3%	7.3%
NA	NA	NA	NA	NA		\$0	\$0	\$0	\$20,369	\$20,369

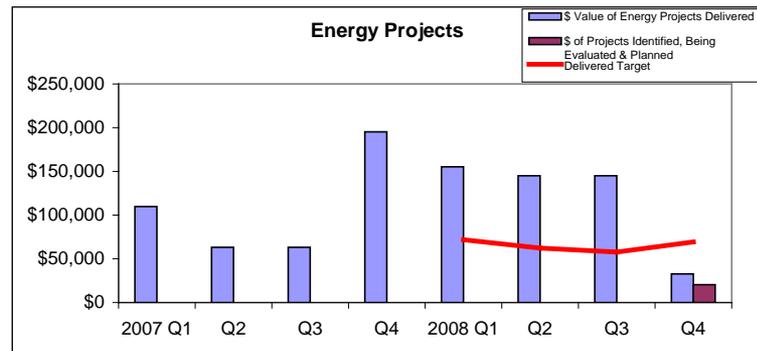


Other Critical Metrics

2008 Energy Costs as a Percent of Total Plant Operating Costs	TBD
Potential Savings From Energy Projects Not Yet Completed	\$816,464
Percent Energy Projects Completed	69.26%

Dashboard Color Signals

¹ Green (-4% or more), Yellow (-3.9% - -2%), Red (-1.9% or less)
² Green (85% or more), Yellow (70% - 84%), Red (69% or less)
³ Green (4% or more), Yellow (3.9% - 2%), Red (1.9% or less)

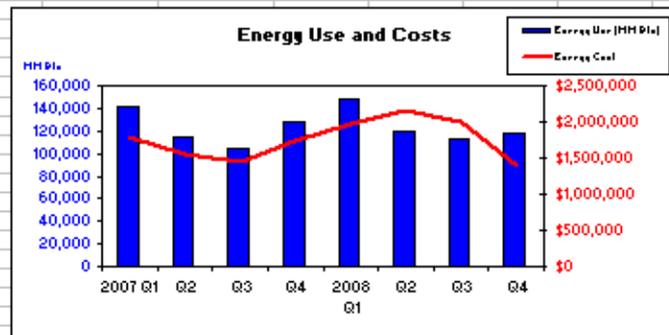
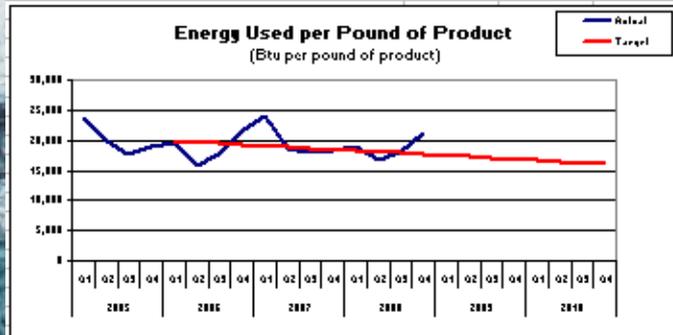


July 20, 2009

3M Plant Dashboard

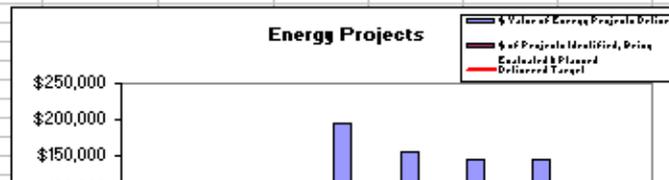
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Energy Trend											
Btu/Pound of Product	23,843	18,761	17,845	18,255	19,617	18,833	18,838	16,593	17,853	21,271	18,510
Change ¹						-4%	-20.99%	-11.56%	0.08%	16.52%	-5.64%
Energy Use (MM Btu)	141,360	114,554	104,194	128,370	489,079	469,515	147,804	120,083	112,512	118,650	499,049
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World Class Rating											
Plant Energy Program Effectiveness Rating ²	90%	90%	90%	90%	90%	85%	87%	87%	92%	92%	92%
Projects											
\$ Value of Energy Projects Delivered	\$109,772	\$63,126	\$63,126	\$195,181	\$431,204	\$261,017	\$155,142	\$144,899	\$144,899	\$32,770	\$477,710
\$ Value of Energy Projects Delivered as a % of Plant Energy Spend ³	6.1%	4.0%	4.4%	11.3%	6.6%	4%	7.8%	6.7%	7.3%	2.3%	7.3%
\$ of Projects Identified, Being Evaluated & Planned	NA	NA	NA	NA	NA		\$0	\$0	\$0	\$20,369	\$20,369

