



**United
Technologies**

Managing Corporate GHG Challenges

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United Technologies

Business units

Pratt & Whitney



power solutions

aerospace systems

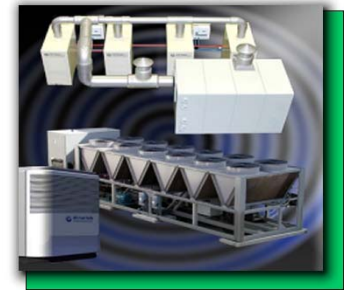
Sikorsky



Carrier



UTC Power



Hamilton Sundstrand



UTC Fire & Security

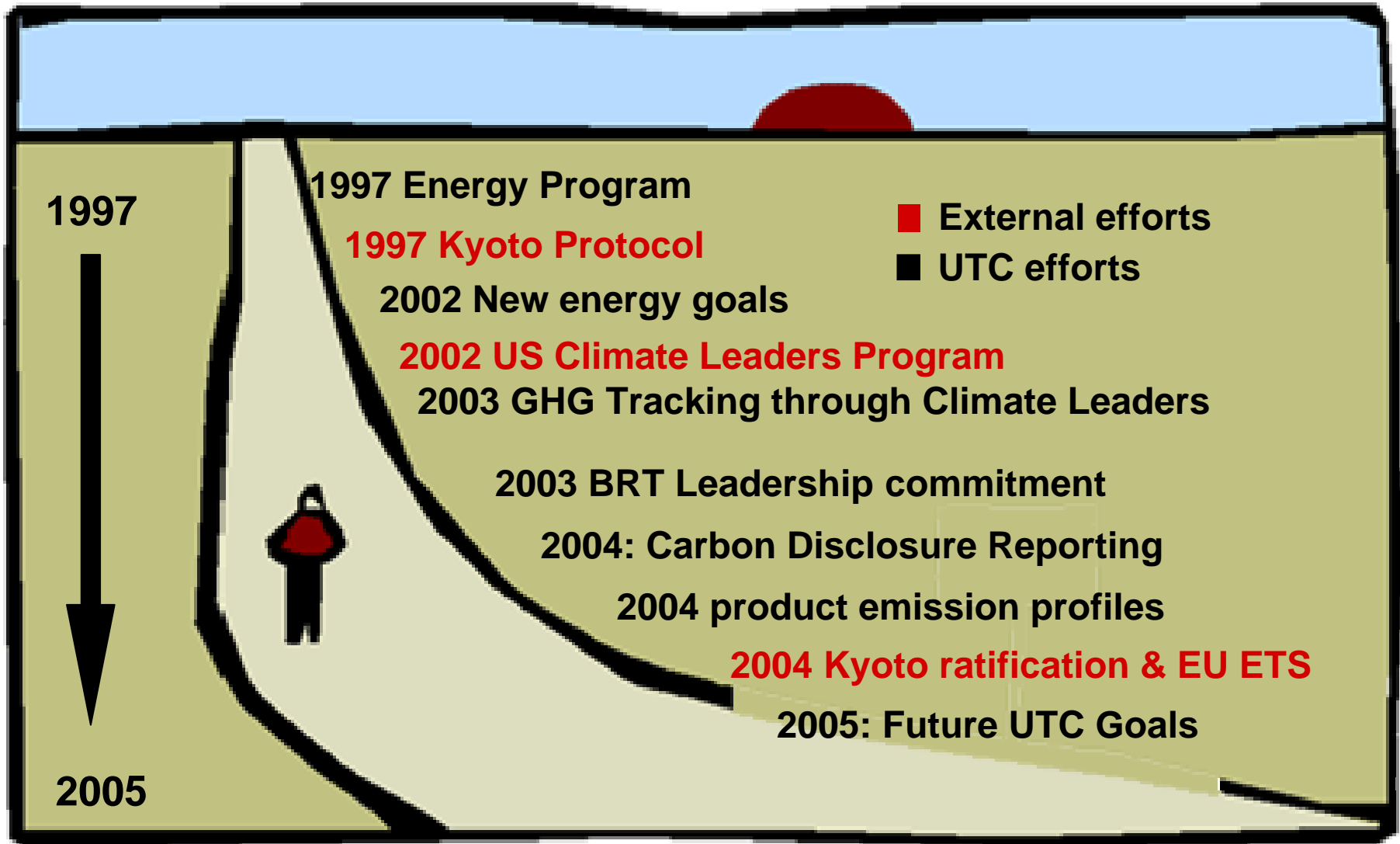


Otis



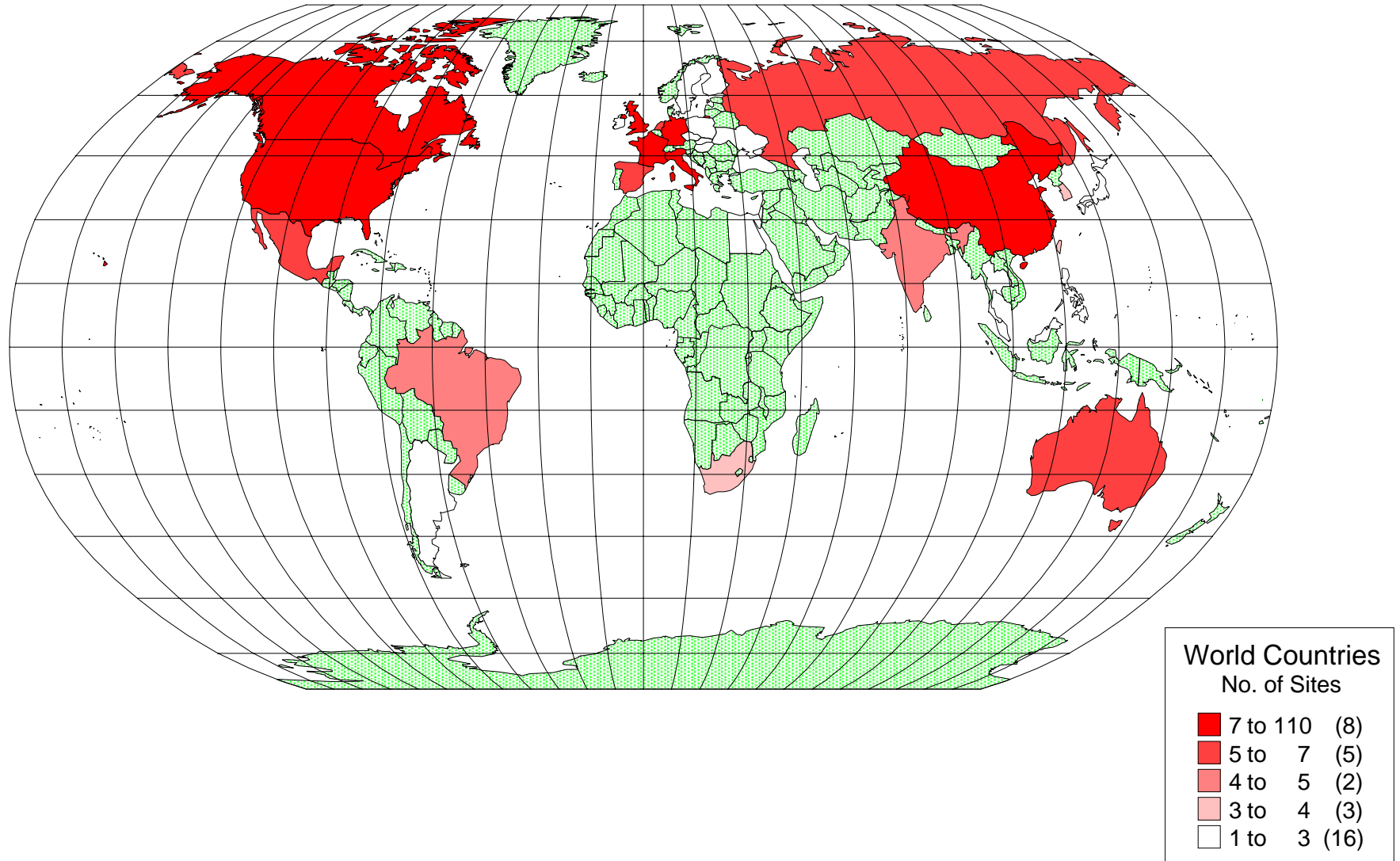
building systems

UTC CLIMATE CHANGE TIMELINE



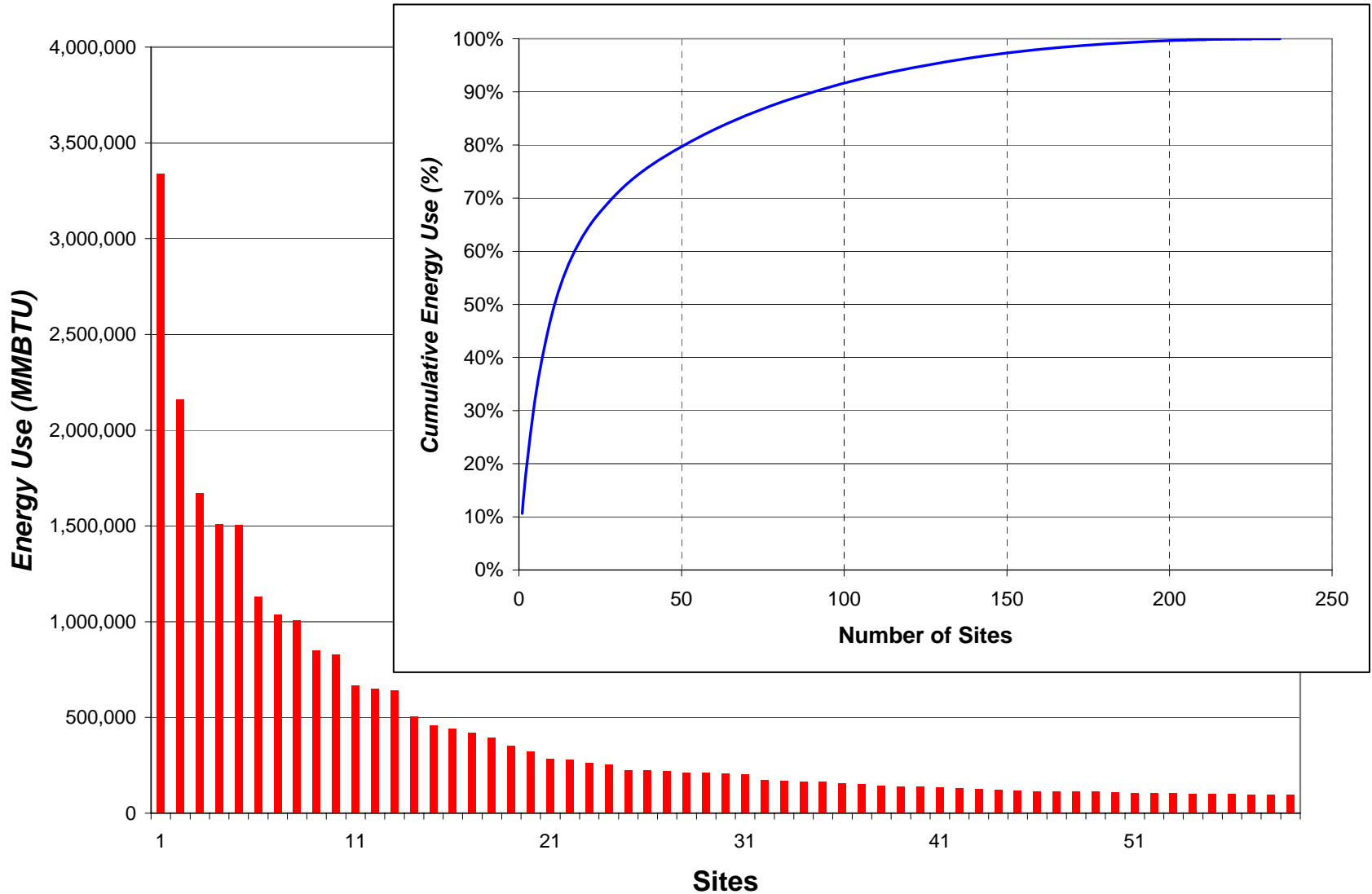
