

Working Together to Promote Energy Efficiency

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3M

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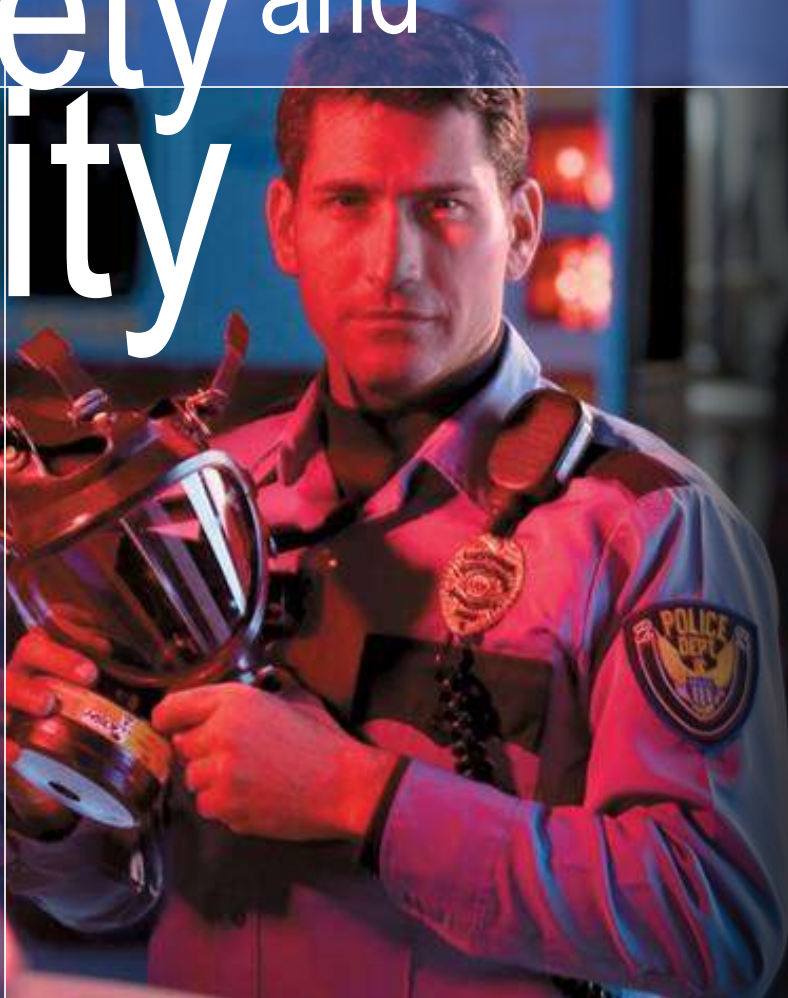
Six Market-Leading Businesses





