

# CONGRESS PROGRAM

## PROGRESSIVE ENERGY, ENVIRONMENT & DATA CENTER CONGRESS



Success stories  
Case Studies  
Panel Discussions

Executive attendance  
promotes learning in an  
intimate setting



Next-generation  
environmental initiatives  
being implemented in  
today's energy conscious  
operations



### Featuring multiple streams

Energy Management

Environmental Management

Data Center Management



*February 1 - 3, 2010, Hyatt Regency Bonaventure, Weston, Florida*

# Welcome

[ Progressive Energy, Environment & Data Center Congress 4, February 1st – 3rd, 2010, Weston, Florida ]



## Welcome to the Progressive Energy, Environment and Data Center Congress

FMA is pleased to welcome all participants to the Progressive Energy, Environment and Data Center Congress in Weston, Florida. Today, more than ever, issues of environmental sustainability find themselves at the forefront of global concern, making our three-day program essential for businesses wishing to remain competitive through adopting responsible practices.

In a world where natural resources continue to dwindle while global consumption remains on the rise, no one is immune to the changes in policy that these trends necessitate. For this reason, our mandate at FMA remains to promote the most up-to-date green technologies and programs that are both conceived and made available by today's industry leaders.

We believe that cultivating relationships is the key to making progress a reality. Our events focus on connecting hundreds of corporate decision-makers with the top solution providers, in an environment that opens the doors for discussion, initiative and unique business opportunities, lasting far into the future.

We seek to provide all attendees the most effective experience possible, and encourage members to benefit from our dedicated team of FMA agents. Our staff is on call for the duration of the Congress, offering personalized assistance designed to facilitate your participation, as well as the scheduling of private meetings.

The latest Congress concentrates on successful strategies aimed at reducing facilities' operational costs, providing a great return on investment, and minimizing any negative effects on the environment. The evolution of FMA Congresses is influenced by the feedback of participants, both past and present, and has led us to include Data Center solutions.

We are confident that our program will provide many of the answers that will help you exact positive change within your organization. As always, we value your input, and should you have any questions or suggestions, please do not hesitate to let us know.

- The FMA Team

# Meals Sponsored By

[ Progressive Energy, Environment & Data Center Congress 4, February 1st – 3rd, 2010, Weston, Florida ]

Monday February 1<sup>st</sup>

Lunch



Cocktail



Dinner



Tuesday February 2<sup>nd</sup>

Lunch



Cocktail



Dinner



Wednesday February 3<sup>rd</sup>

Lunch







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# Lead Partner

[ Progressive Energy, Environment & Data Center Congress 4, February 1st – 3rd, 2010, Weston, Florida ]



**When the right forces combine, you get solutions as brilliant as the sun,  
as powerful as the wind and as reliable as the stars.**

Innovation in how we produce, use and manage energy. Investment in renewable energy technologies. Development of new nuclear sources.

Responsible solutions for our economy. For our environment. For our future.

[constellation.com](http://constellation.com)



**Constellation Energy®**

The way energy **works.**®

## Constellation Energy

Constellation Energy is a leading supplier of energy products and services to wholesale and retail electricity and natural gas customers across North America. More than two-thirds of Fortune 100 companies are our customers. Headquartered in Baltimore, we own and operate a diversified fleet of power plants—approximately 7,100 megawatts—nationwide. Constellation Energy is also among the leaders pursuing the development of new nuclear power plants in the United States. A Fortune 500 company, Constellation Energy had revenues of \$19.8 billion in 2008.

Our regulated utility, Baltimore Gas and Electric Company (BGE), is dedicated to delivering electricity and natural gas safely and reliably to consumers and businesses in Central Maryland. Providing quality service since 1816, BGE is the oldest continuously operating utility in the U.S. Now BGE is poised to roll out one of the most ambitious Smart Grid programs in the nation, providing new tools to help our residential and business customers manage and conserve energy.

We are committed to providing responsible, sustainable and affordable energy to power America's future. Constellation Energy's core values include a comprehensive commitment to social and environmental responsibility. We are committed to using natural resources responsibly, improving energy efficiency and enhancing environmental stewardship. [www.constellation.com](http://www.constellation.com).



## Single Energy Projects Don't Maximize Savings or Deliver Meaningful Sustainability Results

Some organizations are focused on energy efficiency improvements. Others concentrate on their electricity/gas procurement strategies. And some are participating in demand response programs or deploying on-site renewable energy systems. This presentation will focus on how the best businesses are incorporating all of these considerations and more.

### Troy T. Geanopulos

#### *Senior Vice President, Business Development*

Mr. Geanopulos joined Constellation Energy Projects and Services (CEPS) in 2009 as Senior Vice President of Business Development with more than a decade of experience in energy-related businesses. As Senior Vice President, Troy manages a national sales team and develops strategies to best position Constellation within target markets. He works closely with the company's sales staff through its sales process to ensure the efficient use of company resources through the careful qualification of, and strategy for, project opportunities. His vision and experience in the energy services industry was instrumental throughout his career. He has consistently identified industry trends and has been able to translate them in a meaningful way to both staff and clients to meet goals.



## When energy and data collide – the collision is inevitable, but why and what are the benefits

The future of energy is about being more efficient, more flexible, and more responsive to the needs and preferences of consumers. This presentation will focus on the innovative technology solutions that are now available to customers and the associated risk management benefits.

### Del A. Hilber

#### *Vice President of Load Response*

Mr. Hilber manages Constellation Energy's Load Response products and initiatives marketed to Commercial and Industrial customers throughout the United States. He is responsible for the daily load response business, overseeing the product development, program management and IT infrastructure. Mr. Hilber currently is the executive sponsor and program manager for an innovative, large scale Demand Side Management automation project. Mr. Hilber joined Constellation Energy in 1998 and has served in various leadership and project roles at Constellation Energy and its member companies. Prior to his current role Mr. Hilber, was Director of IT at Constellation where he lead the IT project and operations teams supporting the demand response business, this included the development of a state of art energy bidding platform for the business.





## A 'NOW SOLUTION' FOR ENERGY EFFICIENCY AND SMART GRID TECHNOLOGY

The KVAR Energy Controller (KEC) is a cost effective power factor optimization device that reduces electric consumption and spans through the **residential**, **commercial** and **industrial** markets. The KEC immediately reduces energy consumption, electric bills, line losses, and carbon footprints.

**Please **contact us** for more information and a Free Energy Analysis.**



741 Orange Avenue ♦ Daytona Beach, FL 32114 ♦ 1 888 899 KVAR (5827) ♦ [www.kvar.com](http://www.kvar.com)



**NASA  
Tested**

## KVAR Energy Savings, Inc.

A fast growth energy efficiency sector corporation, based in Daytona Beach Florida, is making a significant impact by producing certified energy controller products that reduce carbon footprint, energy consumption and electric demand on utilities and the power grid.

### The KVAR Energy Controller (KEC) - A 'Now Solution' for Energy Efficiency and Smart Grid. Charmer Sunbelt Group – Case Study

Although global warming has been a long-standing universal issue, only within the past decade has it become a widespread concern for governments and the marketplace. These days, the focus is to be cleaner and greener, sustainable and responsible, and energy wise. As electric utilities, power councils and utility commissions are researching and funding technologies and methods to reduce demand and conserve energy, utility customers have to decipher where their energy efficiency dollars should be spent. One of these technologies is the KVAR Energy Controller (KEC). It truly represents a potent electric distribution system improvement, which needs to be considered first among energy efficiency and conservation measures that have the ability to better the electric grid and save energy for utility customers. The key to obtaining the best possible economic advantage from electric power is to get rid of wasted power by ensuring a high Power Factor (PF) throughout the Smart Grid.

The Charmer Sunbelt Group Case Study will be presented to show how the KECs performed on air conditioning, heating, refrigeration and conveyor loads. You'll quickly realize this Case Study is quite the success story.

### Paul Dionne

*President - KVAR Sales Channels Management Group*

Mr. Dionne has held numerous senior appointments in the high technology sector and is well recognized in the energy efficiency and conservation sector. He brings proven leadership, relationship management and communications capabilities in offering direction for business development, marketing and organizational sales growth.



