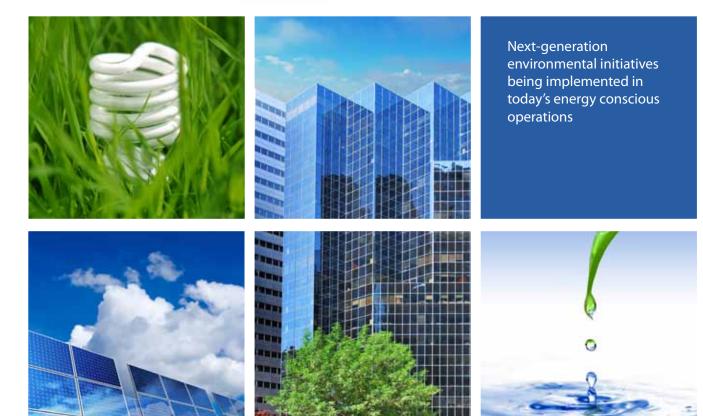
# CONGRESS PROGRAM

### PROGRESSIVE ENERGY, ENVIRONMENT & SUSTAINABILITY CONGRESS

Success stories Case Studies Panel Discussions

Executive attendance promotes learning in an intimate setting



#### Featuring multiple streams

Energy Management Environmental Management Sustainability Management



October 20-22, 2010, Sheraton Arlington Hotel, Arlington, Texas

# Welcome

[Progressive Energy, Environment & Sustainability Congress 6, October 20th – 22nd, 2010, Arlington, Texas ]



#### Welcome to the Progressive Energy, Environment and Sustainability Congress

FMA is pleased to welcome all participants to the Progressive Energy, Environment and Sustainability Congress in Arlington, Texas. Today, more than ever, issues of environmental sustainability are at the forefront of global concern, making this three-day program essential for businesses wishing to remain competitive by adopting the most up to date and responsible practices.

In a world where natural resources continue to dwindle and 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 Sustainability initiatives.

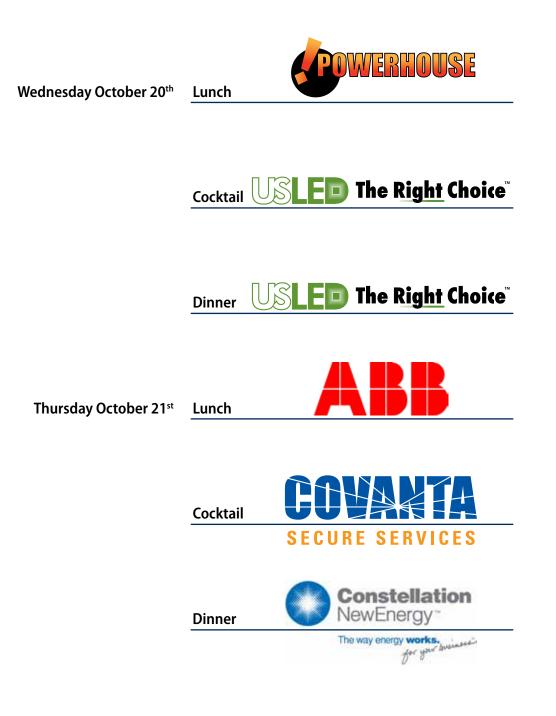
We are confident that our program will provide many of the answers that will help you exact positive change within your organization. As always, we value your input, and should you have any questions or suggestions, please do not hesitate to let us know.

- The FMA Team



### Meals Sponsored By

[Progressive Energy, Environment & Sustainability Congress 6, October 20th - 22nd, 2010, Arlington, Texas]





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We all want the same thing: affordable, reliable, clean, and secure sources of energy. The good news is that we know how to get there, and we're already on the way. Energy markets are increasingly competitive. New Smart Grid technologies are making energy use more efficient. Investments in nuclear, solar, wind, and natural gas will more cleanly provide electricity for homes and businesses today, and for the cars and trucks of tomorrow. At Constellation Energy, we understand the challenges. And we're delivering the innovative energy solutions that are helping our customers succeed and our communities prosper.

constellation.com





[Progressive Energy, Environment & Sustainability Congress 6, October 20th – 22nd, 2010, Arlington, Texas]

#### **Constellation Energy**

Constellation Energy (www.constellation.com) is a leading supplier of energy products and services to wholesale and retail electric and natural gas customers. It owns a diversified fleet of generating units located in the United States and Canada, totaling approximately 8,900 megawatts of generating capacity, and is among the leaders pursuing the development of new nuclear plants in the United States. The company delivers electricity and natural gas through the Baltimore Gas and Electric Company (BGE), its regulated utility in Central Maryland. A FORTUNE 500 company headquartered in Baltimore, Constellation Energy had revenues of \$15.6 billion in 2009.

#### Solar – A Physical Solution to a Financial Problem

Electricity prices have fallen 30% - 50% since 2008!

For many businesses and organizations struggling in today's economy, finding a way to take advantage of current low costs over the long term is a high priority. In select parts of the US, solar generated power is proving to be a viable and cost effective solution. This discussion will focus on the potential to use solar power as a means to implement a long term price hedge. Purchased under a Power Purchase Agreement, with no upfront capital, a price for power over the next 10 – 20 years can be locked in today – meeting corporate goals for price certainty and sustainability at the same time!

#### **Rose Hanzlik**

#### Senior Development Manager - Renewable Business

As Senior Business Development Manager, Rose Hanzlik develops innovative energy solutions for large consumers – both private and public. These solutions include on-site solar generation, energy consulting and sales of energy related projects developed directly with end users or in conjunction with strategic partners. Ms. Hanzlik has 20 years of energy industry experience in both supply and demand side applications of energy and has worked with Constellation Energy over the last 10 years in a variety of customer-focused roles.

#### Smart Grid: What it is, What it isn't, and why you should care.

The Smart Grid should be more than metering and more than substation control. The consumer should benefit from the Smart Grid directly. This presentation will focus on the Smart Grid, it's current state and possible alternative paths and solutions that would be more beneficial to end commercial and industrial consumers.

#### 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 led the IT project and operations teams supporting the demand response business, this included the development of the state of the art energy bidding platform for the business.







### Lead Partner

# Case Study & Interactive Workshop



[Progressive Energy, Environment & Sustainability Congress 6, October 20th - 22nd, 2010, Arlington, Texas]

The environment is everyone's responsibility. As the leader in LED lighting solutions, we're committed to doing our part.

- Maximum efficiency reduces energy usage, promoting less CO2 emissions.
- Top-quality LEDs and advanced designs reduce waste/landfill through minimal disposal of luminaires, ballasts and fixtures.
- Products are free of harmful mercury, lead, UV or infrared.

6807 Portwest Drive, Houston TX 77024 | 866-972-9191 | Fax: 713-972-9393 | info@usled.com | www.usled.com





# Case Study & Interactive Workshop

[Progressive Energy, Environment & Sustainability Congress 6, October 20th - 22nd, 2010, Arlington, Texas]

#### **US LED**

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 lumenaires 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.

#### LED Lighting - What you actually need to know! - Case Study & Workshop

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.



#### 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 has expanded the product line to include refrigeration lighting and a full line of LED outdoor lighting products.

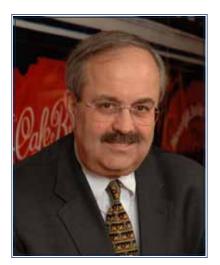




### Lead Partner

[Progressive Energy, Environment & Sustainability Congress 6, October 20th – 22nd, 2010, Arlington, Texas ]





Heineken USA

#### Heineken USA Inc.

Heineken USA Inc., the nation's premier beer importer, is a subsidiary of Heineken International BV, which is the world's most international brewer. European brands imported into the U.S. include Heineken Lager, the world's most international beer brand; Heineken Light; Amstel Light, a leading imported light beer brand; Newcastle Brown Ale, the leading imported ale in the United States; and Buckler non-alcoholic brew. Heineken USA is also the exclusive USA importer for the Tecate, Tecate Light, Dos Equis, Sol, Carta Blanca and Bohemia brands from Mexico. For a safe ride home, download the Heineken USA-sponsored Taxi Magic™ application from your smartphone at taximagic.heineken.com. Please visit www.EnjoyHeinekenResponsibly.com.