Leading Through Innovation

Enhancing safety and security

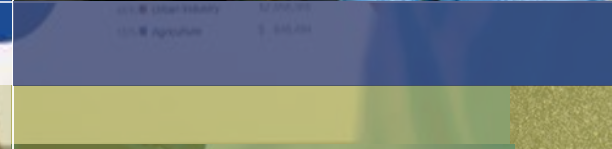




Making
life better
around the home

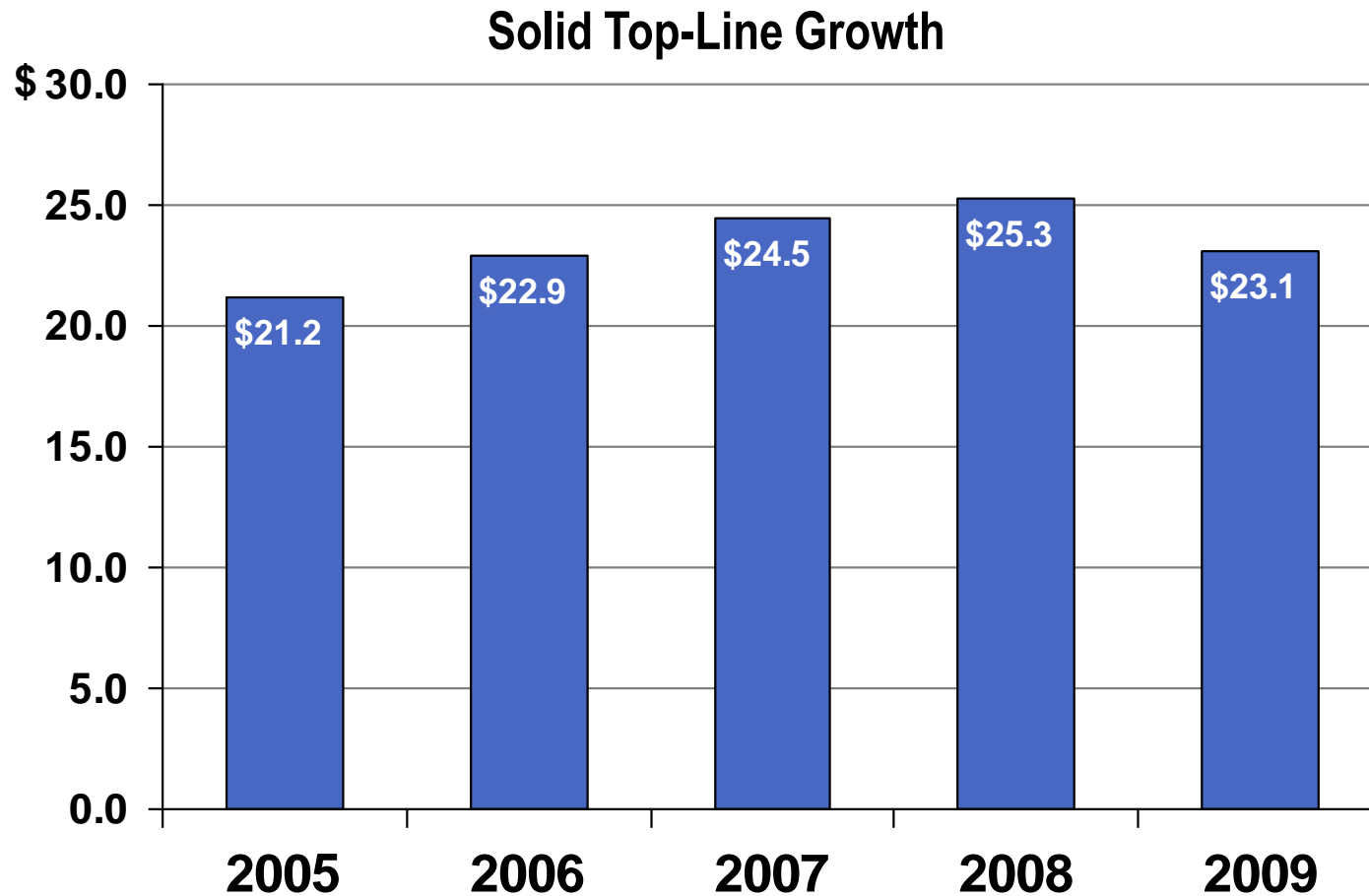


Improving the
quality of
health care



Always
adding value
for business

Net Sales (billions)