Award Points	
5	out of 5
5	out of 5
5	out of 5
15	Platinum Level Award
Possible Award Levels:	
	Platinum
	Gold
	Silver
	Bronze



Other Critical Metrics

2008 Energy Costs as a Percent of Total Plant Operating Costs	0%
Potential Savings From Energy Projects Not Yet Completed	\$816,464
Percent Energy Projects Completed	63.26%



Energy Recognition Program

- Tier I Locations
- Based on a Point System Using Energy Dashboard Results
- Team Award – Entire Plant Energy Team Qualifies
- Annually
- Self Nomination
 - Tier II Locations
 - Maximum Award – Gold Level





	Dinner	Lunch/Coffee	Certificate
Platinum	Team with Significant Others		X
Gold		Team Box Lunch	X
Silver		Team Coffee, Cookies	X
Bronze			X

Certificates signed by Vice President of Engineering, Director of Plant Engineering, and Corporate Energy Manager



Energy Award Winners 2010*

Platinum	Gold	Silver	Bronze
<p>3M Center Cynthiana</p> <p>Brockville Tape Kamen Kitakami Naju Yang-Mei</p>	<p>Brownwood Decatur Menomonie</p> <p>Beauchamp Hilden San Luis Potosi Singapore Woodlands</p>	<p>3M Austin Center Brookings Cordova Corona Cottage Grove Hutchinson Little Rock Nevada New Ulm Pittsboro Prairie du Chien</p> <p>Aycliff Gorseinon Higashine London Oxford St. Ribeirao Preto Seefeld (3M ESPE) Shanghai Xin Qiao Sumare</p>	<p>Aberdeen Knoxville Guin Springfield Hartford City Stanford Springs Tonawanda</p> <p>Atherstone Gendorf Loughborough</p>

* For results achieved in 2009



Plant Energy Award Winners



**3M Sumare, Brazil Energy Team Receiving 2008
Platinum Energy Award from 3M CEO**



Energy Award Celebrations



**3M Team Accepting 2010 ENERGY STAR Award in
Washington, D.C.**



Energy Award Celebrations



3M Decatur, Alabama Team Accepting Save Energy Now Award at Gulf Coast Industrial Energy Efficiency Forum





Innovation





Creating an Energy Culture

US Department of Energy
Monthly Webinar Series
June 3, 2010



Ken Roden
Energy Team Facilitator
Nissan North America

CREATING AN ENERGY CULTURE

- Corporate Philosophy
- Executive Management Support
- Senior Management Participation
- Cross-Functional Teams
- Employee Engagement
- Utilizing External Resources
- Establish & Maintain Team Credibility
- Recognizing Achievement

CORPORATE PHILOSOPHY

'a symbiosis of people, vehicles and nature'