### Reducing Energy Consumption: What can you do? How does Power Factor work into the solution? – Workshop

America has a great thirst for energy. We need energy to maintain lifestyles that we have become accustomed to. There are ways to reduce consumption by minimizing and optimizing usage and by using different technologies. These will be discussed from a technical and operational perspective. What is Power Factor? How can it impact your electrical system and energy usage? There are many different technologies competing for a place amongst those systems that need to be considered, so you may meet your energy goals; and several will be discussed. Having useful information about what to consider when looking at energy conservation is important to establish baseline reviews to determine what is most beneficial to you.

### David Wise

*Vice-President Engineering and Technical Services*

Mr. Wise has held numerous electronic engineering technology positions in the manufacturing sector. He brings considerable products certification process management capabilities and experience. Mr. Wise is also recognized as inventor on seven US patents.





## ZERO IN ON SUSTAINABILITY

As a leading provider of waste, recycling and sustainability solutions, OAKLEAF is focused on one thing, and one thing alone – helping you work toward zero. We make it easier for you to define, meet and cultivate your environmental objectives with our comprehensive waste audits and assessments, proven strategies to broaden existing diversion programs and innovative waste-to-market processes. Backed by an extensive network of resource partners, OAKLEAF helps you zero in on offsetting your overall waste spend while also implementing and expanding your sustainability initiatives.

**For OAKLEAF, it all comes down to zero.™**  
**Contact us today for your zero risk, zero investment**  
**comprehensive waste logistics assessment.**



**OAKLEAF™**  
Waste and Recycling Resources  
for North America



## OAKLEAF

OAKLEAF is a leading provider of sustainable waste logistics and recycling solutions to a broad base of multi-location manufacturing, retail, restaurant, hotel and property management clients including PBG, Sears, United Technologies, Kmart, Walmart, TGI Fridays and more. As the most rapidly growing waste outsourcing company in the nation with operations throughout the United States and Canada, an employee base of more than 750 employees, and a nationwide network of over 5,500 certified haulers, recyclers, and waste diversion experts, OAKLEAF provides services to over 100,000 locations throughout North America. OAKLEAF has been recognized twelve times since 2001 by Inc. Magazine, including being named five times to the Inc. 500 List (now the Inc. 5000 List) and being recognized seven times by ICIC, the Initiative for a Competitive Inner City. For more information on OAKLEAF, please visit [www.oakleafwaste.com](http://www.oakleafwaste.com).



### Sustainability in Manufacturing; From Boardroom to Break Room

Many companies have sustainability efforts underway. For most manufacturing companies, the effort has been focused in terms of the final product/package output. A small, but growing, number of companies realize that manufacturing operations provide opportunities to make significant advances in sustainability. While changes in manufacturing/packaging processes can have a far greater impact on a company's economic, social and environmental resource conservation than finished product/package changes, they are mostly unseen by the consumer and therefore not the sustainable "low hanging fruit" and "quick wins" that companies have focused on to date. This presentation will focus on providing a high-level roadmap to help translate a company's sustainability vision into sustainable manufacturing practices. We will discuss topics such as how companies can increase production capacity without building new plants; create build to order pallets that ship directly to the retailers, handling reduced weight containers and how to avoid the unintended consequences of their sustainable activities e.g. increased product damage leading to more unsaleables, higher labor costs, and disappointing ROI on initiatives.

The presentation will also review immediate actions that can be taken to improve the sustainability of manufacturing operations as well as longer term actions such as designing and installing new lines and equipment. We will use real life case studies to highlight and demonstrate sustainable operations in practice.

Hosted by OAKLEAF, Waste and Recycling Resources for North America



### Trevor Cusworth

Principal  
Step One Consulting LLP



Real-time measurement and monitoring – the cornerstone of your Corporate Energy Management initiatives

Visit the Invensys Operations Management Booth

Learn more about how Invensys products and solutions can help you meet today's energy and resource management challenges.

- Out-of-the-box, industrial grade solutions
- Consulting and Services for effective implementation
- Integrated to Enterprise systems
- Unique Contextualization of Energy Use
- Enable Process Improvement Teams
- Determine energy cost of business processes and industrial operations
- Fast deployment, often in days
- Scalable from single facility to the global enterprise
- Measure all energy use: power, gas, steam, compressed air, chill, water

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i n v e n s y s  
Operations Management

## Invensys Operations Management

Invensys Operations Management (IOM) is a division of Invensys PLC, a global leader in controls. IOM is comprised of a number of world leading brands in the industrial automation field, including Foxboro, Triconex, Wonderware, Avantis, Simulation Sciences and Esscor, and is a global leader in industrial operations management.

### Sustainable Profitability – Case Study

There has been a strong focus on environmental sustainability and effective energy management in industrial operations over the last decade, and this focus has yielded very good results. But industrial business exist to get and sustain profitability, which can be at odds with other objectives. This presentation will show an emerging business model that enables industrial companies to make great improvements in energy management and environmental stewardship while driving increased and sustainable profits from their industrial assets.

### An off-the-shelf application for measuring and managing energy across your enterprise operations – Workshop

Industry experts share experience and examples of how energy and water usage data collected in the context of operations will give you the ability to measure the success of your energy management and resource conservation initiatives. Actionable information from high level KPIs to real-time operations is essential to maintain and sustain desired energy intensity goals. Examples from manufacturing, distribution, and large retail operations will be explored to give you ideas for your own energy and resource programs.

### Peter Martin

*Vice President*

Dr. Martin has worked for Invensys in a variety of positions for over 30 years. He was recently honored as an Invensys Fellow and received the Life Achievement Award from the International Society of Automation in 2009. He previously was recognized by Fortune magazine as a Hero of US Manufacturing and by InTech magazine as one of the Fifty Most Influential Innovators in Controls of all times. He has authored two books, coauthored a third and was a contributing author for two, all having to do with the field of industrial automation. He has also authored numerous papers and articles and holds multiple patents. He has a BA and MS in mathematics, an MA, MBS and two PhDs.



i n v e n s y s

# Featured Presentation

[ Progressive Energy, Environment & Data Center Congress 4, February 1st – 3rd, 2010, Weston, Florida ]



## Intel Corporation

Intel pushes the boundaries of innovation so our work can make people's lives more exciting, fulfilling, and manageable. And our work never stops. We never stop looking for the next leap ahead—in technology, education, culture, manufacturing, and social responsibility. And we never stop striving to deliver solutions with greater benefits for everyone.

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### Data Center Efficiency: Compute Driven Innovation

In her session, Intel's Allyson Klein will discuss the trends driving delivery of more efficient data center solutions from the chip to the facility. Attendees will learn the latest in energy efficient server design, see why server instrumentation is key to an efficient data center, and look at the latest in facility trends. Ms. Klein will also highlight why efficient compute deployments are at the center of any efficient data center design.



### Allyson Klein

*Server Technology and Software Strategy Manager, Server Platform Group*

Allyson Klein oversees the marketing for server technologies as well as software priorities for future Intel server platforms. Allyson has been driving server technology marketing for Intel for the past eight years including oversight of Intel's I/O, memory, virtualization, and data center efficiency initiatives. She also has driven marketing programs for industry groups including the InfiniBand Trade Association, PCI SIG, Itanium Solutions Alliance, The Green Grid, and Climate Savers Computing Initiative. Allyson holds a BA from the University of Oregon in Marketing and Management and an MBA from Portland State University.

# Case Study

## Bio-Reaction Industries

Bio-Reaction's (BRI) advanced biofiltration systems are the new standard in air pollution control technology, utilizing microbes to biologically break down HAPs and VOCs. More and more successful companies ranging from pharmaceutical, industrial chemicals, wood products, paints and coatings manufacturers and applicators, to food processors are making proactive, energy saving, and environmentally sound choices by utilizing Bio-Reaction's patented bio-oxidation systems. Without the need for natural gas, these systems save up to 90% in operating costs and reduce carbon footprint by 85% or more, compared to thermal solutions.