Solving Problems Everywhere

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



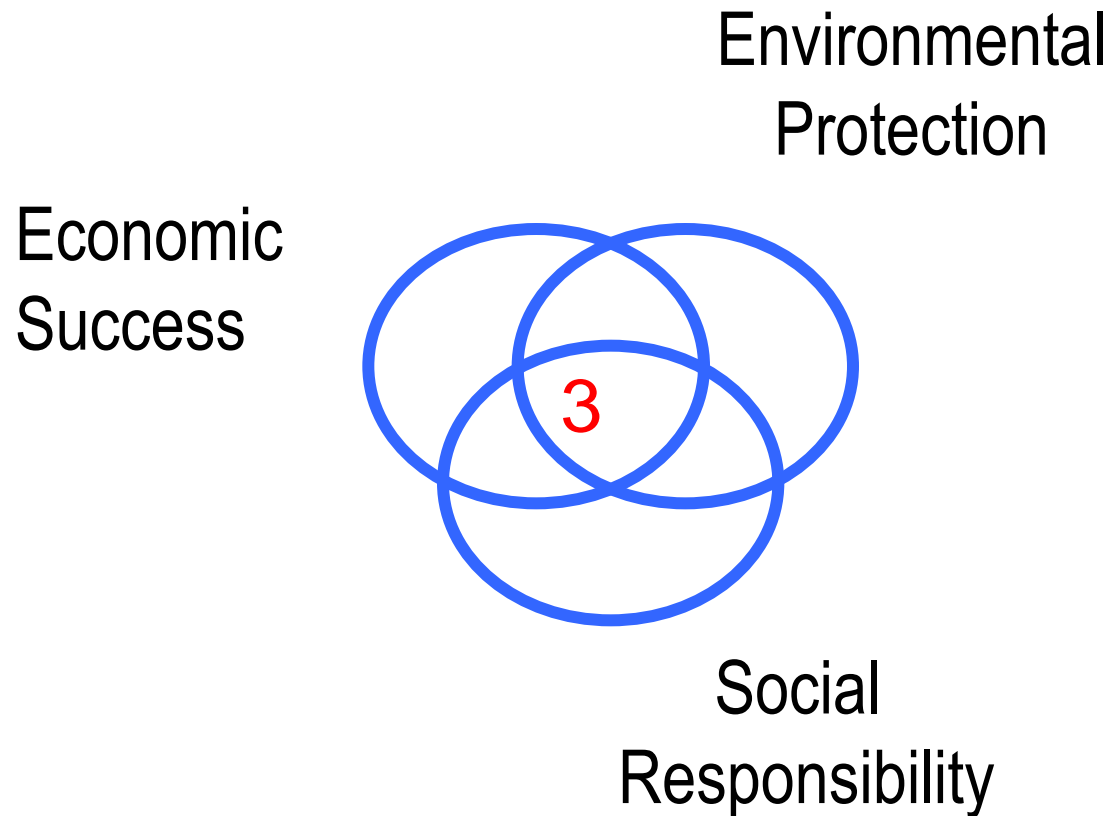
3M's Sustainability Strategy



Together in Growth
Sustaining our Future



What is “Sustainability”?



“Meeting the Needs of Society Today, While Respecting the Ability of Future Generations to Meet Their Needs”

Environmental Results Worldwide

Our progress toward sustainability

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





Making Energy Efficiency A Competitive Advantage



3M Energy Management

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



Scope and Structure

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

Corporate Energy Goals

2005 - 2010

Target: Reduce energy usage by 20% based on Btu's per unit of product

Scope: All divisions/countries

Process:

- **Top-down** consistent company-wide target
- Businesses develop prioritized plans for projects & spend and measured by results
- Facilities report data quarterly

Future (being finalized)

Target: 25% improvement in energy utilization

Rationale: Consistent with U.S. Department of Energy Save Energy Now Leaders pledge

Process:

- **Top-down** consistent company-wide target

Objectives

1. Encourage businesses to think in terms of energy strategically
2. Encourage facilities to continue to drive site-specific reductions