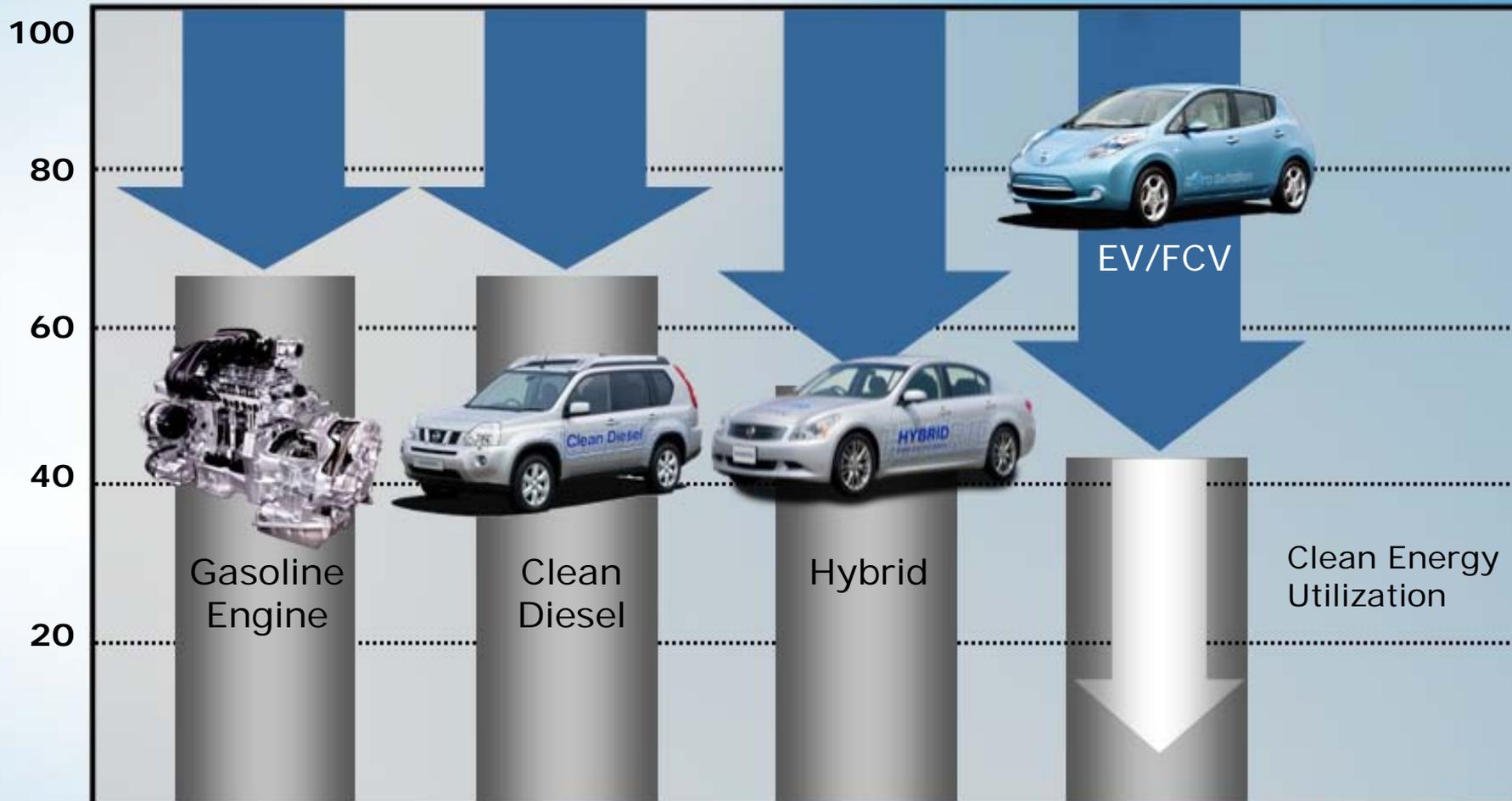


NISSAN
GREEN PROGRAM



CORPORATE CARBON REDUCTION PLAN

EV/FCV are the ultimate solution for zero-emissions





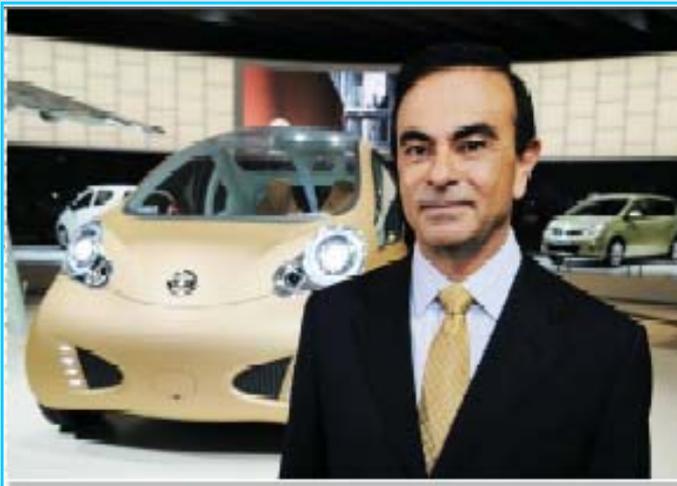
NISSAN LEAF



Zero Emission



EXECUTIVE MANAGEMENT COMMITMENT



Carlos Ghosn

President and Chief Executive Officer
Nissan Motor Co., Ltd.

Nissan
Sustainability Report
2009

CEO Statement

The last year has taken a serious toll on individuals' confidence in the global economy. A series of events that began in the fall of 2008 with the crumbling of the financial system in the United States eventually spread through the entire international banking system, triggering a global recession. The financial and economic crisis has eroded value and created economic setbacks for governments, for financial institutions, for companies in nearly every industry and for individual consumers around the world.

The global economy as a whole—including the automobile industry—is in the midst of an unprecedented, unsettling experience. Against this backdrop, the word "sustainability" takes on new importance. People are particularly interested in what can be counted on to retain its value and in what the future holds.

At Nissan, as we manage through this global crisis, we are holding firm to our belief that it is vital to have consistency between short-term goals and actions and long-term strategy. We are making sure that the intensity of our short-term work to protect the company is not undermining our position in terms of products, technology, people and know-how. This economic turmoil will eventually pass. Even though we may have to retune our vision for the future, immediate challenges will not overshadow that vision.

The current operating environment is testing automakers' ability to balance short- and long-term objectives. At Nissan, we will adapt and make the constant efforts needed to pass the test successfully. Our actions today are designed to help us survive the current crisis and assure the vitality of our company tomorrow.

This report details our efforts. We hope you find it to be an informative roadmap toward our future.

A handwritten signature of Carlos Ghosn in black ink. The signature is written in a cursive style and is positioned above the printed name and title.

Carlos Ghosn
President and Chief Executive Officer
Nissan Motor Co., Ltd.