#### "Brewing a Better Future"; Heineken's Approach to Sustainability

The presentation will depict how Heineken, the world's second largest brewer by revenue, has developed and is executing a ten-year sustainability initiative, "Brewing a Better Future" (BABF), by embedding it into its operating companies around the world and effectively engaging its senior managers to deliver on the BABF vision.

The process for engaging each operating company and their senior managers will be outlined, including the aspects of the program, operating company requirements and senior leadership incentives for achieving the initiative's objectives.

Also discussed will be the breadth of the company's definition of sustainability and how it plans to embed it into the fabric of our everyday business.

Finally, there will be some additional detail on how Heineken's U.S. operating company, Heineken USA, is approaching BABF and how its existing sustainability platform has served as a model for some parts of the BABF initiative.

#### **Daniel Tearno**

SVP & Chief Corporate Relations Officer

He is a twenty-six year veteran of the American beer industry, having joined Miller Brewing Company as Manager, Northeast Government Affairs, in 1981. He subsequently served that company as Director of Federal Government Affairs and as Vice President Corporate Affairs for Molson Breweries USA, then a Miller subsidiary.

In 1995, he was appointed to his present position with Heineken USA in White Plains, NY. In this post, he is responsible for public relations, government affairs, communications, consumer affairs, alcohol policy and all CSR activities, including business ethics.

He served in the U.S. Army Reserve and was honorably discharged with the rank of Captain. He also served as a staff assistant to the late U.S. Senator Paul Tsongas (D-MA).



[Progressive Energy, Environment & Sustainability Congress 6, October 20th - 22nd, 2010, Arlington, Texas]

#### Beam Global Spirits & Wine, Inc.

Beam Global Spirits & Wine, Inc., headquartered in Deerfield, Ill., is the leading American spirits company and the fourth-largest premium spirits company in the world. At Beam Global, we aim to inspire consumers to talk about our brands. With some of the best-known brands in the world, Beam Global has centuries of product development, innovation and brand-building experience from which to build their portfolio. Beam Global supplies and markets eight of the world's top-100 premium spirits brands, including Jim Beam<sup>®</sup> Bourbon, the number one selling Bourbon in the world; Canadian Club<sup>®</sup> Canadian whisky, one of the world's leading Canadian whiskies; Courvoisier<sup>®</sup> Cognac, #1 Cognac in the United Kingdom; Laphroaig<sup>®</sup> Scotch, #1 single malt Islay Scotch whisky in the world; Sauza<sup>®</sup> Tequila, #2 selling tequila in the world; Larios<sup>®</sup> gin, top-100 premium spirit in the world; and DeKuyper<sup>®</sup> cordials #1 selling line of cordials in the U.S. Beam Global includes more than a dozen global operating and commercial facilities and approximately 3,000 employees worldwide.

#### Presentation Title: Sustainability in the Ethanol Industry – Green is Good Business

Sustainability at Beam is all about the future and balancing our business practices with the interests of our people, the environment and our profitability. By defining those environmental points of differentiation that make our products and brands unique to the competition, we can leverage them to our customers or the consumer. As we grow market share around the world, it's Beam's responsibility to give back to those communities in which we do business – including the way we protect and treat the environment. The more we reduce our carbon footprint, decrease our raw material usage, reduce waste and the use of natural resources, the more positive impact we can have on the bottom line, which can then be reinvested in our brands to drive growth. An important first step has been the establishment of an Environmental Management Committee (EMC) at Beam Global, which was formed in 2008. This cross-functional team, comprised of senior managers from key areas of the business including Global Operations, Supply Chain, Legal, Communications and Public Affairs, has made a great deal of progress in identifying our environmental sustainability opportunities in our plants, products, processes and regional offices.

#### Dr. Sid Mundkur

#### Vice President Corporate Engineering Services

Sid Mundkur is the Vice President of Corporate Engineering Services for Beam Global Spirits & Wine, Inc., leading capital projects in the Americas, and working with Corporate EHS and Continuous Improvement on Energy Sustainability, yield and efficiency improvements. Sid's team identifies best available technologies. Sid has over 15 years experience in the ethanol industry, in Engineering, Operations, R&D, and Technology Development. He first joined Beam as a project engineer working on efficient distillation design, reducing energy, and improving process efficiency, later being promoted to Sr. Engineer, and then to Distillery Manager managing Beam's largest distillery. After 10 years at Beam, Sid accepted the position as Vice President of Technology at Delta-T Corporation, a leading provider of ethanol technology, to work in fuel ethanol and renewable energy. Sid worked on reducing energy and environmental footprint, reducing water, energy requirement for ethanol plants. Sid returned to Beam in 2008 to head their engineering division and initiate and support energy sustainability and continuous improvement.





[Progressive Energy, Environment & Sustainability Congress 6, October 20th – 22nd, 2010, Arlington, Texas]







#### **Powerhouse Retail Services**

Powerhouse Retail Services is a leader in Lighting Maintenance, Sign Maintenance, General Maintenance, National Rollout, and National Installation services.

We service over 40,000 unique locations throughout North America annually.

Powerhouse relies on World Class Technology, a breadth of trades, a Network of over 185 office and warehouse locations, and an experienced and creative management team.

Lighting – if you are in need of a national lighting maintenance program or are looking for a relamp or retrofit solution, Powerhouse has the Man Power.

Installations – if you are rolling out a national sign change, fixture, kiosk, electrical, or even a software installation, Powerhouse has the Experience.

Surveys – if your survey requires real-time measurements, digital pictures, elevations, precise store counts, or bar-coding, Powerhouse has the Technology.

General Maintenance – if you are in need of interior or exterior building, parking, or facilities maintenance, Powerhouse has the Network.

#### What truly makes a project successful?

Due diligence, Execution, and Maintenance are all integral phases of any successful project, but arguably the preparation, survey, and communication channels developed during the due diligence phase can make or break a project. The implementation, or execution, and the continued maintenance are highly important, but are considered effective only if the proper work has been put into planning and communication. Powerhouse will demonstrate how strong survey work and preparation teamed with a communication plan can make implementation and maintenance feel effortless. Conversely, little effort in surveying and data capture early in a project can create an arduous and challenging implementation.

#### **David Hargrave**

#### Principal

David is one of 3 Principals at Powerhouse, and is currently the acting director of Commercial and Business Development activities as well as Merger & Acquisition evaluation. He has created, developed, and grown 2 other companies. David also spent 19 years with a Fortune 100 Company holding a variety of positions in Operations, Finance, Marketing, and Sales. From 1998 through 2009 he was on the Senior Management Team leading a sales force responsible for Three Quarters of a Billion Dollars.

**Industry Partner** 



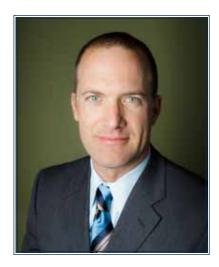
[Progressive Energy, Environment & Sustainability Congress 6, October 20th – 22nd, 2010, Arlington, Texas]

#### Scientific Conservation, Inc.

Scientific Conservation, Inc. (SCI) is the leading provider of diagnostic solutions for commercial buildings. SCIwatch, a software-as-a-service (SaaS) solution, offers facility stakeholders an automated tool to continuously monitor, diagnose, and predict building performance, without additional hardware. Through advanced algorithms and neural net technology, SCIwatch tracks subtle changes in building systems—HVAC, lighting, refrigeration, etc.—and provides recommended adjustments to maximize energy efficiency. SCI's management and technology development team include experts in green building, building automation & control, web-based software, and advanced mathematics. SCI was founded in 2007, and recently funded by top venture firms, Draper Fisher Jurvetson and the Westly Group.