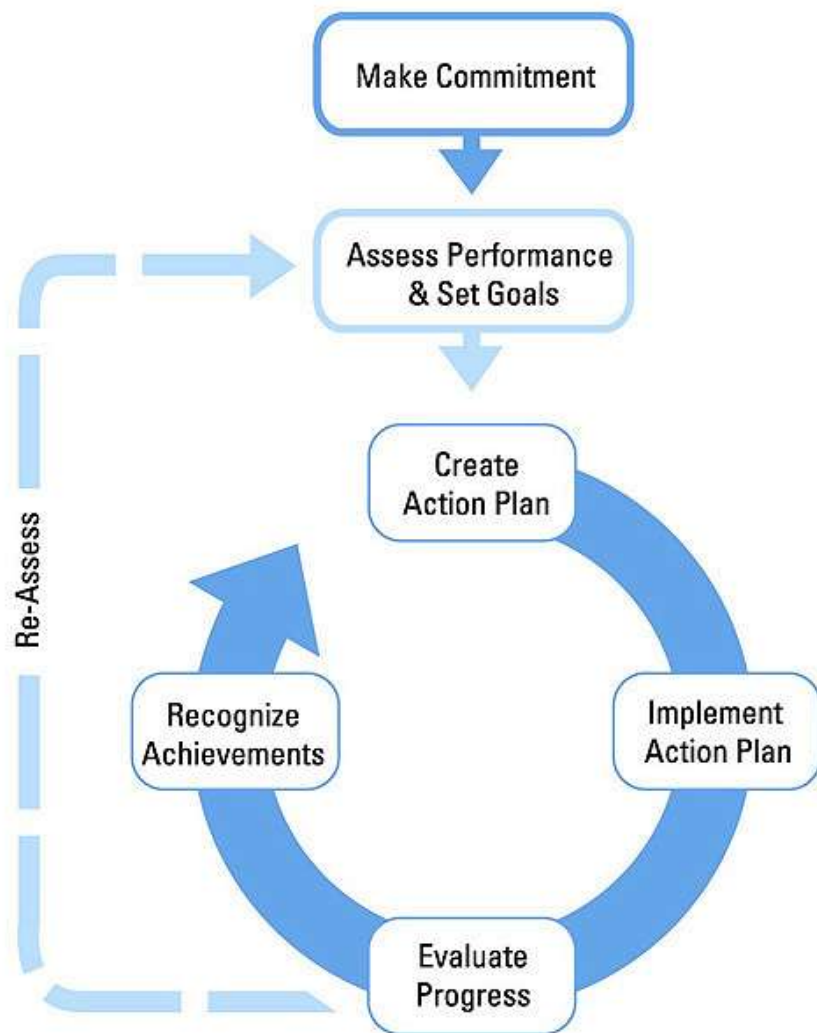
3M Involvement



- EPA 'Green Lights' Program
 - Surveyed and upgraded lighting at over 35 million square feet of space
 - Savings of \$4.2 million per year achieved
- ENERGY STAR for Industry
 - Utilized ENERGY STAR Guidelines for Energy Management
 - Benchmarked and networked with numerous companies and organizations
 - Utilize ENERGY STAR communications materials to leverage 3M program
- Product Labeling

ENERGY STAR®: Guidelines for Energy Management

- Management System for Energy
- 3M is using this approach recommended by ENERGY STAR





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Success by the Numbers

See what others are doing

Top Pledge Drivers

Get Inspired

Learn about the ENERGY STAR Pledge

See all Participating Organizations

Sign Up

Become a Pledge Driver

Spread the Word

Helpful Tools & Resources

3M

TAKE THE ENERGY STAR PLEDGE ➔

A recognized leader in research and development, 3M produces thousands of innovative products for dozens of diverse markets, ranging from automotive to solar to safety. 3M's core strength is applying its more than 40 distinct technology platforms - often in combination - to a wide array of customer needs. This means that each day people around the world use or benefit from dozens of 3M products. As a global leader, 3M recognized long ago that its economic success is directly related to conserving natural resources and protecting the environment. The company has been tracking and reducing its own energy use since 1973 and since then has achieved an 80 percent improvement in energy efficiency in the United States. Another key fact, by the end of 2008, 3M had reduced VOCs (solvents) by 95% from 1990 levels. The control of solvent emissions and manufacturing energy use have a significant impact on greenhouse gases and climate change and 3M is committed to doing more.



Announcements for Participating Organizations

Campaign materials are available to help you engage your community. Find out how you can [Spread the Word](#).

2009-2010 Participation Highlights

Goal for the Year:	8,900,000 lbs of ghgs
Current Total:	21,335,950 lbs of ghgs
Percent to Goal:	240%

Questions about your Goal?

If you have questions about setting or changing your goal, please email changetheworld@energystar.gov.