SENIOR MANAGEMENT COMMITMENT

NNA – Sustainable Energy Commitment

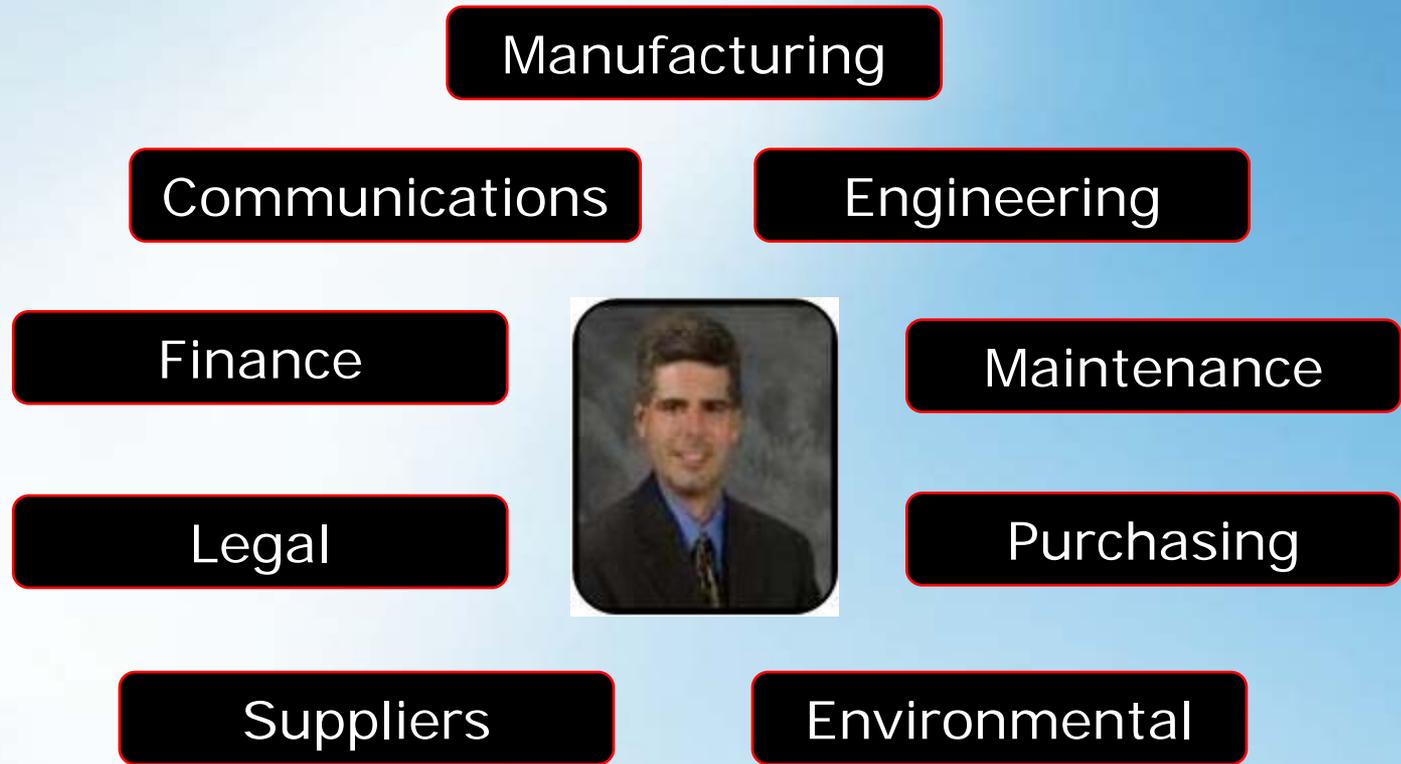
“Nissan is committed to the sustainable, profitable growth of our company and to the sustainable development of society and the environment. One factor that touches performance on *both* counts is the risk and opportunity associated with energy efficiency. Nissan has made significant progress in establishing a comprehensive, measurable energy management program that is reducing environmental impacts, controlling energy costs, improving operational efficiency and reducing internal energy risk. In fact, we will reduce our energy use by 30% over the next four years. Corporate energy efficiency is a sustainable practice *and* good business.”

NISSAN

William J. Krueger
Nissan North America, Inc.
Senior Vice President
Manufacturing, Purchasing, Supply Chain
Management and Total Customer Satisfaction



CROSS-FUNCTIONAL TEAM



“The power



comes from inside”

EMPLOYEE ENGAGEMENT



Employee Engagement is the difference in both accelerating and sustaining the business case of a sustainable workforce.

EMPLOYEE ENGAGEMENT



Energy Awareness Meetings for Employees

Information:

- *corporate energy program*
- *employee contributions*
- *employee participation*
- *resources for home*



EMPLOYEE ENGAGEMENT



NISSAN GT 2012

**THIS WEEK@
NISSAN**

(Excerpt from TWAN newsletter)....

ENERGY SAVINGS TIP

When shopping for a new clothes dryer, look for one with a moisture sensor that automatically shuts off the machine when your clothes are dry. Not only will this save energy, it will save wear and tear on your clothes caused by over-drying. Look for appliances with the ENERGY STAR label.

EMPLOYEE ENGAGEMENT



(Excerpt from T

Energy Site

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Awards and Recognitions

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Useful Links

- [NTCNA Green Team](#)
- [Glossary of Energy Terms](#)
- [U.S. Dept. of Energy](#)
- [ENERGY STAR](#)
- [Submit Ideas!](#)
-

Welcome to the Americas Energy Site





Headquarters
Franklin, TN





Smyrna, TN



Canton, MS



Dechard, TN

Did you know commercial and industrial building consumption is responsible for roughly 45% of greenhouse gases in the US? In cooperation with the US government ENERGY STAR® program, Nissan takes many actions to reduce the amount of energy we consume in the workplace. These actions enable Nissan to be a partner in the ENERGY STAR program to increase energy efficiency in the workplace.