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### Biofiltration, A Revolutionary Technology

Continued advancements in biofiltration have resulted in significant improvements and a broader based application. Biofiltration has now advanced to a level that can revolutionize the control of odors and volatile organic compounds found in a diverse cross-section of industrial and municipal applications. Patented system configurations coupled with significant advancements in media composition, Bio-Reaction has been able to achieve removal efficiencies that are near or equal to results obtained from thermal systems. This presentation will detail the advances and benefits of biofiltration such as: significantly reduced operating costs, lower GHG emissions, and no NOX emissions.

### Mike Foggia

*Vice President of Sales & Marketing*

Mike is the Vice President of Sales for Bio-Reaction Industries, and is responsible for all global sales and marketing activities. He has been with Bio-Reaction for 3 years and has been instrumental in developing automated processes for system sizing, costing and quotation generation. Prior to joining Bio-Reaction, Mike was North American Sales Director for the Rohm and Haas, electronic materials group. He spent 30 years providing technical sales and service support to the printed wiring board industry. During that time he was also a member of the global leadership team and participated in numerous international programs.



# Featured Presentation

[ Progressive Energy, Environment & Data Center Congress 4, February 1st – 3rd, 2010, Weston, Florida ]



## The Estée Lauder Companies

The guiding vision of The Estée Lauder Companies Inc. is "Bringing the best to everyone we touch." By "The best," we mean the best products, the best people and the best ideas. These three pillars have been the hallmarks of our Company since it was founded by Mrs. Estée Lauder in 1946. They remain the foundation upon which we continue to build our success today.

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### Reducing CO2 Emissions for a Sustainable Future

The presentation will introduce to the audience on the need for renewable energy projects and renewable energy purchases of wind and hydro power to offset CO2 emissions. Our corporate positions on environmental affairs and safety are founded on an ethical bedrock and built on pragmatic business decisions. The former underlies our decisions and actions; the latter provides the resources to make our efforts meaningful on a global level.

As we see it, our responsibilities to a sustainable world are twofold:

- Maintaining our own "house" in a way that reduces negative impact on the environment;
- Extending our influence as active members of the sustainability movement to people, projects and causes outside of our own Company.
- Brendan will also present the need for in-house energy conservation as the first and most effective method to reduce CO2 and overall energy costs.

### Brendan Sullivan

*Executive Director Facilities*

Brendan Sullivan is the Executive Director of Facilities and Business Continuity based in Melville, New York. He has a B.S. degree in Mechanical Engineering and a MBA in Finance.

Brendan has over 30 years of experience in facilities management and project installations for numerous Fortune 500 Companies. He is the company lead on sustainable energy projects and energy conservation methodologies.

He recently completed a 600KW solar panel installation on the company's facility in Oakland, New Jersey and a 60KW solar panel system at the Compton, California facility.

# Case Study

## Chelsea Group, Ltd.

Chelsea Group is a leading firm in building science consulting, providing engineering, architectural, and industrial hygiene services to the owners of commercial and institutional real estate since 1990. Chelsea's Sustainability Management Program is in place in over 400 buildings – 125 million square feet of existing space. These projects together are projected to save more than the equivalent of 290 million kilowatt hours of electricity annually, which represents more than \$33 million per year in cost reduction. The firm's work includes property condition assessments, energy conservation, indoor environmental assessments and remediation, flood recovery, and LEED Certification support.

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### Sustainability in Real Estate Asset Management

This case study demonstrates that the greening of commercial and institutional real estate represents a substantial financial opportunity for building owners and their asset managers. Using three cases to look at diverse types of commercial real estate, this study will focus first on the real financial results, then on the specific recommended capital investments, and finally on the five phase program used to achieve these results. Focus will be on practical tools that participants can use to evaluate the properties they manage to see the potential for a financial return on an investment in sustainability.

### George Benda

*Chairman and CEO*

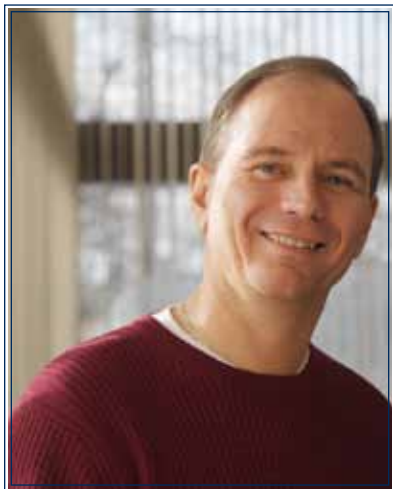
George Benda leads a team of engineers, architects, industrial hygienists, and building scientists in their consulting work. He has worked in advancing environmental sustainability and energy management in buildings, recovery of buildings from disasters, and delivering building science services that help optimize the physical asset value of properties. Before founding Chelsea Group, Benda was president and CEO of HEC Energy Corporation, developing, implementing and managing over \$50 million of performance-based energy conservation programs. He began his career in various energy-related positions with the State of Illinois, culminating in service as the state's Director of Energy Programs.



**CHELSEA  
GROUP  
LIMITED**

# Featured Presentation

[ Progressive Energy, Environment & Data Center Congress 4, February 1st – 3rd, 2010, Weston, Florida ]



## Motorola, Inc.

At Motorola, we are proud of our company heritage, which is rich in communications and electronics industry innovation. Explore the evolution of the Motorola brand. Discover details of our many technological breakthroughs. Come celebrate Motorola's past, present and future.

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### Success story in sustainable consumer product - W233 RENEW

Motorola recently launched the W233 RENEW, the first phone to be produced using recycled water bottles. The W233 RENEW is also the world's first carbon free phone. The phone is commercially available in the U.S., Canada and LATAM and has generated significant excitement in the mobile device market. The phone is highly sustainable in a best in class talk time of 9 hours, use of 100% recycled content paper in the manual and box and global recycling program. The carbon offset program supports a renewable energy plant in New Bedford MA and restoration of endangered species habitat.



**MOTOROLA**

### Dr. Bill Olson

*Director, Office of Sustainability and Stewardship  
Mobile Devices business*

Bill Olson is Director of the Office of Sustainability and Stewardship for Motorola Mobile Devices, leading a key corporate initiative named ECOMOTO. In his role, Bill drives go-to-market strategy for green mobile device products and technologies, and has championed the adoption of ECOMOTO principals across several Motorola business units. ECOMOTO focuses on the realization of environmentally sound, seamless Motorola mobile products and seeks to deliver sustained business impact through green materials and innovative ecodesign practices.

Bill started the ECOMOTO product initiative during his previous role in Motorola Corporate Research, where he headed teams focused on International and Environmental Research and laboratory testing for meeting environmental regulatory requirements such as EU WEEE/RoHS. He also worked closely with manufacturing, engineering and the supply chain to achieve improvements in factory productivity, yield and product reliability.

Bill first joined Motorola's automotive group in 1992, where he implemented the first VOC-free conformal coating for engine controls. He also drove a variety of cost reduction teams for the engine auto body/control businesses.

Bill graduated from the University of Wisconsin-Madison with a Ph.D. in Inorganic Chemistry. Bill has 23 US patents and more than 40 technical publications.

# Case Study

## Smardt Chiller Group Inc.

The Smardt Group was founded in 2000 and is now the largest vendor of oil-free high-efficiency centrifugal chillers in the world. With over 1500 installations worldwide (air-cooled, water-cooled, modular and condenserless), Smardt is the largest user of Turbocor Compressor Technology.

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### Energy Efficiency: Forcing a New Business Model in Chillers

Smardt Chillers routinely offer operating savings in the 30-50% range, compared with lubricated chillers already installed. They cost more up-front, with payback of the difference often very fast, even without utility incentives. Yet the growth of the high-efficiency chiller sector is still hampered by an obsolete business model which stresses first-cost and full-load efficiency only.

### Roger Richmond-Smith

*Chairman*

Roger Richmond-Smith is founder of the Smardt Chiller Group, Co-Founder of Turbocor(1993) and Multistack(1989). Current Chairman of the Liquid Chillers Section of AHRI (Air Conditioning, Heating and Refrigeration Institute) and CFC Chiller Replacement Task Force. Trained at MIT(S.M.) and the University of Melbourne (BA).



# Featured Presentation

[ Progressive Energy, Environment & Data Center Congress 4, February 1st – 3rd, 2010, Weston, Florida ]



## ENERGY STAR

Elizabeth Dutrow directs the U.S. Environmental Protection Agency's program with manufacturers to improve their energy efficiency through the voluntary partnership, ENERGY STAR. In 2000, she designed ENERGY STAR's current approach for engaging industries and for providing the high level attention necessary for corporate energy programs to succeed.