#### SCIwatch—A Neiman Marcus Case Study

Neiman Marcus maintains extremely high standards when it comes to optimizing energy efficiency, extending the lifespan of strategic electrical, mechanical and HVAC systems and instituting a "zero tolerance" stance on system outages that might disrupt the customer shopping experience and compromise customer loyalty. SClwatch was enlisted to give the facilities team better visibility in managing its portfolio of building systems, or assets, across the U.S. Mark Boraski, Vice President of Property Management, will discuss how his team used SClwatch to remotely monitor & detect maintenance needs on specific assets in between and sometimes, directly after regularly scheduled maintenance.





#### **Chip Pieper**

#### VP, Business Development

Chip Pieper is a veteran of the software industry having held leadership positions at Microsoft, Sourcecode (K2), US Web as well as founding Alignsoft.net and co-founding BizStorm Software and Info-One Technology. In addition, he also co-founded Service Equity, a private equity firm. His cleantech experience began at EnFlex Corporation, an industry leading provider of facility monitoring software, then SunEdison, North America's leading solar energy services provider. Chip holds degrees from both the University of Wisconsin, Milwaukee, and Marquette University.

#### **Dave Weinerth**

#### VP, Strategic Accounts

Dave Weinerth has spent the last decade helping early-stage technology companies, mostly in the cleantech and wireless spaces. Prior to Scientific Conservation, he led business development for Xerox PARC's Energy Domain, and led a solar spinout company (SunLyne). Additionally, he founded a wireless telemetry company (Eberwhite), and has held a variety of management, sales, and engineering positions at BOC Gases, Guardian Industries, and the U.S. Army. Dave holds degrees from the U.S. Military Academy at West Point and the University of Michigan (Ross) Business School.



### **Industry Partner**

[Progressive Energy, Environment & Sustainability Congress 6, October 20th – 22nd, 2010, Arlington, Texas ]







#### **United States Postal Service**

The United States Postal Service's (USPS) mission is to provide the nation with reliable, affordable, universal mail service. The basic functions of the USPS were established in 39 U.S.C. § 101(a): "... to bind the Nation together through the personal, educational, literary, and business correspondence of the people. It [the USPS] shall provide prompt, reliable, and efficient services to patrons in all areas and shall render postal services to all communities." The USPS delivers to more than 150 million addresses six days a week, and picks up pre-paid letters and packages at the time of delivery. The USPS is a wholly owned business of the federal government and is the largest of the world's posts, delivering more than 40% of the world's mail.

#### USPS Energy Management Program

The USPS Energy Management Program presentation provides an overview of the comprehensive and aggressive Postal Service initiative to meet, and exceed, federally mandated energy reduction requirements. The mission of the Postal Service energy initiative is to reduce energy, water, and waste in USPS facilities with the lowest possible facility-related energy cost and impact to the environment. The strategy to accomplish this objective within the framework of the vast USPS building portfolio of over 33,000 facilities will be presented by Tom Samra, Facilities Vice President.

#### **Tom Samra**

#### Vice President, Facilities

Tom Samra was named vice president of Facilities in November 2005. Samra reports to the Senior Vice President of Operations and is responsible for one of the largest civilian construction programs in the U.S. He oversees all Postal Service properties, including 8,203 owned and 26,594 leased facilities containing 326 million interior square feet currently valued at more than \$20 billion. In addition, he is responsible for the disposition and/or redevelopment of excess properties. Samra has 36 years of project development and facilities management both domestically and internationally.



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#### **Owens Corning**

Owens Corning (NYSE: OC) is a leading global producer of residential and commercial building materials, glass-fiber reinforcements and engineered materials for composite systems. A Fortune 500 Company for 56 consecutive years, Owens Corning is committed to driving sustainability by delivering solutions, transforming markets and enhancing lives. Founded in 1938, Owens Corning is a market-leading innovator of glass-fiber technology with sales of \$4.8 billion in 2009 and about 16,000 employees in 28 countries on five continents. Additional information is available at www.owenscorning.com.

#### Winning with Green

Sustainability – How does it apply to your business? Is it another fad? Will it cost more? Is it just another headache? Do you have to be a tree hugger? Here is your opportunity to find out more about Sustainability. You might find you are already doing it! Explore the steps taken by Owens Corning in a presentation by Gale Tedhams, Director, Sustainability, Green Products and Communications, Owens Corning.

#### **Gale Tedhams**

#### Director, Sustainability, Green Products and Communications

Gale Tedhams is Director of Sustainability for Owen Corning, responsible for leading the company's global sustainability strategy with a focus on greening the company's product lines and communication on Owens Corning's commitment to sustainability. She is also President of LEWAS (Lake Erie West Alliance for Sustainability), sits on the Lucas County, Ohio, Sustainability Commission and is a trained presenter for The Climate Project.

Gale joined Owens Corning in 1978 as an environmental engineer and has held numerous leadership roles across several businesses, including manufacturing leadership in the US and Europe, product management and global diversity leadership.





### INNOVATIONS FOR LIVING®

[Progressive Energy, Environment & Sustainability Congress 6, October 20th – 22nd, 2010, Arlington, Texas ]







#### Shred-it USA, Inc.

Shred-it is the world-leading information security company providing document destruction services that ensure the security and integrity of clients' private information. Shred-it Operates 140 service locations in 16 countries worldwide servicing more than 150,000 global, national and local businesses, including the world's top intelligence and security agencies, more than 500 police forces, 1,500 hospitals, 8,500 bank branches and 1,200 universities and colleges.

#### **Considerations for Information Security**

During this session you will learn about some of the leading preventable causes of information breaches that can affect your company's brand name and bottom line. We will examine the common mistakes and oversights often made when procuring information security services and their potential consequences. You will learn about practical considerations that Facility Management leaders should take into account when implementing or evaluating your information security practices.

#### Andrew Lenardon

#### Director, National Accounts

Andrew has been with Shred-it as the Director of National Accounts for North America for the past 2 years. He brings more than 16 years of Sales/Marketing and Leadership experience having previously worked with companies in the communications, manufacturing and retail industries. Andrew has worked with brand name clients in the US and Canada to develop solutions for their information security, telecommunications, network security and IT professional services needs. Andrew lives in Toronto and travels extensively through the US and Canada.

### **Industry Partner**



[Progressive Energy, Environment & Sustainability Congress 6, October 20th – 22nd, 2010, Arlington, Texas]

#### **Covanta Secure Services, LLC**

Covanta Energy is the world's largest owner/operator of Energy-from-Waste facilities, generating clean, renewable energy, around the clock and across the globe. Covanta Secure Services provides manufacturers a sustainable Energy-from-Waste waste disposal solution that complements industry's efforts to reduce, reuse and recycle. The Covanta process recovers Clean, Renewable energy and reduces the volume of waste sent to landfills. In addition to helping manufacturers achieve their Sustainability Goals, Covanta also offers secure disposal options for companies that require Certificates of Disposal and Witness Destruction services.

#### Energy-from-Waste: A Solution for Corporate Sustainability

Companies like yours are making great progress toward achieving your sustainability goals. Similar to environmental and safety performance, sustainability is a process of continuous improvement. Covanta will review the steps several manufacturing customers have followed to become more sustainable and how Covanta's process to recover Energy from Waste compliments the EPA hierarchy to Reduce, Reuse and Recycle. We will also discuss how Covanta can support government agencies, institutions and municipalities as they seek alternatives to landfill disposal, strategies to reduce greenhouse gas emissions and reliable sources of renewable energy.

#### Joe Hrapchak

#### Director, Sales and Marketing

Joe Hrapchak is Director, Sales and Marketing for Covanta Secure Services, LLC, a subsidiary of Covanta Energy. Joe and his team are responsible to help customers achieve their sustainability and secure disposal goals by using Covanta's Energy-from-Waste facilities for waste materials that remain after recycling.