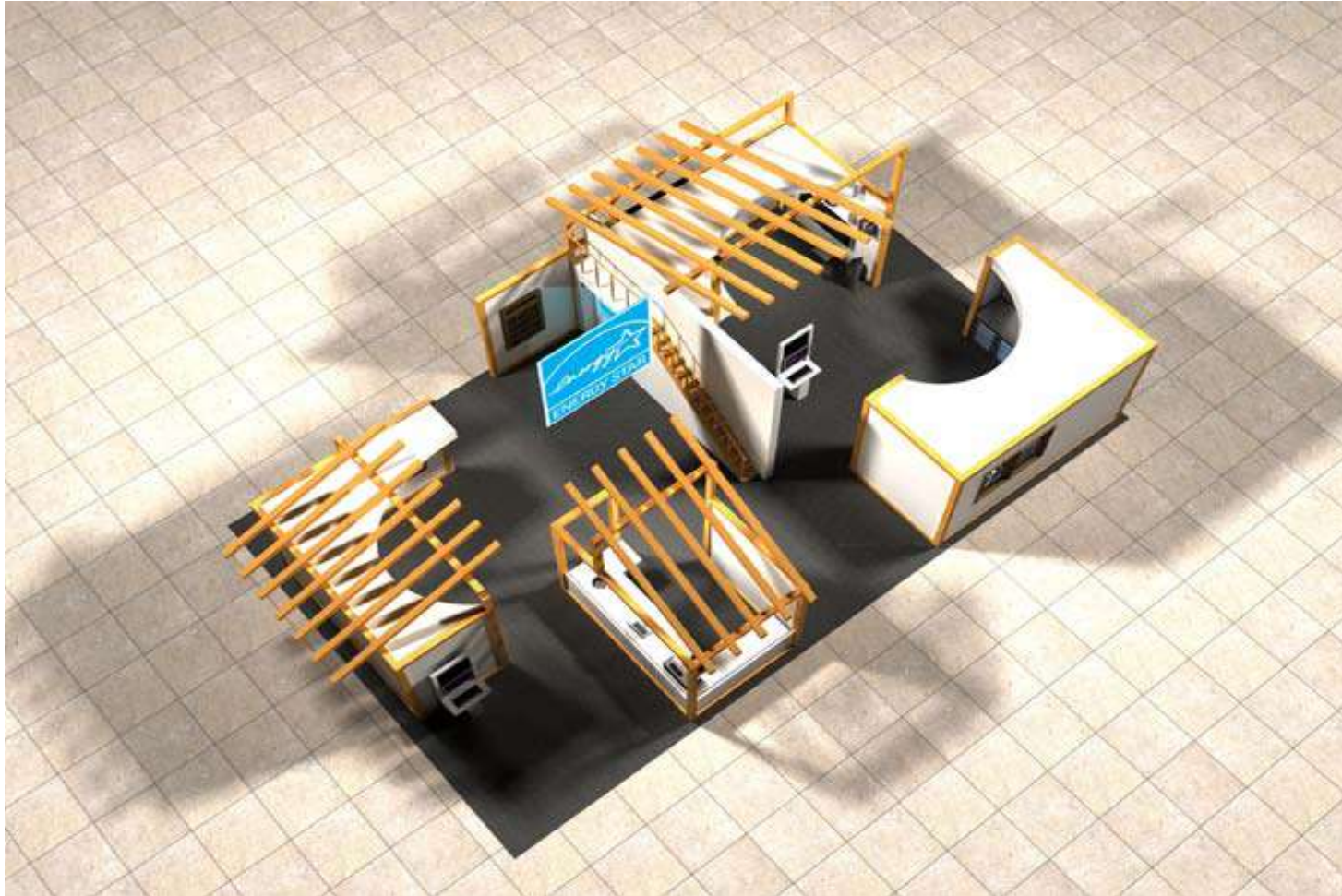
2009-2010 Savings Breakdown

Greenhouse Gas Emissions:	21,335,950 lbs
Individuals:	1,214
Dollars:	\$1,686,125
kWh:	11,556,449
BTUs:	30,479,619,021

[See Pledges by Action Item](#)



How to Communicate





SUSTAINED EXCELLENCE

Sixth Consecutive Year !



3M and DOE Involvement:

-
-
-
- DOE Motor Challenge Program
 - Showcase Demonstration Project
 - Midwest Motor Consortium
- Other 'Challenge / Best Practice' programs
- 'Save Energy Now' Assessments
- Superior Energy Performance Initiative
 - Energy Management Standard
- Save Energy Now Leaders



U.S. Department of Energy
Energy Efficiency and Renewable Energy

Bringing you a prosperous future where energy is clean, abundant, reliable, and affordable

Save
ENERGY
Now



- Member of Steering Committee developing the program
- 3M the very first company to join
- Workshop/Signing Event In Detroit On September 10
- Washington D.C. Ceremony December 3

Save Energy Now Leaders



3M



We:

- Pledge to adopt a goal to reduce energy intensity by 25% or more over 10 years.
 - Within 12 months, complete the following:
 - Establish an energy use and energy intensity baseline
 - Develop an energy management plan
 - Designate an energy leader or energy manager
 - Take steps to reduce energy intensity and the associated carbon emissions
 - Report energy intensity, energy use data, and achievements annually to DOE.