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### Keep Ahead Through Energy Management

In this day and age, businesses that strategically manage energy maintain their competitiveness and are better prepared for the future.

EPA's ENERGY STAR program helps companies develop and refine strategic energy management across their operations. This presentation will discuss ENERGY STAR resources and how they can be leveraged to improve an organization, as over 1,500 companies have already done.



### Elizabeth Dutrow

*Director, Industrial Sector Partnerships*

Elizabeth Dutrow directs the U.S. Environmental Protection Agency's program with manufacturers to help them develop productive and successful energy management programs through the voluntary partnership, ENERGY STAR. In 2000, she designed ENERGY STAR's current approach for engaging industries and for providing the high level attention necessary for corporate energy programs to succeed.

Ms. Dutrow has been with EPA since 1984. During this time, she served as a member of the Board of Directors for the National Environmental Laboratory Accreditation Conference, a governing body established to standardize a national system for accrediting environmental laboratories in the U.S.

From 1994 to 1999, Elizabeth designed industrial programs for reducing emissions of long-lived greenhouse gases for semiconductor, chemical and magnesium production, and electric utilities. The agreement negotiated with the semiconductor industry has resulted in substantial reductions and avoidance of perfluorocarbon emissions from the worldwide semiconductor industry.

## Solatube International, Inc.

Solatube International is the worldwide leading manufacturer and marketer of Tubular Daylighting Devices. The Solatube Daylighting System utilizes state-of-the-art design to provide superior performance for every daylighting application. Solatube products capture sunlight on the rooftop, redirect it down a highly reflective shaft and diffuse an abundance of pure natural light throughout the interior space. As the industry leader, Solatube International has made incredible advancements in product technology, including increased light output, ease of installation and the overall beauty of the product. Solatube products have earned acceptance and praise from architects all over the world.

### Introduction to Daylighting: How to Use Tubular Daylighting Devices (TDD's) to Maximize a Building's Energy Efficiency

Solatube Daylighting Systems have been used across the world in all types of public and private projects including, retail establishments, government offices, manufacturing and warehouse facilities, schools, and military housing developments. Learn how you can use daylighting to:

- Increase Human Performance
- Reduce Peak Energy Loads
- Achieve Environmental Contributions through LEED

### Dr. Neall Digert

*Vice President of International Market Development*

Neall Digert, Ph.D., MIES, has over 25 years of consulting and education experience working in the energy/lighting/daylighting design and research fields, specializing in the design and application of advanced lighting and daylighting systems for commercial building applications. Dr. Digert draws upon his expertise to build public awareness of new optical daylighting technologies, guide future product developments and refinements, develop new global sales and marketing strategies, and pioneer new design and application tools and protocols to support the successful integration of optical daylighting products into today's commercial buildings.



# Featured Presentation

[ Progressive Energy, Environment & Data Center Congress 4, February 1st – 3rd, 2010, Weston, Florida ]



## U.S. Department of Energy

The Industrial Technologies Program (ITP) leads the national drive to reduce energy intensity and carbon emissions by changing the way industry uses energy. ITP sponsors cost-shared R&D, and supports the use of today's advanced technologies and energy management best practices.

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### DOE Data Center Energy Efficiency Program

Paul will present an overview of the DOE's Data Center program that will describe the energy efficiency resources that the DOE is developing in the industry and the strategies used to deliver to the market. For more information, please visit us at [www.eere.energy.gov/datacenters](http://www.eere.energy.gov/datacenters).

### Save Energy Now Partnerships with Industry

Mr. Scheihing's presentation will highlight the energy challenges facing U.S. industry and how the Industrial Technologies Program Save Energy Now initiative has developed successful partnerships with industry. He will provide examples of industries that have utilized these resources to save money and energy, including data centers. He will provide an overview of the recently launched Save Energy Now Leader initiative.

### Paul E. Scheihing

*Technology Manager  
Office of Energy Efficiency and Renewable Energy  
Industrial Technologies Program*

Paul is currently leading DOE's participation in the development of the Superior Energy Performance program in partnership with US industry and also manages DOE's Data Center energy efficiency program.

Paul has worked for DOE since 1988. He has developed with US industry a variety of research, development and technology deployment partnerships and initiatives that all aim to encourage the more rapid adoption of energy efficient industrial technologies. In the 1990s, he managed DOE's voluntary industry partnerships such as Motor Challenge, Steam Challenge and Compressed Air Challenge that were then integrated within ITP's current BestPractices initiative.

He has a Bachelor of Science in Mechanical Engineering from the University of Connecticut in Storrs, Connecticut and a Masters of Science in Mechanical Engineering from Drexel University in Philadelphia, Pennsylvania.



## Standard Renewable Energy

Standard Renewable Energy is the nation's largest Distributed Energy Services Company (DESCO) for residential, commercial and government customers. SRE's product and service offerings supplement energy generated from fossil fuels with renewable energy, while reducing energy demand through the implementation of energy efficiency solutions. SRE's Energy Experts offers these comprehensive energy solutions with single-point accountability and expert leadership from the inception of each project through its completion.

### Leveraging incentives to maximize your renewable return on investment

Unpredictable and escalating energy prices are having a greater impact on business' bottom lines, driving companies to seek solutions to control and stabilize their energy costs. Solar power is emerging as a leading solution enabling companies to "price fix" a portion of their energy costs while increasing their energy independence. Maximizing a solar investment requires navigating a sea of variables ranging from site selection, incentive identification, financing through project completion. A presentation on how SRE is successfully partnering with Chipotle Mexican Grill to execute a national PV implementation while leveraging the many complex incentive, tax and rebate opportunities.

### Phil Johnson

*Managing Director*

With more than 20 years of general management and sales leadership experience, Phil Johnson serves as Standard Renewable Energy's Managing Director of National and Government accounts. Mr. Johnson joins SRE following a successful 23 year career with AT&T, where most recently he served as Vice President directing an 8-state, \$1.1B, region for the company's large-business sales segment.

### Scott L. Shippey, LEED AP

*Design Director*

**Chipotle Mexican Grill, Inc.**

Scott Shippey is Design Director for Chipotle Mexican Grill. In this capacity, he is responsible for developing and maintaining standards for the design and construction of Chipotle restaurants, as well as research and development for new innovations. He works closely with a number of internal departments, including real estate, construction, facilities, design, and operations to help ensure each restaurant meets both Chipotle's aesthetic standards, as well as its high standards for functionality. With a strong interest in sustainability, Scott is an active member of the US Green Building Council's retail committee. He holds a bachelor's degree in Environmental Design from Texas A&M University's College of Architecture and currently resides in Austin, Texas.



# Featured Presentation

[ Progressive Energy, Environment & Data Center Congress 4, February 1st – 3rd, 2010, Weston, Florida ]



**EASTMAN**

## Eastman Chemical Company

Eastman manufactures and markets chemicals, fibers and plastics worldwide. As a Responsible Care® company, Eastman is committed to achieving the highest standards of health, safety, environmental and security performance. Founded in 1920 and headquartered in Kingsport, Tenn., Eastman is a FORTUNE 500 company with 2008 sales of \$6.7 billion and approximately 10,500 employees.

For more information, visit [www.eastman](http://www.eastman)

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### Energy Management Programs: The Next Level

With continuing cost reduction challenges in the current economic environment and looming carbon constraints, energy management needs to expand in order to achieve higher improvement rates. Our speaker for this session will share with us some ideas for addressing the energy management challenges that we're all facing.

### Ray Ratheal

*Director, Feedstocks & Energy Procurement*

*Energy Policy & Planning*

*Global Chemical & Energy Procurement*

Chairman of the Industrial Energy Consumers of America, serves on the American Chemistry Council Energy Committee, Business Roundtable Sustainable Growth Committee, and is the Eastman contact for EPA's ENERGY STAR program.

Ray began his Eastman career in 1977 at our Longview, Texas, site. He has held management positions in the areas of Operations, Capital Projects, Supply Chain and Procurement. Ray has been in his current position as Director of Feedstock & Energy Procurement and Energy Policy since 2002.