During his 17 years with Covanta, Joe has been integral to the national expansion of the Assured Destruction and Landfill Reduction services provided by Covanta. In addition, the Covanta team has responded to help customers with unique waste challenges, creating programs to manage the disposal of: municipality collected household pharmaceuticals, waste packaged in steel drums, liquid wastes in bulk and commodity mail-back disposal programs.

#### Paul Gilman

#### **Chief Sustainability Officer**

Paul Gilman joined Covanta in 2008 as Covanta Energy's first Senior Vice President and Chief Sustainability Officer. He has held several senior government positions including the Assistant Administrator for Research and Development and Science Advisor at the U.S. Environmental Protection Agency, Associate Director of the White House Office of Management and Budget for Natural Resources, Energy, and Science, and Executive Assistant to the U.S. Secretary of Energy for technical matters. Mr. Gilman also served as the Executive Director of life sciences and agriculture divisions of the National Research Council of the U.S. National Academies of Sciences and Engineering.







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[Progressive Energy, Environment & Sustainability Congress 6, October 20th – 22nd, 2010, Arlington, Texas]







#### **ITT Corporation**

ITT Corporation is a high-technology engineering and manufacturing company operating on all seven continents in three vital markets: water and fluids management, global defense and security, and motion and flow control. With a heritage of innovation, ITT partners with its customers to deliver extraordinary solutions that create more livable environments, provide protection and safety and connect our world. Headquartered in White Plains, N.Y., the company generated 2009 revenue of \$11 billion. www.itt.com

#### Managing a Diverse Corporate Sustainability Portfolio

Experiences and recommendations for selling and managing a corporate sustainability program including specific program descriptions and engagement activities.

#### Alan Leibowitz

#### Director of Environment, Safety, Health & Security

Alan Leibowitz is Director, Environment, Safety, Health and Security for ITT Corporation. In this position he leads the worldwide team addressing ESH&S issues for this \$11 billion dollar international supplier of advanced technology products and services. He is a graduate of Drexel University with a Master's degree in Environmental Science with extensive postgraduate training at the Columbia University of Public Health.

Alan is a leader in professional and industry group activities including his current role on the Board of Directors of the American Industrial Hygiene Association (AIHA).



Engineered for life



[Progressive Energy, Environment & Sustainability Congress 6, October 20th - 22nd, 2010, Arlington, Texas]

#### **U.S. General Services Administration**

The U.S. General Services Administration is sometimes called "the Government's Landlord". Created in 1949 the Agency is the central procurement and business arm of the Federal Government. GSA R7 encompasses Arkansas, Louisiana, New Mexico, Oklahoma, and Texas. The Region constructs, manages, operates and leases some 1,350 federally owned and leased buildings in its five States. GSA supports the missions of other Federal Agencies. GSA's mission is to use its expertise to provide innovative solutions for its customers, and foster an effective sustainable and transparent government for the American People.

#### Sustainability, energy efficiency and good business decisions

The GSA Greater Southwest Region (Region 7) has taken significant steps to improve the energy efficiency of its building portfolio and to increase the sustainability of its operations. The Region has used ESPC contracts, advanced energy metering, reverse auction utility and renewable energy procurement, and other methods to improve its operations and its cost effectiveness. Region 7 is currently the most energy efficient of all 11 of GSA's regions. With 44 Energy Star certified buildings the Region is now also starting to bring on-line LEED certified new construction projects. GSA has program guidance that requires all new construction to be targeted to LEED certification.

#### **Kevin Myles**

#### Program Manager/Sustainability Coordinator/Subject Matter Expert

Kevin Myles graduated from Metropolitan State College in Denver (BA 1975) and received his Juris Doctorate (Law) from the University of Tulsa in 1977. Kevin practiced litigation, energy and corporate law, natural resources, oil and gas, and environmental law, in Denver, Colorado for many years. In 1990 Kevin joined the U.S. General Services Administration Regional Counsel's Office in Fort Worth. In 1999 he was recruited into GSA's Public Building Service where he currently is employed. Kevin and his wife Darlene have two sons and five grandchildren.





[Progressive Energy, Environment & Sustainability Congress 6, October 20th – 22nd, 2010, Arlington, Texas ]







#### Ameresco

Ameresco, Inc. is the nation's largest independent energy services company delivering long-term customer value through innovative systems, strategies and technology. As a full service engineering and construction management firm Ameresco provides energy related engineering, project development & construction management services to Federal, State, and Local Government activities. Services include energy & water conservation projects, renewable energy and cogeneration plants, feasibility & design engineering services, training, utility bill analysis, energy master planning, utility system analysis, project financing.

#### Energy Savings Performance Contract US Army Adelphi Laboratory Center

ALC is a 207 acre site in Maryland, with 36 buildings with 1.1 million sq ft. The goals were to become compliant with Federal Energy Laws, significantly reduce operating cost, modernize aging energy infrastructure, and enhance energy security for critical operations with little upfront capital. The partnership initially identified over 45 ECMs; the Site Survey studied 37 ECMs; the Feasibility Study investigated 30 ECMs; 14 ECMs were proposed; and 12 ECMs were approved for implementation. Also included was full O&M for project's major equipment. All project goals are anticipated to be exceeded with overall energy reduction of approximately 50%.

#### William, (Bill) Saulino

#### Business Development Manager

Mr. Saulino has over 25 years of experience in providing best value energy solutions for public and private sectors. He has implemented over \$100 million of traditional and cutting-edge technologies including renewables. Bill holds BA, BS, & MBA advanced degrees, is a certified energy manager (CEM) and certified cogeneration professional (CCP). Trained in Siebel and Miller-Heiman business development and Wilson Learning Systems Leadership, and is treasurer of Washington, DC Chapter of Assoc Energy Engineers. He has recently completed a LEED AP training class; Mr. Saulino is recipient of 2008 Presidential Award in Leadership in Federal Energy Management.



[Progressive Energy, Environment & Sustainability Congress 6, October 20th - 22nd, 2010, Arlington, Texas]

#### Dyson Inc.

Design at Dyson is about challenging the norm, developing new technologies and making things work better. Dyson's 650-strong Research, Design and Development department consists of engineers, scientists and technicians who are tasked with designing, developing and testing new and different technology - the very lifeblood of Dyson.

Dyson engineers and scientists took 3 years to create an entirely new type of hand dryer and in 2008, Dyson launched the Airblade<sup>™</sup> hand dryer in the US that revolutionized a tired and neglected product category.

The Dyson Airblade<sup>™</sup> hand dryer creates a high speed sheet of filtered air that literally scrapes hands dry in just 12 seconds.

#### Life Cycle Analysis: the challenges and opportunities

Sustainability is increasing in importance . It is grabbing the attention of consumers and is a growing factor in decision-making for businesses. But rather than cater to trends calling for green products, life cycle analysis presents a tremendous opportunity for manufacturers to uncover environmental hot spots, spark inventiveness and focus resources where they can make the most impact, and as a result, deliver better value. This presentation will cover the current situation in the USA regarding the pressures on the corporate world as they balance cost management, a desire for efficiency and effectiveness alongside an ever increasing environmental movement.

#### **David Walker**

#### Managing Director, Dyson B2B, Inc.

David joined Dyson in 2006 to launch the Dyson Airblade<sup>™</sup> hand dryer in the UK. After moving to take over the European market for Dyson, David moved to the USA in July 2009 to run the US Commercial Operations for Dyson. Before joining Dyson, David spent six years at Sky Television, a News Corporation company, working as Head of Sales in the Business division. David started his career at Barclays Bank, where he spent many years in the offshore banking service division based in London and Switzerland.

David has given a number of key presentations in Europe, including the SDUK and Sustainable Development conferences in London in 2008 and 2009.