The Americas Energy site brings you information about how Nissan conserves valuable energy resources and provides you valuable tips and guidelines on how you can save energy at work and at home.

Featured News



[Energy Efficient Habitat Home Built in Smyrna](#)

16 Sep 2009



[Methanol Fuel Cells Power Material Handling](#)

Events

October 2009

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

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[Next »](#)

10/16 [Nissan & Yates Energy Fair](#)
Nissan Canton Plant

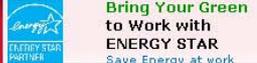
10/22 [SEEA conference](#)
Bridgeston in Warren County, TN

Canton Energy Fair
Friday, October 16



[Take the ENERGY STAR Pledge](#)
[Track Nissan's pledge performance](#)

The ENERGY STAR Challenge
Build a Better World
THE ENERGY STAR CHALLENGE GOALS TO REDUCE GREENHOUSE GAS EMISSIONS FROM COMMERCIAL AND INDUSTRIAL BUILDINGS BY 20% BY 2012.
YOU CAN HELP US DO THIS — TAKE THE ENERGY STAR CHALLENGE AND USE THE NEW CHALLENGE TRACKER TO MONITOR YOUR PERFORMANCE!
[Take the ENERGY STAR Challenge](#)



Bring Your Green to Work with ENERGY STAR
Save Energy at work

EMPLOYEE ENGAGEMENT



(Excerpt from T

Energy Site

Welcome to the Americas Energy Site

Events

October 2009

S M T W T F S

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- Glossary of Energy Terms
- U.S. Dept. of Energy
- ENERGY STAR
- Submit Ideas!
-

ENERGY STAR PARTNER

Smyrna, TN

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The Americas Energy site brings you information and resources and provides you valuable tips and advice for energy efficiency at work and at home.

Featured News

Energy Efficiency
16 Sep 2009

Methanol

Save Energy At Home

Lower the thermostat on your water heater; water heaters sometimes come from the factory with high temperature settings, but a setting of 120°F provides comfortable hot water for most uses.

ENERGY STAR PARTNER

NISSAN

EARTH DAY EMPLOYEE FAIR



RESOURCE UTILIZATION

Save Energy Now & ENERGY STAR®



UTILIZE ENERGY STAR® TOOLS

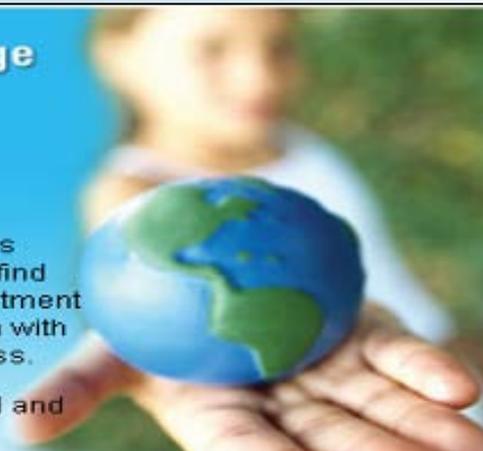
The ENERGY STAR Challenge

Use the Challenge Toolkit

Communications Materials

Use the Challenge Toolkit communications materials to learn about energy efficiency, find creative ways to communicate your commitment to energy efficiency, grow your participation with ENERGY STAR, and celebrate your success.

Now is the time to help build a better world and the Challenge Toolkit can show you how!



Protecting our environment starts at home ...

and continues at work.

Changing to more energy-efficient products protects the environment where we work and live.

NISSAN

As a partner with the U.S. Environmental Protection Agency's ENERGY STAR program, we're committed to protecting the environment through energy efficiency. In 2008, American consumers and businesses prevented the greenhouse gas emissions equivalent to 25 million vehicles by using less energy. Learn more at www.energystar.gov.

CHANGE FOR THE BETTER WITH ENERGY STAR

Bring your **GREEN** to work

ENERGY STAR

CHANGE THE WORLD, START WITH ENERGY STAR

Take the ENERGY STAR Pledge

2010 PARTNER OF THE YEAR



Save Energy Now LEADER

Industrial Technologies Program

Save Energy Now



Industry
LEADERS
are reducing their
energy intensity
by **25%**



Take the Pledge

Taking the pledge will establish your
company as a *Save Energy Now* LEADER.