Save Energy Now LEADER = Customized Services

Take the Pledge

Receive:

- DOE Representative
- Individual Technical Account Manager
- No-cost expert Technical Assistance
- Recognition as a LEADER

DOE Representative contacts the Energy Manager

Develop customized plan:

- Guide to how to get the most out of the *Save Energy Now* portfolio
- Access to DOE Contractor Assistance
- Track reporting requirements
- Arrange for delivery of services
 - Energy assessments
 - Consultation with Energy Expert

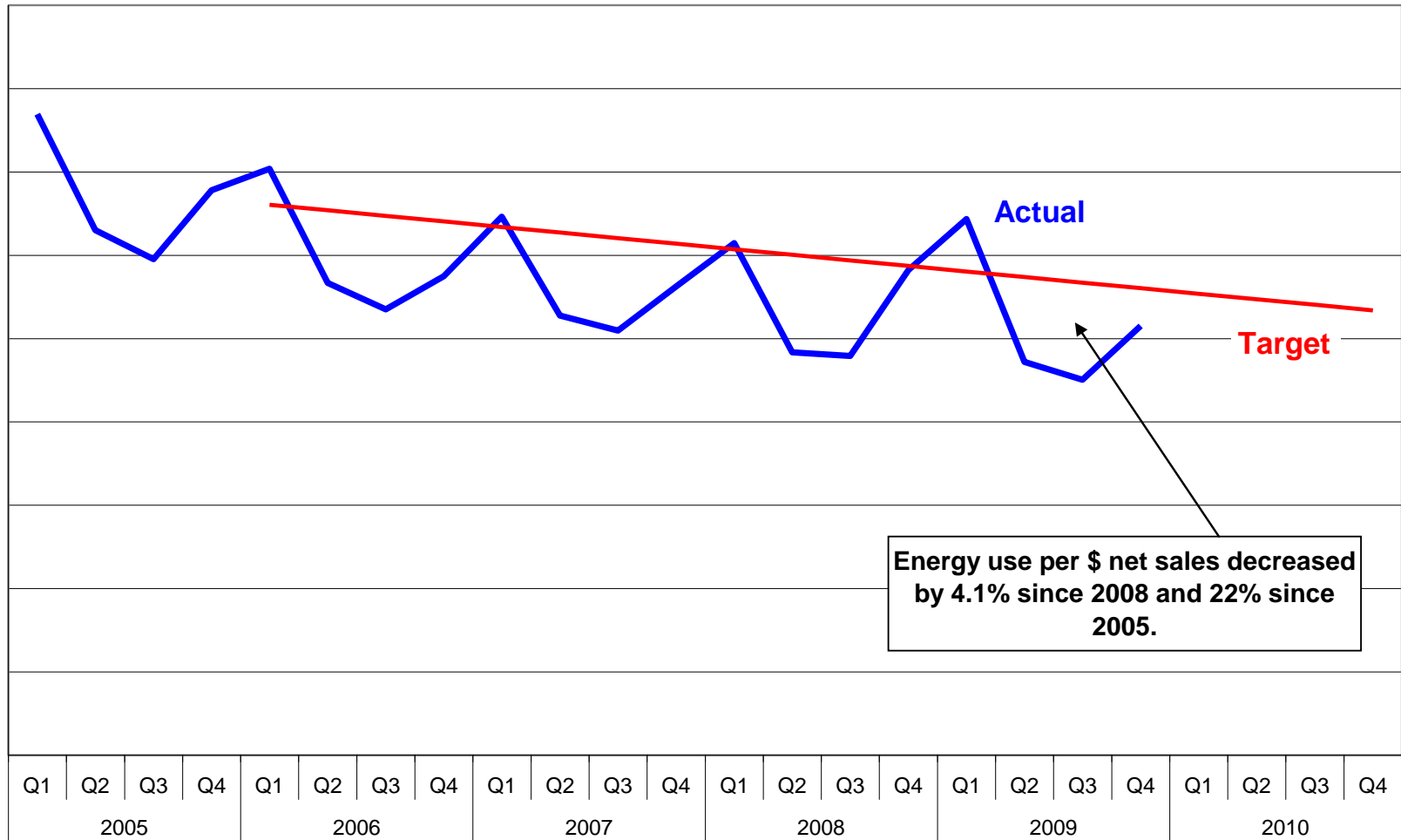
Work with a DOE Energy Expert

Provide technical assistance with:

- Developing a useful energy baseline and tracking method
 - Tailored to the plant's operations and product output
 - Satisfies the reporting requirements
- Writing an energy management plan
- Developing engineering feasibility studies to help implement projects

Energy Results

Btu's per \$ of Net Sales





Innovation



Back-up