He received his B.S. degree in Chemical Engineering from the University of Arizona and completed the Executive Development Program at Texas A&M.

# Case Study

## US LED, Ltd.

US LED develops best-in-class LED products for various commercial lighting applications. Long a leader in sign lighting, the company has launched the most effective products for refrigeration case lighting and a linear up/down light for the world's largest restaurant chain. Shortly US LED will launch their QUBE, a high powered, lensed, IP65, universal module with which existing luminaires can be retrofitted without the need for additional heat sinking. The exchange is quick, simple and yet custom designed for each application, producing the least waste, the least environmental impact and the most efficient technology exchange possible.

### Most for Least, QUBED!

For US LED the right way to convert old technology to new is to create the most delivered lumens for the least watts per dollar while producing the least waste and environmental impact. This includes using the least resources in the process of manufacturing, delivering and installing the solution. The US LED Qube is a truly elegant solution for converting all forms of area lighting to efficient, effective, long-lived solid state lighting. We have developed other best-in-class solutions for refrigeration lighting and the sign industry where energy savings of 85% and paybacks under two years can be obtained.

### Ron Farmer

CEO

Ron Farmer has founded several companies but the most noteworthy are US Signs and US LED, both of which he still owns and participates in.

Ron founded US Signs in 1980 and grew it rapidly winning the Inc. 500 as the 196th fastest growing company in the US and later won the Houston 100 and the Houston Chamber of Commerce's Star Award. Although considered a mature company at 27 years old, it has grown 270% in the last five years.

As CEO for US LED, Ron helps manage the company and contributes to product development and sales as US LED expands the product line to include refrigeration lighting and a full line of LED outdoor lighting products.



**USLED The Right Choice™**

# Featured Presentation

[ Progressive Energy, Environment & Data Center Congress 4, February 1st – 3rd, 2010, Weston, Florida ]



## Jackson Family Wines (Kendall-Jackson)

Jackson Family Wines is a family owned company founded in 1982. To ensure the highest quality they own 14,000 acres of estate vineyards throughout California's coastal regions. They market over 35 brands from their 21 wineries in California, Bordeaux, Tuscany, Chile and Australia.

Jackson Family Wines takes a generational point of view to their business and has farmed sustainably for over two decades. Achievements in the first 15 months of their sustainability program include installing procedures and equipment to conserve 9,000,000 kWh per year equal to 1,300 homes usage. They're currently launching a program for ISO 14001 and LEED certification for all facilities.

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### How to Make Sustainability Management Integral to Your Organization

The session focused on the challenges of running a corporate sustainability program amongst job cuts and budget tightening. The discussion will include how to bring invaluable improvements and insight to your operation, work in tune with corporate goals, and justify the program. Plus the outlook for sustainability job roles in future.

The focus will be on market trends, research and tangible benefits with real world examples of developing, launching and extending a Corporate Social Responsibility program.

### Robert Boller

*Vice President of Sustainability and Production*

Robert is in charge of Corporate Social Responsibility at Jackson Family Wines and developed and implemented their sustainability program over the last two years. He has twenty one years of wine business experience in a broad spectrum of positions evenly split between operations, marketing and sales. Robert has worked for leading private and public wine companies including the last eight years at Jackson Family Wines and previous roles at Southcorp Wines, an Australian wine company, and E & J Gallo Winery. He has taught a variety of classes, guest lectured at universities, and appeared in numerous TV, radio and print interviews.



# Case Study

## Badger Meter, Inc.

Badger Meter is a leading manufacturer and marketer of flow measurement and control products, serving water utilities, municipalities and industrial customers worldwide. Measuring a variety of liquids, from potable water to oil and lubricants, to industrial processes, our products are known for their high degree of accuracy, long-lasting durability, and their ability to provide valuable and timely measurement information to our customers. Our flow metering products and meter reading systems allow our customers to improve their operations and effectively manage their resources.

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### Water Management Issues and Solutions Using Data and Advanced Analytics

Market forces are creating new demands on municipalities and industry everywhere. Not only are they faced with climate change and environmental concerns, they are also under pressure to maintain operational efficiency and workforce productivity. These entities are tasked with optimizing the balance of power, water and carbon efficiency, while dealing with aging asset performance – and an increased expectation of reliability. At the same time, they must focus on reducing non-revenue water losses. Learn how a smarter water delivery infrastructure will help address these challenges.

### Dennis Webb

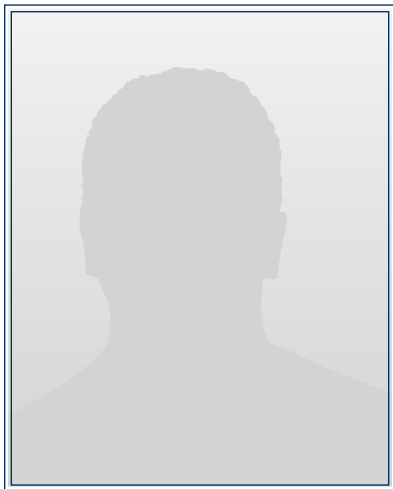
*Vice President, Sales*

Dennis Webb's expertise in water and flow measurement solutions has been honed throughout his 25-year career in the industry. His experience encompasses all aspects of flow measurement – from product development, engineering and quality assurance to marketing and sales. He has worked hand-in-hand with municipalities and industrial clients to develop comprehensive flow measurement solutions that meet specific challenges, drive cost savings and conserve resources. In his current position as the Vice President of Sales for Badger Meter, Inc., Webb is responsible for the company's sales in North America, Mexico, the Caribbean and Latin America.



# Featured Presentation

[ Progressive Energy, Environment & Data Center Congress 4, February 1st – 3rd, 2010, Weston, Florida ]



**SHARP**®

## Sharp Electronics

Sharp Electronics Corporation, is a company known worldwide for its unique one-of-a-kind electronic products and solutions. Sharp is committed to being a socially responsible company, conducting its operations with concern for the impact of its activities on its customers, suppliers, employees, communities and other stakeholders, as well as the environment. The company aims an overall positive impact on society by contributing to the culture, benefits, welfare and quality of life for people throughout the world, for its prosperity as a company is directly linked to the prosperity of the entire Sharp family. We are proud of our accomplishments and eagerly await the future!

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### Achieving a Green Supply Chain Utilizing SmartWay Transport Partnership Program

Learn how shippers are working in a partnership with carriers and together reducing greenhouse gases – CO<sub>2</sub>, NO<sub>x</sub>, & PM. This program started in 2004 is working. It is not about whether global warning is real, it is about breathing cleaner air.

- What is the program about
- Why is it important
- Results the program has shown
- Risk of "Not Being In The Game"

### Mark Servidio

*Vice President – Logistics & Environmental Supply Chain*

Mark Servidio is the Vice President – Logistics & Environmental Supply Chain for Sharp Electronics Corporation. In his six years with sharp he has been very active in environmental issues. Sharp is a member of the US EPA Smartway Program and they have won the Smartway Excellence Award 3 years in a row.

Mark has 26 years experience in the supply chain area. Mark has B.S Degree in Business Administration from Southern Vermont College in Bennington, Vermont and a MBA in marketing from the University of Bridgeport in Connecticut.

# Case Study

## Convia enabled Wiremold

Convia helps companies meet energy goals by allowing for the integrated control and monitoring of plug load, lighting, and HVAC/thermostats from a simple and intelligent controls and management platform. With up-to-the-minute energy usage reports displayed on an intuitive dashboard, the technology provides for continuous adjustment of energy management strategies. This level of control enables a facility to adapt to the ever-changing needs of occupants for ongoing performance optimization. Convia was recently recognized with the 2009 Frost & Sullivan Industry Innovation and Advancement of the Year Award and named one of the top ten products of the year by Environmental Building News.

### Energy Strategies at the United States Green Building Council Headquarters

The United States Green Building Council (USGBC) recently took occupancy of their new 75,000 sq. ft headquarters space in Washington D.C. This LEED Platinum space represents the ultimate showcase of the future of energy management and metering. Learn why Convia was selected as the smart building platform for the space and how the award winning technology is helping the USGBC reach energy usage targets 50% below ASHRAE standards.