### dyson airblade

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#### **TPC Group**

Headquartered in Houston, Texas, TPC Group is a leader in providing highly specialized lines of chemical products to major chemical and petroleum-based companies worldwide. As North America's largest producer of finished butadiene and the largest producer of butene-1, companies around the globe rely on TPC Group as their dependable supplier for hydrocarbon processing and other specialty chemicals. TPC Group is the sole producer of chemical grade diisobutylene in North America and the second largest active merchant producer of high purity isobutylene in North America. TPC Group's products are sold to a wide range of performance, specialty and intermediate markets, including synthetic rubber, fuel additives, plastics and surfactants.

TPC Group operates manufacturing facilities in the industrial corridor adjacent to the Houston Ship Channel, the heart of the world's largest chemical processing center. In addition, TPC Group operates facilities in Port Neches and Baytown, Texas, as well as a product terminal in Lake Charles, Louisiana.

#### Energy - A Key Component to TPC's Sustainability

TPC Group has implemented a strong energy management program that includes awareness at all levels of the company, integration of the program into the businesses, an ongoing capital program and optimization program designed to optimize the energy use, and a robust procurement / sales strategy. The program includes robust systems and procedures to guarantee sustainability. Examples from the daily program management and the high level awareness discussions as well as results from the last several years and current focus areas will be discussed.

#### Sarah Haynes

#### Global Energy Manager

Sarah is the Global Energy Manager for TPC Group. In her role, Sarah is responsible for managing TPC Group's energy portfolio, including managing a corporate wide robust energy program, optimizing energy usage, and establishing the energy budgets for TPC Group.

Sarah has 15 years of experience in the Chemical Industry, in roles ranging from Production and Process Engineering, Logistics Team Manager, and Production Assurance Manager. She has a B.S. degree in Chemical Engineering from Louisiana Tech University.



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#### AT&T

AT&T Inc. (NYSE:T) is a premier communications holding company. Its subsidiaries and affiliates – AT&T operating companies – are the providers of AT&T services in the United States and around the world. With a powerful array of network resources that includes the nation's fastest 3G network, AT&T is a leading provider of wireless, Wi-Fi, high speed Internet and voice services. A leader in mobile broadband, AT&T also offers the best wireless coverage worldwide, offering the most wireless phones that work in the most countries. It also offers advanced TV services under the AT&T U-verse (SM) and AT&T "DIRECTV" (SM) brands.

### The AT&T Energy Program – Driving Visibility, Accountability and Progress in a Large Organization

An overview of how AT&T structures and manages its Energy Program to increase the visibility, accountability and progress related to energy use across a global organization that is experiencing escalating demand for electricity as a result of expansive business grown.

#### John Schulz

#### Sr. Manager, Energy

John Schulz is a Senior Manager on AT&T's Energy Team. John is responsible for developing and managing AT&T's operational programs in several areas related to sustainability, including Energy Business Intelligence, Greenhouse Gas Measurement and Analysis, Water Management, and Waste Diversion and Recycling. John has held a wide range of positions in the Corporate Real Estate, IT, Sustainability and Energy organizations during his time at AT&T. John is a LEED GA, received his BA from Trinity University in San Antonio, TX and his MBA from The University of Texas as Austin.





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#### **EPS** Corp

EPS delivers comprehensive energy intelligence services that enable Fortune 1000 companies to reduce energy usage and carbon emissions, and realize those savings on a persistent basis for a competitive advantage.

EPS provides the right information – at the right time – including carbon accounting data, to enable decisions that improve energy efficiency, decrease costs by up to 25%, achieve sustainability goals, and grow top-line revenues.

The company's integrated product and services suite is delivered using The EPS Way<sup>®</sup>, an innovative three-step process that maximizes energy and carbon reductions through financially compelling solutions.

Visit www.epsway.com for more information.

#### Getting Tangible Results from Sustainability

Manufacturers in every industry are setting sustainability goals. Yet moving from mere goals to achieving substantial results that can be maintained on a long-term basis remains a challenge for many companies.

To be successful, companies must be able to view, manage and reduce real-time energy use and carbon emissions from their manufacturing operations and their upstream supply chains...and the ability to tie energy consumption and GHG emissions back to the bottom line so they can prioritize the initiatives that will deliver the greatest results and increase profitability.

Attend this session to learn the best practices and proven tools for achieving your sustainability goals.

#### Jay Zoellner

#### CEÒ

Mr. Zoellner has more than 25 years of operating and management experience in the energy business, having started his career as an officer in the US Navy's nuclear submarine service. He moved into private industry and quickly gained years of direct profit and loss management experience at ABB and Enron. While there, he successfully grew his business units through mergers and acquisitions, sales and new services. His experience includes power plant operation; construction and consulting; high voltage substation design/build projects for major western utilities; major steam system and generator replacements; and multiple energy efficiency projects at commercial and manufacturing facilities.





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#### Arup North America Ltd (Arup)

We are an independent firm of designers, planners, engineers, consultants and technical specialists offering a broad range of professional services. Through our work, we make a positive difference in the world. We shape a better world.

#### **Financial Mechanisms for Energy Efficiency**

#### **Mike Sweeney**

#### Associate Principal

Michael Sweeney is passionate about bringing energy conscious and financially optimized solutions to reality for our clients. As an Associate Principal, Michael brings a depth of experience in energy efficient building design, retro-commissioning, and energy infrastructure master planning. Michael's experience also includes commissioning of new construction projects and renovation to existing facilities for energy saving purposes. His focus on optimization of energy and capital costs has included complex designs such as campus central plants with thermal storage, retrocommissioning of laboratory and manufacturing facilities, as well as master planning of College Campus energy distribution systems. Michael's skills in quality assurance, project management, computer simulation modeling, utility tariff modeling and financial analysis supplement an energy economics background.



# ARUP

[Progressive Energy, Environment & Sustainability Congress 6, October 20th – 22nd, 2010, Arlington, Texas]







#### **Bell Helicopter, Textron**

Bell Helicopter is On a Mission to change the way the world flies with superior vertical lift that saves lives, preserves freedom and provides customers exceptional value.

Bell Helicopter, a wholly owned subsidiary of Textron Inc., is an industry-leading producer of commercial and military, manned and unmanned vertical lift aircraft and the pioneer of the revolutionary tilt rotor aircraft. Globally recognized for world-class customer service, innovation and superior quality, Bell's global workforce serves customers flying Bell aircraft in more than 120 countries.

#### Sustainability Programs at Bell Helicopter

Bell Helicopter has worked to reduce energy use and improve environmental footprint for more than a decade. This activity has been given additional focus when Textron announced 20/15 goals to reduce energy, waste and Greenhouse gas emissions by 20% compared to 2008 baseline values. This presentation will outline current progress on 20/15 goals and plans to expand the program to the full product life-cycle.

#### **Craig Lieberman**

#### IFPS - Sustainability Programs

Craig Lieberman is an Aerospace Engineer and certified Six Sigma Black Belt working for Bell Helicopter, Textron with a specialty in Sustainability. Craig joined Bell Helicopter in 2004 and has worked energy related projects for Bell since 2007.

One project included the Compressed Air Savings Head-start initiative which won the iSixSigma Largest Breakthrough Projects in the Environmental category in 2009.



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#### Federal Bureau of Investigation (FBI)

The FBI is the principal investigative arm of the United States Department of Justice. FBI has the authority and responsibility to investigate specific crimes assigned to it, including environmental crimes. FBI's mission is to uphold the law through the investigation of violations of federal criminal law; to protect the United States from foreign intelligence and terrorist activities; to provide leadership and law enforcement assistance to federal, state, local, and international agencies; and to perform these responsibilities in a manner that is responsive to the needs of the public and is faithful to the Constitution of the United States.