Lower your energy bills while helping to
meet national energy and climate goals.

Save
ENERGY
Now®



ENERGY ASSESSMENTS

Industrial Technologies Program

Save Energy Now



**U.S. Department of Energy - Energy Efficiency and Renewable Energy
Industrial Technologies Program - Save Energy Now
Plant Assessment Summary: Nissan North America, Inc. -
Smyrna**

The following [plant assessment](#) was conducted under [Save Energy Now](#), an effort of the DOE [Industrial Technologies Program](#). Save Energy Now helps industrial plants improve energy efficiency and productivity.

Company	Ni
Location	Sm
Industry type	Aut
Assessment type	Pr
Energy Expert	Di
Assessment date(s)	Ju
ESA ID number	ES
For further information	If ac

**U.S. Department of Energy - Energy Efficiency and Renewable Energy
Industrial Technologies Program - Save Energy Now
Plant Assessment Summary: Nissan North America, Inc. -
Smyrna**

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Company	Nissan North America, Inc.
Location	Smyrna, TN
Industry type	Automotive
Assessment type	Fans
Energy Expert	Bill Hunter
Assessment date(s)	July 24, 2008
ESA ID number	ESA-028-3
For further information	If you have questions about this assessment or wish to receive additional information, please contact the Webmaster .

**U.S. Department of Energy - Energy Efficiency and Renewable Energy
Industrial Technologies Program - Save Energy Now
Plant Assessment Summary: Nissan North America, Inc. -
Smyrna**

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Company	Nissan North America, Inc.
Location	Smyrna, TN
Industry type	Automotive
Assessment type	Pumps
Energy Expert	Don Casada
Assessment date(s)	November 29, 2007
ESA ID number	ESA-245-2
For further information	If you have questions about this assessment or wish to receive additional information, please contact the Webmaster .

ITP RESOURCES

U.S. DEPARTMENT OF
ENERGY

Energy Efficiency &
Renewable Energy

Industrial Technologies Program

[About the Program](#) | [Program Areas](#) | [Information Resources](#) | [Financial Opportunities](#) | [Technologies](#) | [Deployment](#) | [Home](#)

Information Resources

Thursday Webcasts for Industry

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

[Register for
Upcoming Webcasts >](#)

ITP's Thursday 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 Thursday 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 Thursday 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.

Save Energy Now LEADER ACTIVITIES

Save Energy Now LEADER Web Conference Project Implementation Seminar Series

Project Implementation from Energy Assessments

Fred Schoeneborn, CEM, CEA
March 10, 2010



ITP RESOURCES

Industrial Technologies Program

Save Energy Now



Resources

Below are links to Save Energy Now resources companies can use to identify savings opportunities and reduce energy intensity 25% in 10 years.

Industrial Energy Management Resources and Tools CD

This free CD features software tools, tip sheets, fact sheets, and case studies to help manage process heating, steam, and motor-driven systems, as well as data centers. Get information on energy assessments, learn how to partner with Save Energy Now, and discover energy-saving emerging and commercialized industrial technologies. The CD is easy to use and is especially ideal for facilities that are unable to access the Internet. To order your copy, contact the [EERE Information Center](#) online or by calling 1-877-EERE-INF (1-877-337-3463).

Software Tools Online

Download free Industrial Technologies Program (ITP) [software tools](#) to analyze the energy situation at your plant and improve industrial compressed air, motor, fan, pump, process heating, and steam systems.

Training

Look for [training](#) to enhance your knowledge about energy efficiency, decrease maintenance and downtime, and boost industrial system performance. Webcasts and workshops are offered on steam, process heating, compressed air, fans, motors, and pumping systems. ITP also offers no-cost [Thursday Webcasts](#) on topics such as assessments, technologies, and tools.