#### Sean Maguire

*Vice President Account Management*

Sean Maguire brings over 25 years of industry experience to his role as Vice President Account Management at Convia, Inc. Sean is responsible for helping companies design and implement energy management strategies utilizing Convia technology. He has been part of the design teams for many high profile sustainable building projects including the Empire State Building, Texas A&M and the United States Green Building Council.



**CONVIA**  
A HERMAN MILLER COMPANY

 **legrand®**

**Wiremold**

# Featured Presentation

[ Progressive Energy, Environment & Data Center Congress 4, February 1st – 3rd, 2010, Weston, Florida ]



## Medtronic, Inc.

Medtronic is the global leader in medical technology - alleviating pain, restoring health, and extending life for millions of people around the world. Every year, Medtronic provides medical professionals with products and therapies to help improve the lives of nearly 6 million people. Primary products include those for heart and vascular disease, neurological disorders, chronic pain, spinal disorders, diabetes, urologic and digestive system disorders, and ear, nose and throat disorders. Medtronic serves physicians, clinicians and people in more than 120 countries and employs over 36,000 people worldwide. The company is headquartered in Minneapolis, Minnesota.

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### Carbon valued at..... minus \$42! The answer to the Ultimate Question (Hitchhiker's Guide)

Is minus \$42 the answer? We still haven't agreed on that Ultimate Question! What value (monetary, social, image) will carbon reductions have in the future? What is the definition of "reduction"? Is there anyone else up there we can talk to? What is the actual total value of energy efficiency in a cost conscious, credit limited, carbon taxing world?

Tactical case studies of actual efficiency efforts are presented and show how efficiency can affect the Company's bottom line immediately. aka, earn more or spend less? Good Press or good practice?

### John Rohlf

*Corporate Energy Manager*

John is the Corporate Energy Manager for Medtronic, Inc based in Minneapolis. He developed the Corporation's first Energy Program to coordinate supply, data management and efficiency efforts into a Total Program. He is also the Chairman of the Energy Committee at the Minnesota Chamber of Commerce. John previously spent twenty years with Ford Motor Co. and has implemented energy efficiency projects in HVAC, lighting, hydro-electric, steam and compressed air systems for industrial facilities throughout North America. He holds a B.S. in Mechanical Engineering from the University of Minnesota but his true achievements have been as an assistant Scoutmaster and travel softball coach.



# Case Study

## Marathon Equipment Company

Marathon Equipment Company is the leading manufacturer of Waste Handling and Recycling Equipment. Established in 1966, Marathon has provided high quality products and innovation for more than 40 years. Over the years, Marathon has developed products that are now the standard in the industry including self-contained and stationary compactors, transfer systems, and state-of-the-art baling systems. Marathon was the first to incorporate sustainable solar power into waste compaction systems as well as other “green” features. Marathon has launched its second generation of these products, including a 100% solar powered compactor.

### Green Solutions for Waste Handling

Utilizing sustainable solar energy for compaction equipment and the use of telemetrics to achieve less emissions, greater utilization of assets, and unnecessary maintenance/service calls.

### Geoff Apthorp

*Vice President of Business Development, Engineering and Service*

Geoff Apthorp has more than 30 years experience in operations, mergers & acquisitions, marketing, innovation/ R&D, and global business development. He earned his undergraduate degree at Dartmouth College and his MBA at Dartmouth's Tuck School of Business Management. Prior to joining Marathon Equipment Company, Geoff held senior executive positions at Parker Hannifin Hydraulics Group, FMC Corporation, and General Dynamics. His primary focus at Marathon has been on new to world innovation in recycling and waste handling equipment.



# Featured Presentation

[ Progressive Energy, Environment & Data Center Congress 4, February 1st – 3rd, 2010, Weston, Florida ]



## Keystone Foods LLC

Keystone Foods LLC is a privately held company and major protein product supplier to 30,000 QSR restaurants, institutional and industrial customers worldwide. With annual sales of about 6 billion USD and 55 facilities in 14 countries, Keystone Foods processes 1.6 billion pounds of poultry and 388 million pounds of beef annually, supplying protein products to various industrial and institutional customers, and also providing full distribution services to thousands of QSR customers worldwide.

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### Implementing Sustainability - From the Board Room to the Plant Floor

This presentation will briefly summarize how the KeySTARTM program was formed, describe how the program's vision and goals were communicated throughout the organization, present the organizational structure for implementing the program, and discuss how local teams were engaged and supported, and what they have accomplished. The presentation will review how Keystone applied lessons learned during implementation of its safety program, and what has worked and has not worked for KeySTARTM local teams.



### Don Adams

*Senior Director-Global Sustainability and Technology*

Don earned his Bachelor's in Marine Engineering, his MBA in Finance and Marketing, and found time for a few hours of doctoral study in Industrial and Systems Engineering Management. Don is also a Certified Sustainable Development Professional.

Don began his career in the chemical and pharmaceutical industry, moving to the food industry experience with Perdue and has worked for Heinz/Ore-Ida and Con Agra. Don has been with Keystone Foods for 21 years, now holding the position of Senior Director-Global Sustainability and Technology, accountable for the development of the KeySTAR Sustainability Program and the leadership of the Technology and Process Development Program.

## Rockwell Software

Rockwell Software Solutions leverage Rockwell Automation's 100+ years of innovation, experience and global support. Rockwell Software solutions help manufacturers achieve energy optimization and environmental compliance objectives through Campus Enterprise Energy Management, Facilities Energy Monitoring, and Utility Plant Optimization software solutions. Rockwell Software gives leading companies an edge in achieving greater agility and ability to compete on a global scale.

### Balancing Predicted Energy Demand with Cost-Optimized Supply at The University of Iowa

Rockwell Software's Economic Energy Optimization solution balances predicted energy demand with cost-optimized supply from a utility plant. The University of Iowa implemented a Campus Energy Management solution to predict the weather-normalized steam and chilled water demand from the campus as a means to gain insight into building-level expenditures and to identify opportunities for improvement. In addition, a Utility Plant Optimization solution recommends the optimum loading of the utility plant to meet the predicted demand for energy based on the economics, capacities and emissions of the production units. The presentation will report the results of this break-through project.



**Rockwell Software**

### Angel Sustaeta

*Manager, Predictive Intelligence Solutions*

Angel Sustaeta is a Business Strategy, Market and Business Development Leader with over 18 years of extensive experience in the field of Industrial Automation, Control and Manufacturing Intelligence solutions for energy intensive process industries. He spent 14 years in technical and commercial roles at Honeywell where he was instrumental in developing the vision and managing the execution of strategic relationships with key multi-national clients. At Rockwell Software he leads the global roll-out of a portfolio of Predictive-Enterprise Manufacturing Intelligence and Energy Management applications. Sustaeta holds a BS in Mechanical Engineering from The University of Texas at Austin.

### Zuhair Mased

*Associate Director, Utilities and Energy Management*

Zuhair Mased is associate director of Utilities and Energy Management at the University of Iowa. He manages the university's energy conservation plan as part of the university sustainability initiative, working on the Energy Control Center deploying Campus Enterprise Energy Management and AMR (automated meter reading), and undertaking total campus energy mapping.

Mased has worked in both the private and public sectors. Prior to joining University of Iowa to spearhead their energy conservation efforts, Mased was a senior energy engineer and sustainable building advisor for the city of Seattle. Mased has a master's degree in energy management.



# Case Study

[ Progressive Energy, Environment & Data Center Congress 4, February 1st – 3rd, 2010, Weston, Florida ]



## Schneider Electric

As a global specialist in energy management with operations in more than 100 countries, Schneider Electric offers integrated solutions across multiple market segments, including leadership positions in energy and infrastructure, industrial processes, building automation, and data centers/networks, as well as a broad presence in residential applications. Focused on making energy safe, reliable, efficient, productive and green, the company's 114,000 employees achieved sales of more than \$25 billion in 2008, through an active commitment to help individuals and organizations "Make the most of their energy".

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### Active Energy Efficiency for Sustained Savings

We all know that energy efficiency is the fastest, cheapest, and cleanest way to tackle our energy dilemma. Less understood are the long term challenges to implementing sustained energy savings in our buildings and industry. What is required to truly optimize the energy usage? What happens after construction or project commissioning? What are the barriers to sustained savings? Through a series of real examples this presentation will address what is required for a user to make the most of their energy.