#### Sustainability Efforts at FBI: Struggles and Early Accomplishments

The federal government's sustainability efforts are driven primarily by statutory requirements (e.g., the Energy Independence and Security Act of 2007) and "greening" Executive Orders. With sustainability goals in myriad areas -- including greenhouse gases, energy/water efficiency, and sustainable building design -- federal agencies grapple with reconciling their organizational structures and missions with environmental protection and sustainability. This presentation provides an overview of FBI's sustainability efforts, struggles, and early accomplishments. Much of our success will hinge on our ability to partner with private industry as we design, operate, and outfit our facilities.

#### Scott Bohnhoff

#### Unit Chief, Occupational Safety and Environmental Programs

Scott Bohnhoff is responsible for the development, implementation, and oversight of all occupational safety, environmental, industrial hygiene, and fire protection functions at the FBI. Mr. Bohnhoff is responsible for ensuring that FBI conducts its operations and manages its facilities in a safe, environmentally compliant and sustainable manner. The FBI is in the process of implementing a multi-tiered Environmental Management System at the headquarters, facility, and field office levels to proactively manage environmental risks. Prior to joining the FBI, Mr. Bohnhoff managed similar compliance functions at the Pentagon, as well as, in other DoD entities and within private industry.





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Built for a lifetime."

#### Kaeser Compressors, Inc.

Kaeser is the leader in providing reliable and energy efficient compressed air systems for the industrial user. At the same time, we recognize that products are only part of the efficiency picture. The greatest efficiency gains are achieved through proper system design. In the course of helping many customers achieve better energy and production efficiencies, Kaeser has refined air audit techniques. The result is our Air Demand Analysis program offering a unique combination of affordability, convenience, and completeness. As an ENERGY STAR Partner, Kaeser is committed to helping industrial users increase compressed air system performance while saving energy and reducing maintenance costs.

#### Controlling Multiple Compressors in a System

According to the U.S. Department of Energy, as much as 50% of compressed air is wasted through leaks, inappropriate uses and artificial demand. Total elimination of these factors is unrealistic, but it is possible to reduce their impact by 2/3. However, without proper system control, even significantly reducing demand may have little effect on the system's overall energy consumption.

The solution is to add modern master controls to the compressed air station. Master controllers optimize the control strategy and use compressors at their most efficient design point or turn them off, and allow the system to generate compressed air at the lowest acceptable pressure.

#### **Wayne Perry**

#### Technical Director

Wayne Perry has over 30-years experience in all aspects of the compressed air business. As Technical Director for Kaeser Compressors, he strengthened Kaeser's systems approach by implementing a system-based technical training program for company representatives. He worked with Kaeser and the U.S. Department of Energy (USDOE) to develop and implement Kaeser's USDOE Allied Partner agreement, and is Kaeser's representative to Compressed Air and Gas Institute (CAGI). Since 2002, he has worked as a Compressed Air Expert for the United Nations Industrial Development Organization. He is published nationally and internationally, and writes a regular column for Compressed Air Best Practices Magazine.

### **Industry Partner**



[Progressive Energy, Environment & Sustainability Congress 6, October 20th - 22nd, 2010, Arlington, Texas]

#### ABB Inc.

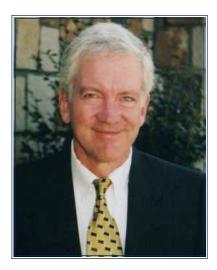
ABB is a global leader in power and automation technologies that enable utility and industry customers to improve performance while lowering environmental impact. With about 117,000 employees we are close to customers in around 100 countries.

With our technology leadership, global presence, application knowledge and local expertise, we offer products, systems, solutions and services that allow our customers to improve their operations – whether they need to increase their energy efficiency or raise productivity in a factory.

Our people work together seamlessly to deliver benefits for our customers. Our way of doing business is values-based, leadership-driven and performance-oriented.

#### Using energy management to drive profitability and sustainability

The continued rise in energy costs has significantly impacted the profit margins of manufacturers, and while the introduction of alternative fuels may lessen this impact, it adds new complexities to the overall management of energy throughout a single facility, and especially from the corporate perspective. This session will examine this problem and showcase a solution that addresses this issue while increasing profitability in a sustainable fashion.





#### **Mark Reed**

#### Automation, Data Center Industry Segment Initiative

Mark Reed has over 29 years of experience in automation system sales and design for pharmaceutical, biotech, chemical, and other industrial facilities. For the last 26 years, Reed has worked for ABB Inc as a Principal Account Manager specializing in automation systems for the life sciences and chemical industries. Reed has been actively involved with the successful introduction and sales of each of ABB's automation systems. Currently, he works with ABB's Data Center Industry Segment Initiative for automation and the MOD300 evolution program. He graduated with a Bachelors degree in chemical engineering from North Carolina State University in 1981. He is a member of ISPE and ISA.

### **Industry Partner**

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#### Autoliv

Autoliv Inc., the worldwide leader in automotive safety systems, develops and manufactures automotive safety systems for all major car manufacturers. The company maintains facilities in all major vehicle markets worldwide, providing global customers with local access to its team of safety professionals in 29 car-producing countries. Autoliv actively contributes to a sustainable society through its environmental management systems and has received several awards for pollution prevention and waste management. All five of the company's plants in Utah have been awarded the Shingo Prize for Excellence in Manufacturing for exemplary implementation of lean manufacturing principles.

#### Autoliv's approach to Reduce Reuse Recycle

Reduce, reuse, recycle are known as the three R's of the environment. Each one is important but each gets progressively less valuable. Oftentimes, environmental engineers spend more time and effort on recycling than they do on reducing waste. Yet reducing waste is of far greater value to the environment. At Autoliv, we bring our focus and resources to bear on reducing waste thereby minimizing the recycling requirements.

#### Leonard Barton

#### Environmental Manager

G. Leonard Barton, CHMM is an Environmental Manager for Autoliv with responsibility for facilities located in the US, Canada, Mexico and Brazil. He is a Certified Hazardous Materials Manager with a Bachelors Degree in Environmental Studies from Utah State University. Leonard's areas of experience include ISO 14001, regulatory compliance and energy conservation. He previously served as President of the Utah Pollution Prevention Association and Chair of the Safety Health and Environmental Committee of Automotive Occupant Restraint Council.



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#### JDSU

JDSU (NASDAQ: JDSU) (TSX: JDU) enables broadband and optical innovation in the communications, commercial and consumer markets. JDSU is a leading provider of communications test and measurement solutions and optical products for telecommunications service providers, cable operators, and network equipment manufacturers. JDSU is a leading provider of innovative optical solutions for medical/environmental instrumentation, semiconductor processing, display, brand authentication, aerospace and defense, and decorative applications. More information is available at www.jdsu.com.

#### JDSU's Global Energy Program – A Review

JDSU is starting the fourth year of its energy program which is delivering 18% in savings. This session will summarize the program strategies and provide several easy to follow examples.

#### **Robert Ule**

Global Energy Manager

Robert Ule is the Global Energy Manager for JDSU. He is a program manager with 30 years of facility and equipment experience in heavy industries such as vacuum metallurgy and shipyards. Degrees include a Mechanical Engineering Degree from the Naval Postgraduate School and a BS in Engineering from Harvey Mudd.





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#### Dome-Tech, Inc.

Dome-Tech, Inc. is a world class energy engineering and professional consulting services firm that ensures sustainable, high performance environments throughout a building's lifecycle. This is achieved through reducing energy consumption and climate impact while providing a healthy and productive work environment.

Comprehensive services span both existing buildings and new construction and include energy audits, energy procurement, retro-commissioning, commissioning and sustainable building consulting.

#### Making your energy master plan actionable

One of today's challenges for building owners and managers includes rising energy costs coupled with tight operating budgets and resources. Facilities can optimize current systems and prioritize improvements strategically to yield greater energy conservation. Taking a look at case studies of a few major facilities in the northeast will demonstrate how various strategies can be leveraged to make energy plans actionable and plot for greater savings and efficiencies over time.