Publications

Keep pace with energy management best practices and advancements in industrial energy efficiency technologies through [publications](#) such as sourcebooks, technical fact sheets and handbooks, tip sheets, and online news.

REGIONAL COALITION

The Southeast Energy Efficiency Alliance *Industrial Coalition*

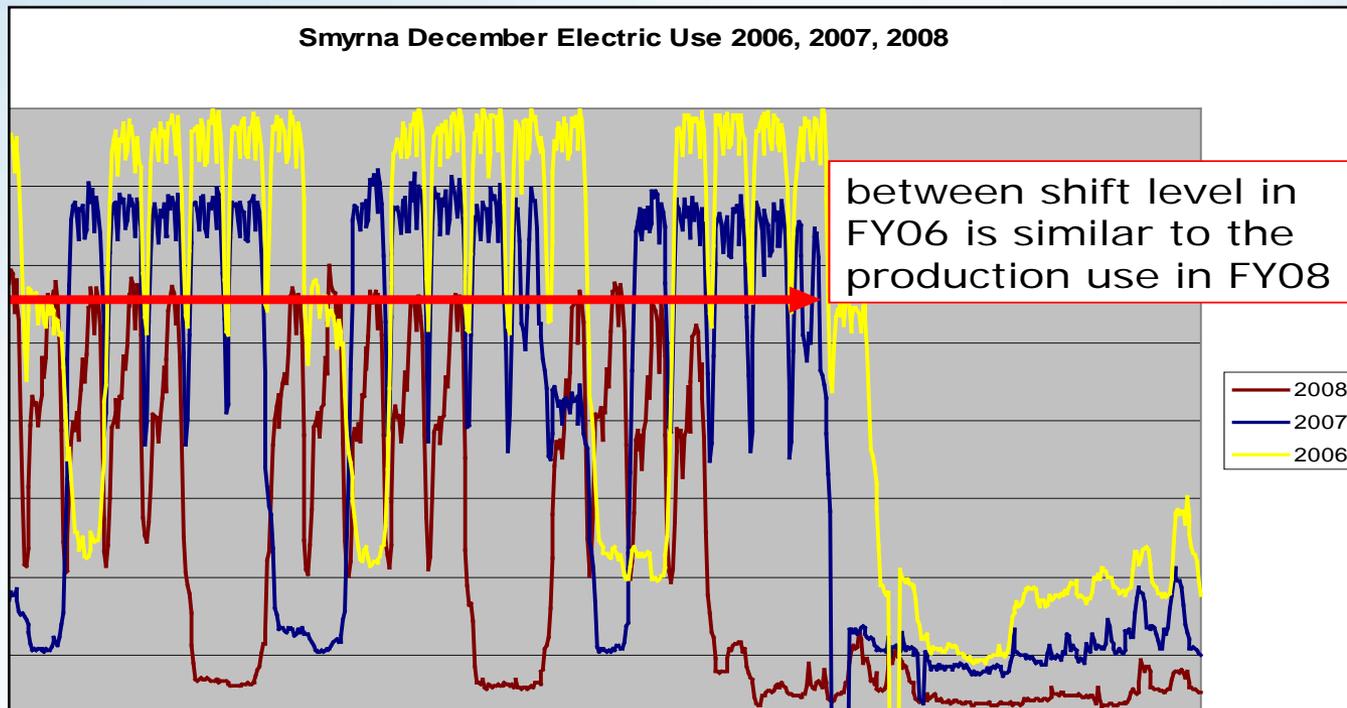
- Collaborative forum to exchange best practices, foster education, drive improvement, implementations
- Industries, utilities, state energy offices, industrial assessment centers & national labs



ESTABLISH & MAINTAIN CREDIBILITY

Establish & Maintain Credibility

- measurement & verification
- start with management
- performance data
- express in relative terms



COMMUNICATING SUCCESS

Communicate Success to Employees

- specific meetings & events
- utilize internal networks & media
- relay everyone's contributions
- engage participation



RECOGNIZING ACHIEVEMENT



Save Energy Now LEADER SHOWCASE



Save Energy Now LEADER SHOWCASE



THANKS

Questions