### Paul Hamilton

*SVP Energy Efficiency Programs*

Paul has been actively engaged in Schneider Electric's energy efficiency business since its inception. He supports the strategy and business development for energy management around the world. He is active in lobbying and standards, internal energy action programs, and education programs on energy efficiency.

Paul has managed various aspects of services and automation businesses for Schneider Electric. He started at GE and was involved in two successful venture startups for control software and the safety systems.

Paul resides in the Boston area, graduated from the University of Pittsburgh with a BSEE and is a Certified Energy Manager.

## Tremco Roofing and Building Maintenance

In this climate of rising energy costs, renewable energy alternatives and myriad government incentives and mandates, Tremco Roofing & Building Maintenance offers integrated solutions to effectively retrofit building envelopes (roofs, walls, windows and doors) for lower energy consumption, limited environmental impact and the lowest life-cycle costs. Our approach to energy management starts with an assessment to define goals and identify opportunities for facility enhancements and upgrades. Our turnkey building envelope solutions include leading renewable energy and cost-reducing solutions such as photovoltaic and daylighting systems, air barriers, and vegetated and cool roofing systems.

### Strategies To Impact Revenue and Risk Utilizing Energy

All business segments across the United States continue to face increasing energy costs, aging infrastructure and limited access to capital. In addition, the drive for the United States to become energy independent is creating opportunities to utilize renewable and sustainable solutions. This presentation outlines strategies to leverage high performance building solutions to reduce operating costs, to reduce risk, to extend the life of facility assets and improve revenues. The end result is a building that is sustainable, that provides a quality working environment, and reduces the carbon footprint.

### Todd Smith

*Energy Solutions Market Manager*

TODD D. SMITH, CEM, CSDP is a Certified Energy Manager and Certified Sustainable Design Professional through the Association of Energy Engineers. He is also an active member of ACHE, HFMA and ASHE. His background also includes senior positions with Duke Energy and Trane where he developed solutions to improve profitability and reduce risk for Fortune 500 companies, Education Facilities and Healthcare systems. Presently, he is the Energy Solutions Manager for Tremco, Inc., based in Beachwood, Ohio, which provides facility solutions to reduce costs and create High Performance Buildings. He received his Bachelors degree in Mechanical Engineering and his MBA from the University of Dayton



# Case Study

[ Progressive Energy, Environment & Data Center Congress 4, February 1st – 3rd, 2010, Weston, Florida ]



## Energy Management Systems Inc.

EMS has been helping companies cut costs on energy for more than 20 years. The company offers energy efficient lighting upgrades and heating/cooling control systems. EMS helps companies reduce energy consumption and cut energy costs by implementing HVAC controls and energy efficient lighting. EMS offers energy usage assessments and provides solutions to help companies reduce wasted energy to cut energy costs.

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### Save Energy — Green Your Plant — Publicize Your Efforts

You'll Learn About:

- Two projects to jump-start energy savings
- High efficiency lights
- Optimizing the heating system you already have
- Incentives available for energy efficiency projects
- Importance of publicizing your efforts
- Starting a positive energy culture
- Specific case studies!

### Dave Riggle

*President*

Spending the past three decades leading Energy Management Systems Inc., Dave Riggle is a seasoned veteran in the energy management solutions industry. After creating a regional company located in Elkhart, Indiana in 1986, Dave grew the business to a \$5 million company that has helped more than 300 companies save millions on energy costs throughout the United States.

# Case Study

## Solution Dynamics

Solution Dynamics is a nationwide organization providing evaluation, development and implementation of energy cost reduction opportunities for the industrial sector. They have extensive experience evaluating all aspects of energy consumption in complex facilities allowing them to quickly and effectively identify and develop significant energy savings opportunities using a cost effective, and “risk free” methodology.

### BRIDGING THE GAP – REACHING BEST IN CLASS ENERGY MANAGEMENT IN A BUDGET CONSTRAINED WORLD.

Calvin will describe “best in class” energy management and how to bridge the gap from where you are today to where you need to go with your energy management program. One of the primary limitations to success with implementing an energy management and carbon reduction program is the ability to secure the capital required to make energy efficiency improvements. Calvin will discuss a way to “Reach the End without the Means” in a way that is palatable to a spending coconscious management team.

#### Calvin Wohlert, P.E.

*Principal*

Calvin has over 15 years experience as an energy project developer and energy engineer. His education and career have focused on energy efficiency and related issues. He has worked for hundreds of commercial, federal and industrial facilities performing energy engineering studies, implementing and verifying energy cost savings projects.



**SOLUTION**SD  
DYNAMICS

# Case Study

[ Progressive Energy, Environment & Data Center Congress 4, February 1st – 3rd, 2010, Weston, Florida ]



## **MCEnergy, Inc.**

Since 1999, MCEnergy has offered a variety of energy services to our clients, including PowerShopping - negotiating contracts with leading electricity, natural gas and fuel oil suppliers to provide reliable energy at competitive prices. Our web-based E2Track (Energy & Environmental Track) provides clear and timely tracking information. Our Green Initiatives programs help clients buy green energy and report on their carbon footprint. Our SubMetering service ensures that electricity is being accurately measured to better manage costs and revenue.

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### **Meeting the Challenges Ahead – Energy & Environmental Performance Management**

Understanding the energy and environmental profile of your company or municipality has become especially critical in light of increasingly volatile energy markets and recent legislation mandating tracking, monitoring and reporting on environmental performance. Meg Carey, President and Founder of MCEnergy, Inc. shares with you her well-respected market expertise and industry experience while proposing creative solutions on how to navigate through the energy markets and the current legislative landscape.

### **Margaret Carey**

*President*

Margaret M. Carey, President and Founder of MCEnergy, Inc. has worked in the commercial real estate industry for over 25 years and is an expert in understanding the economic impact energy-related issues have on this industry.

Ms. Carey has been instrumental in guiding her clients through the changes in the deregulated electricity markets and has successfully negotiated many of the largest electricity supply contracts in the United States.

Ms. Carey has been quoted in several real estate and energy-related publications as well as The New York Times and The Wall Street Journal.

# Case Study

## SUNOPTICS

Since the company's founding in 1978, Sunoptics has stayed true to their original vision statement, "For an Energy Independent America Through Daylighting." Today, Sunoptics is the world leader in high performance daylighting systems for the retail, logistics, manufacturing, commercial and institutional market place. The company's patented Signature Series Prismatic Skylight is the highest light producing daylighting device available on the market while providing 100% diffusion for glare free light with less heat than even the common florescent lighting system. Sunoptics provides more light for more hours for more years allowing a building owner to dramatically reduce energy consumption.

### THE PASSIVE SOLAR POWER OF HIGH PERFORMANCE PRISMATIC DAYLIGHTING

Today, as the cost of energy and concern over the environment rises, more and more building owners and government bodies are turning to renewable energy solutions. However, at the same time, many of the buildings in the world are inefficient with as much as 30% - 50% of the energy use coming from lighting alone. High performance daylighting with controls is a very cost effective passive solar technology that addresses the needs of all of these concerns by using the power of the sun to reduce energy usage through a zero carbon output lighting source that with 5% or less of the roofing area needed for high performance lighting, is the perfect energy efficiency complement to solar power.

#### Eric Huffman

*Eastern Regional Business Development Manager*

Eric Huffman is the Eastern Regional Business Development Manager for Sunoptics, which manufactures, designs and sells high performance prismatic daylighting systems to the retail, industrial, commercial, school and residential markets. Huffman is an internationally recognized authority and speaker on daylighting with more than 16 years experience in high performance daylighting solutions.



# Case Study

[ Progressive Energy, Environment & Data Center Congress 4, February 1st – 3rd, 2010, Weston, Florida ]



**Atlas Copco**

## Atlas Copco Compressors

Atlas Copco's Compressors manufactures markets, and services oil-free and oil-injected stationary air compressors, air treatment equipment and air management systems. It also offers specialty rental services. It innovates for superior productivity in applications such as manufacturing, construction, and the process industry worldwide.