#### Ed Liberty

#### Vice President

Ed is Vice President of Dome-Tech, Inc., holding this position since 2008. Before joining Dome-Tech, Ed held Director positions in asset development, key account management, energy services and gas transportation services at NUI Corporation, a diversified natural gas utility, energy trading and telecommunications holding company. Ed has also held various management positions in power plant operations and maintenance, project development and energy services with Public Service Electric & Gas (PSE&G) Company and Public Service Enterprise Group (PSEG). Ed holds a BSME degree from Newark College of Engineering at the New Jersey Institute of Technology.

### **Industry Partner**



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#### Hara

Hara helps organizations grow and profit while optimizing natural resource consumption and minimizing environmental impact. The Hara<sup>™</sup> Environmental and Energy Management solution enables organizations to manage and optimize their organizational metabolism – the collective resources consumed and resulting outputs across an organization and its value chain – including energy, water, waste and carbon. Hara's customers include leading organizations Aerojet, Akamai, City of Las Vegas, City of Philadelphia, Coca-Cola, Hasbro, Intuit, News Corporation, Reed Elsevier, Safeway and Simply Energy. Learn more at www.hara.com.

#### From Reporting to Reduction: The Resource Optimization Imperative

Effective environmental and energy management is now a business imperative. Management and optimization of natural resource consumption and GHG emissions can't wait – and it must be highly transparent. In this new era, leading companies and organizations are taking a comprehensive approach to establish an auditable environmental and energy system of record, identify, prioritize, and track reduction strategies and projects, and leverage best practices across stakeholders. This session will discuss how organizations are making sustainability a competitive and profitable advantage by increasing operational efficiency, maximizing brand and shareholder value, and managing risk.





#### **Jason Smith**

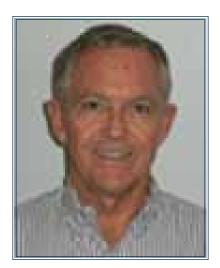
#### Solutions Engineer

Jason Smith is a Solutions Engineer at Hara. Previously, Jason was the VP of key accounts at ClimateCHECK. Prior to that, he was the executive director of LiveNeutral. Jason has also been a faculty member at the Greenhouse Gas Management Institute where he authored and taught the course on guidance for the Carbon Disclosure Project's respondents. Jason has an MBA in sustainable management from Presidio Graduate School, where he continues to lecture and also sits on the board of Climate Cycle, a fundraiser created to bring renewable energy to public schools across the country.

### **Industry Partner**

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#### The Exchange (Army and Air Force Exchange Service)

As a military command with a retail mission, the Exchange, the Department of Defense's oldest and largest retailer, has initiated energy-savings initiatives to reduce environmental impact while strengthening benefits for troops and their families.

With more than 3100 facilities and some 12.2 million authorized shoppers worldwide, the Exchange and its customers' impact on the environment cannot be overstated. Our military and civilian leadership are dedicated to ensuring operations are taking the steps necessary to make the communities we serve better places to live, work and shop.

#### The Exchange Organizes and Uses Federal Sustainability Policies

For over a decade, multiple Presidents and Congress have made it clear they want our Federal Organizations to lead the way in Sustainability. The plethora of policies and Executive Orders that have been issued ensure we understand the priority of sustainability.

'The Exchange Organizes and Uses Federal Policies' presents a way to simplify, untangle and understand multiple policies written different ways by different organizations. Warning: Use of this format may result in less confusion and status of 'policy expert.'

#### **Mel Hendricks**

Corporate Energy Program Manager

Mel Hendricks, is the Corporate Energy Program Manager for the Army Air Force Exchange Service (AAFES). In his >20 years experience in Sustainability, Energy, and Controls management at Texas Instruments and AAFES Mel led conversions of isolated existing building systems at multiple sites to connected, seamless, standardized, welldocumented, cost-effective energy saving solutions.

Among many other projects, Mel used CO2 based demand controlled ventilation to reduce office HVAC energy by over 20% in 2M SqFt of office. With others, he published and presented at the World Energy Engineering Congress.

He received a BS Electrical Engineering from UT Austin and obtained P.E., LEED-AP, CEM.



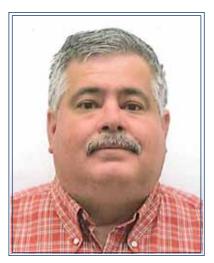
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#### The Gambrinus Company

Privately held, The Gambrinus brews, markets and sells high-quality craft beers from its breweries in Shiner, TX, Portland, OR, Berkeley, CA and contracts one brand's production to a regional brewery in New York. Its largest brewery in Shiner will produce approx 500,000 barrels this year. The 101-year old brewery has grown from 20,000 barrels in its year of acquisition (1989). Led by its hand's-on President and owner, Carlos Alvarez, the company is enjoying steady growth at its breweries as it builds its brands and expands its operations.

### Case Study: "An Independent Brewery's Methodology and Reality of Balancing ROI with Environmental Stewardship"

A brewery has made decisions across a three-year window to maximize environmental benefit. After computation of GHG footprint, the first step was to identify an engineering partner to leverage know-how. Engineering from EPS proposed and prioritized appropriate energy reduction measures...and project managed, supervised, and trained brewery staff. A cluster of energy reduction projects implemented over the course of a year at a budget of \$1 million provided confidence-building and familiarization and after handover, design and management of an anaerobic wastewater treatment plant-biogas generation was committed for \$4 million which goes on stream in late 2010. Key learning will be shared.





#### Jaime Jurado

#### Director of Brewing Operations

Jaime Jurado has served as Director of Brewing Operations at The Gambrinus Company since April 1997. He is responsible for production, quality management and improvement of the three breweries owned by the company and for a specific range of beers manufactured for it at a contracted brewery. His role includes strategic projects and prioritizing and defending asset investment in the plants and mapping out operating standards, operational costs, and he is intimately involved in productivity increase efforts. He is also responsible for elements of capital works engineering, ingredient selection and materials' contract negotiation. He has over 27 years of experience in brewing.

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#### A.O. Smith Corporation

A. O. Smith Corporation (NYSE:AOS) is a global leader applying innovative technology and energy-efficient solutions to products marketed worldwide. It is one of the world's leading manufacturers of residential and commercial water heating equipment, offering a comprehensive product line featuring the best-known brands in North America and China. It is also one of the leading manufacturers of electric motors for residential, commercial, and industrial applications serving customers worldwide. In 2009, A. O. Smith entered the water purification industry through a new venture, A. O. Smith (Shanghai) Water Treatment Products Co., Ltd.

#### What (else) your water heater can do for you...

Water heating is a significant use of energy (therefore is costly) in many types of commercial facilities, but opportunities to reduce that energy use and attendant cost are often overlooked. Highly efficient water heating equipment, both gas and electric, is readily available in the marketplace, and can be easily installed in most applications. This presentation describes some of the types of heaters available, explains the energy, economic, and reduced-emissions benefits, and references some real-world examples to illustrate why highly efficient water heaters can do much more than just provide hot water.

#### **Charles Adams**

#### Chief Engineer, Director of Government Affairs

Currently Chief Engineer, Director of Government Affairs, A.O. Smith Corporation, Milwaukee, WI. He has been with AOS for 15 years, with previous positions of Director, Thermal and Mechanical Group – Corporate Technology Center, and VP of Engineering – Water Products Company.

Prior to AOS, he worked for the Ducane Co., York International, Trane Co., Lennox Industries, and Cook Machinery.

He has been active in ANSI Standards work for over 20 years, in addition to serving on various GAMA/AHRI committees, and being a member of ASHRAE.

He has a BSME from the University of Texas – Arlington, followed by thirty-seven years experience as an engineer in the appliance/combustion industry.



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#### **Advantix Systems**

Advantix Systems provides revolutionary air conditioning systems to industrial and commercial customers across the globe. Based on innovative, liquid desiccant technology, Advantix Systems' products provide greater humidity control, cleaner air and energy cost savings of 30% - 80%. For more than twenty years, Advantix Systems has been one of the pioneers of harnessing liquid desiccant technology to optimize climate solutions and reduce energy consumption. Their "greenest" product is powered by renewable energy sources such as solar thermal and waste heat - the optimal solution for HVAC energy cost savings.

### Revolutionary Liquid Desiccant Air Conditioning: Greater humidity control, Cleaner Air and Energy Savings of 30% - 80%

Ms. Granade will explain how liquid desiccant technology naturally dehumidifies and cleans the air while also reducing HVAC energy use by 30% - 80%. Using numerous "before and after" examples of commercial and industrial applications, Ms. Granade will demonstrate how liquid desiccant systems differ from conventional HVAC equipment as well as solid desiccant wheels that are often used for dehumidification.

#### Hannah Choi Granade

President

Ms. Granade is the President of revolutionary, green energy company, Advantix Systems. As a huge believer in energy efficiency as a critical component to American competitiveness and business productivity, Ms. Granade has dedicated her career to studying energy efficiency and the challenges it presents to a wide range of industries. Previously Ms. Granade served as a Principal at McKinsey & Company as a leader in their Energy and Materials and Clean Technology practices, focusing on issues of strategy, regulation, and climate change. Ms. Granade is a Harvard graduate and principal author of McKinsey report, "Unlocking Energy Efficiency in the U.S. Economy."

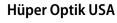




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The Hüper product line, combined with the strategic business development services, enables Hüper to provide solutions for both sides of a company's business: the technical side, with great product lines, and the business side, with business growth services to help our dealers grow exponentially.

We completed numerous commercial projects, such as the prestigious Du Sable Museum in Chicago, our latest project at Princeton University enabled the organization to reduce its energy consumption considerably, and preserve its historic interiors.

#### Hüper Optik: a green solution for energy savings

This presentation will detail new technologies for improving energy efficiency in commercial interiors. We offer customized ROI reporting and film solutions for retrofit and new constructions.

#### Faisal Nasir

President and CEO

His previous career was in the energy distribution and real estate development industries, culminating in a chain of 42 retail gasoline and fast food establishments between 1987 and 1998.

In 1998, Faisal saw a need to be on the other side of the energy industry: energy efficiency rather than energy supply. Thus he and a small team of professionals began a journey to find the best energy efficiency products: this search resulted in the discovery of a new technology, the reverse engineering of a thin film coating of nanoceramic particles that reflect the sun's infra and ultraviolet rays, and allow visible rays through a building's windows.





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#### LEDtronics, Inc.

LED tronics was founded in 1983. The company is certified as a Minority-Owned Small Business and has grown into one of the world's leading suppliers of innovative LED lamps, clusters and arrays. The company now employs 300 people and has sales representatives world-wide.

Since 1983 LEDtronics has been the leader in designing and manufacturing LED bulbs and LED lamps as direct replacement of incandescent bulbs. We satisfy our customers by delivering LED lighting solutions and products of consistently high quality within the agreed price and schedule, and to exceed our customer's expectations in terms of responsiveness with new designs to meet their future lighting requirements.

#### MAJOR ENERGY SAVINGS SOLUTIONS WITH LED LIGHTING PRODUCTS

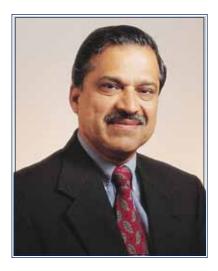
#### Pervaiz Lodhie

#### C.E.O. and President

Pervaiz Lodhie, President/Founder of LEDtronics Torrance, Shaan Technologies Pakistan, Engineering professional, entrepreneur and businessman for 38 years.

He established LEDtronics in 1983 in Torrance California. Today, LEDtronics is one of the world's leaders in designing, manufacturing and packaging of energy efficient, environmentally friendly light emitting diode (LED) lamps to some of the world's largest Fortune 500 Companies.

Pervaiz holds a Bachelor of Science degree in Mechanical Engineering from California State University at Los Angeles. He was also the recipient of the United States Small Business Administration's Award for Excellence.



#### LEDTRONICS, INC. THE FUTURE OF LIGHT

[Progressive Energy, Environment & Sustainability Congress 6, October 20th – 22nd, 2010, Arlington, Texas]







#### 3M Purification, Inc.

3M is a global technology company delivering innovative solutions to life's everyday needs. Sales in 2009 were \$23 Billion, and we are one of 30 companies that make up the Dow Jones Industrial Average. 3M is fundamentally a science-based company. We produce thousands of imaginative products, and we're a leader in scores of markets – from filtration, health care and highway safety to office products and abrasives and adhesives.

3M Purification, a wholly-owned subsidiary of 3M, is a world leader in the design and manufacture of air and fluid filtration products, including commercial HVAC air filtration. Our strong value proposition in air filtration is based upon energy savings, indoor air quality, and sustainability.

### "Air Filtration and its' impact on the Total Cost of Operation in your HVAC system".

Historically, air filtration products have been effective at removing particulate material from the air stream in an air handler. New developments by 3M Company in air filtration technology, allows the user to retain all the advantages of high performance filtration with other benefits. This new technology, employed in 3M Air Filters delivers the same particle removal efficiency in a more compact format. This product can also reduce the amount of energy used to drive the air through the filters, provide a longer filter service life, reduce the amount of labor associated with filter changes and lower the amount of disposal volume associated with filter changes.

This case study will show how that was accomplished at multiple customer locations and demonstrate the tools to calculate how it can be of benefit in your company.

#### Jay Reese

#### National Sales Manager

Jay Reese has almost 30 years of experience in sales, marketing, US and International business development, as well as technology development in many areas of air filtration. Jay has developed and implemented a variety of air filtration solutions for residential, commercial, industrial, and government customers in a broad array of applications. His most recent focus has been on working with clients to deliver improved air filtration while reducing the amount of energy, labor, and disposal costs in HVAC air filtration applications.



### **Exhibit Partners**

[Progressive Energy, Environment & Sustainability Congress 6, October 20th - 22nd, 2010, Arlington, Texas]



#### International Baler Corporation

Since 1945 International Baler Corporation has been a leader in design and manufacture of commercial and industrial recycling equipment with over 20,000 units shipped worldwide. International Baler Corporation has the largest and most diversified product line in the baler industry, with over 200 configurations to select from. We take a great deal of pride in assisting our customers and dealers in selecting the right model equipment for their specific application.



#### OSRAM SYLVANIA INC.

Sylvania Lighting Services offers innovative & energy saving lighting system solutions. Superior nationwide lighting maintenance and service. LED, Induction, Fluorescent, Controls, Energy Audits & Financing available. Please contact us to lower your energy bill and enhance your space. www.sylvania.com 1(800)LIGHTBULB



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Notes:



#### [Progressive Energy, Environment & Sustainability Congress 6, October 20th – 22nd, 2010, Arlington, Texas]

3M Purification, Inc	Hüper Optik USA
ABB Inc	International Baler Corporation
Advantix Systems	ITT Corporation
Ameresco	JDSU
A.O. Smith Corporation	Kaeser Compressors, Inc
Arup North America Ltd (Arup)	LEDtronics, Inc
AT&T	OSRAM SYLVANIA INC
Autoliv	Owens Corning
Beam Global Spirits & Wine, Inc	Powerhouse Retail Services
Bell Helicopter, Textron	Scientific Conservation, Inc
Constellation Energy	Shred-it USA, Inc
Covanta Secure Services, LLC	The Exchange (Army and Air Force Exchange Service) 34
Dome-Tech, Inc	The Gambrinus Company
Dyson Inc	TPC Group
EPS Corp	United States Postal Service
Federal Bureau of Investigation (FBI)	U.S. General Services Administration
Hara	US LED
Heineken USA Inc	

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