Atlas Copco is proud to have been named in the top 100 sustainable companies in the world for 4 years running at the world economic forum in Davos. Atlas Copco was also the first company in the world to launch a compressor with 'net' zero energy consumption – the Carbon Zero Compressor.

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### Optimize Your Compressed Air System

In the process of manufacturing compressed air, the largest contributor to wasted energy is heat loss. Even within the most efficient compressed air systems, only 10 to 15 percent of the energy required to operate the compressor is delivered as compressed air. When leaks and inefficient flow monitoring are added to the equation, energy waste can become astonishing. This presentation will explain some of the key concepts in working to significantly reduce your compressed air energy costs.

### Len Bishop

*AIRMaster+ Specialist*

An Electrical Engineering graduate of Michigan Technological University, Len Bishop has spent his professional career focused on industrial energy conservation. Over the past 15 years Bishop's specialty has become reducing the cost to produce compressed air in industrial facilities. He has been recognized by the U. S. Department of Energy as an AIRMaster+ Specialist. In the hundreds of compressed air audits Bishop has completed for clients he has recommended heat recovery, pressure reductions, piping changes, cooling water reductions, system automation, variable speed drive compressors, remote monitoring, leak management programs all recommended to improve plants reliability while reducing their energy consumption.

## The Raytheon Energy Conservation and GHG reduction Program

The Raytheon energy conservation program has been highly recognized across the Nation as well as internationally by the US EPA ENERGY STAR program, US EPA Climate Leaders program and the International Facilities Management Association (IFMA). The panel will focus on what Raytheon has done and is continuing to do to reach out to their employees to reduce plug load as well as how to tune up the infrastructure, conserve energy, and reduce costs. In addition, Raytheon has developed an energy survey tool which they use to identify and eliminate energy waste. The panelists will share the tools they developed to gain total employee engagement. Attendees will have an opportunity to see the tools, methods and metrics Raytheon has developed. There will be ample time to ask questions.

### Steve Fugarazzo

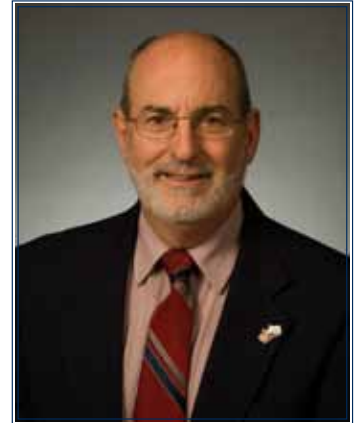
*Facilities Engineering*

*Leader of Enterprise Energy Team*

Steve Fugarazzo is the Manager of Facilities Engineering for Raytheon Integrated Defense Systems. He is responsible for facilities design, construction contracting, capital planning, and energy for the \$5 B business unit. Steve joined Raytheon in 1980. He has also worked in the consulting and construction business on domestic and foreign projects.

While at Raytheon he has been responsible for the site selection, design, permitting, construction and operations of several million square feet of facilities including executive offices, R&D labs, test facilities, manufacturing facilities and micro-electronics centers.

Steve is also the leader of the Raytheon Enterprise Energy Team consisting of the lead energy engineers from the 6 Raytheon businesses representing over 30 million Sq Ft of facilities with an annual utility budget in excess of \$100M. Under his guidance this group has developed and implemented energy conservation measures and sustainability programs which have been widely recognized and shared. Raytheon has received the coveted Energy Star Partner of the year award for the industrial sector from the EPA twice in 2003 and 2007 and the Sustained Excellence Award in 2008 and 2009, along with various awards from IFMA, the American Energy Engineers (AEE), Energy Planning Network and the Northeast Energy Efficiency Partnership (NEEP).



## Raytheon



### Reese Brentzel

*Energy Manager - Network Centric Systems*

Brentzel joined Raytheon in 1979. Prior to this position, he was the facilities and machine tool maintenance manager for Raytheon's Sherman, Texas, site. He has also held site facilities positions including supervisory roles for engineering, telecommunications, building maintenance and demand services.

Brentzel's experience includes design, installation and operation of clean rooms from class 10 to class 100,000; machine tool installations, infrastructure systems design and installations; Heating/Ventilation/Air Conditioning (HVAC), minor electrical design; building layouts; and plumbing design.

### Liz Welch

*Senior Energy Engineer*

Liz started her career at Raytheon in the Environmental field and then moved into the Energy Engineering group at the Integrated Defense Systems Business Unit where she has been working for more than 5 years. She works on various energy projects to reduce energy use at more than 10 sites across the country. Liz developed the Raytheon Energy Citizen Program and took it to a national level which has gained the support of nearly 30,000 employees. She also is a key player on the company-wide Enterprise Energy Team. Liz leads the Billing and Data Management Team, supports Demand Side Management, and worked on the development of the Raytheon Energy Survey Tool. She is also a member of the Association of Energy Engineers and has a bachelor degree in Energy and Environmental Resource Management.



# Exhibit Partners

[ Progressive Energy, Environment & Data Center Congress 4, February 1st – 3rd, 2010, Weston, Florida ]



## Excel Dryer Inc.

XLERATOR® hand dryer, The New Industry Standard, dries hands completely in 10 seconds, uses 80 percent less energy and represents a 95% cost savings versus paper towels. XLERATOR also helps qualify for LEED® Credits, is GreenSpec® Approved and the only hand dryer to be MADE IN USA Certified.



## Newton Distributing Company, Inc.

Newton Distributing Company, Inc. specializes in supplying top- quality washroom products at the best possible prices. Our best selling items include hand dryers, lavatory faucets, automatic flush valves, baby changing stations, waterless urinals, water coolers, washroom accessories and toilet partitions.



## MacroAir Technologies Inc.

Established by Walter Boyd, the inventor of HVLS commercial fan technology, and a family-owned company since its inception in 1995, MacroAir combines technology with a unique application of the laws of physics to produce air-circulating fans for use in large industrial, commercial, and agricultural/farm buildings.



## Spectrum Lighting Inc.

Spectrum Lighting Inc. specializes in manufacturing new and retrofit energy efficient lighting fixtures. We utilize LED, HID, Fluorescent and Induction lighting sources. Spectrum has been in business for 22 years in our 200,000 square foot plant and looks forward to helping you save energy, increase light levels and reduce maintenance.



## OSIsoft

OSIsoft ([www.osisoft.com](http://www.osisoft.com)) delivers the PI System—the industry standard in enterprise infrastructure for time-series data and event management. A global base of more than 14,000 installations across multiple industries relies upon OSIsoft's PI System to safeguard valuable information and deliver enterprise-wide visibility.



## Tapmaster Incorporated

Tapmaster Incorporated has been providing unique hands free faucet control systems for over 15 years. Our proprietary technology operates on water pressure, eliminating the need for sensitive electronics and expensive installation costs. Our products comply with all North American regulations for reliability and safety and our extensive product testing ensures that our products work properly throughout the course of their life cycle.



## Deco Lighting

Deco Lighting is a leading green technology lighting manufacturer offering a comprehensive product line, including architectural and commercial fluorescent, Induction, HID indoor and outdoor, LED, Solar, exit & emergency lighting fixtures and lighting controls. With headquarters based in Commerce, CA, Deco Lighting products are marketed by agents and distributors throughout the U.S. and worldwide. 800-813-DECO, info@getdeco.com, www.getdeco.com



## Adura Technologies

Adura Technologies™ is a clean energy technology company, applying low-power wireless mesh networking to the lighting controls market. The company designs, manufactures and commissions lighting management solutions for its customers. Adura's mission is to provide cost-effective solutions for the retrofit of commercial buildings so that building owners, tenants and facility managers can implement energy efficiency and load curtailment strategies to their operating costs and carbon footprint.



## Cypress Envirosystems

We provide technologies to retrofit existing facilities for energy efficiency, auto demand response, and lower maintenance costs: This includes Lighting and HVAC pneumatics for commercial buildings; steam, compressed air and rotating equipment for industrial plants. Our technologies are non-invasive, take minutes to install, and typically pay back under 18 months.



Notes:



*[ Progressive Energy, Environment & Data Center Congress 4, February 1st – 3rd, 2010, Weston, Florida ]*

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