MULTINATIONAL FOOTPRINT

Worldwide Distribution

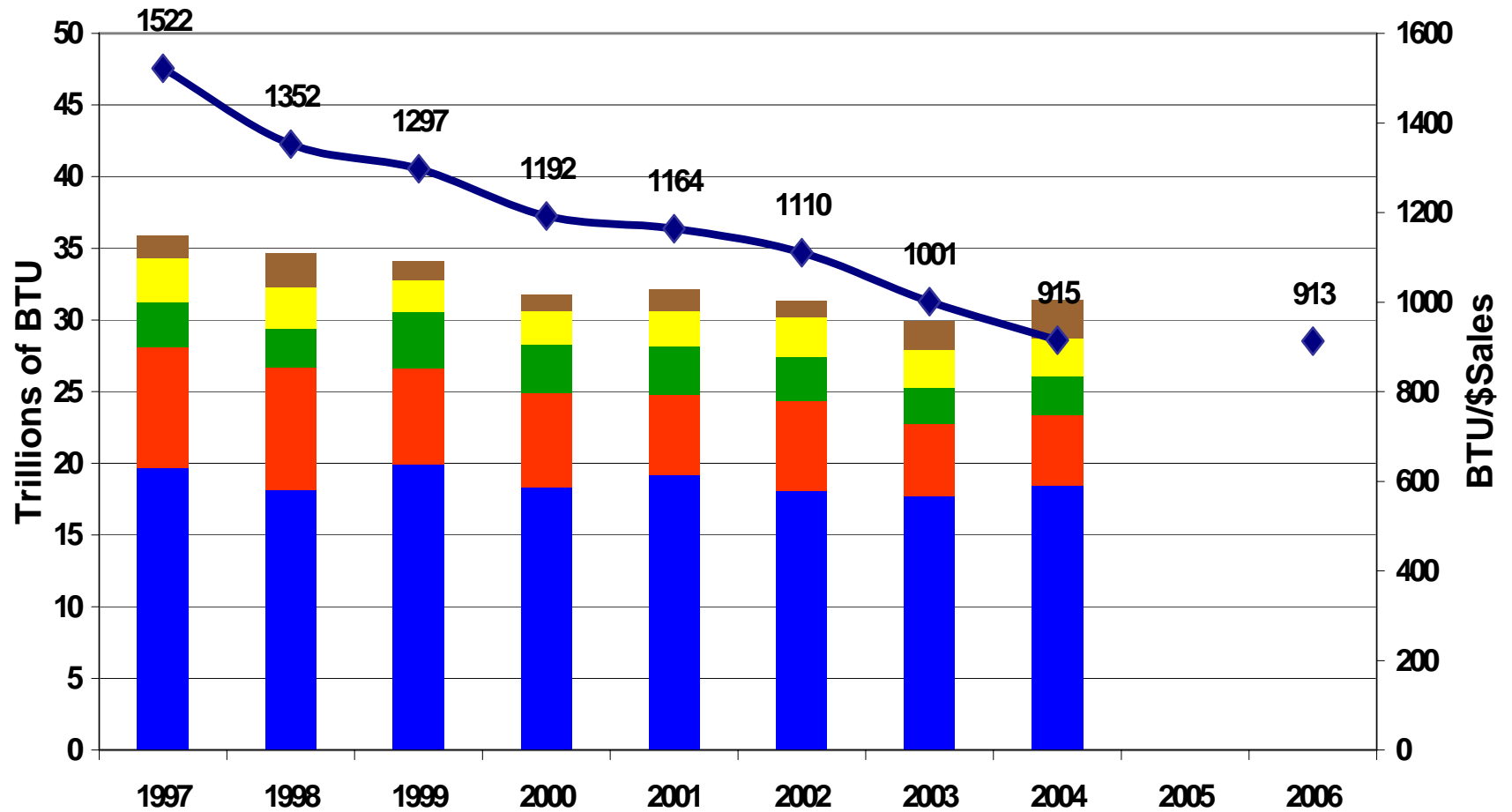


ENERGY USE BY SITE

234 reporting sites



UTC WORLDWIDE Energy Consumption



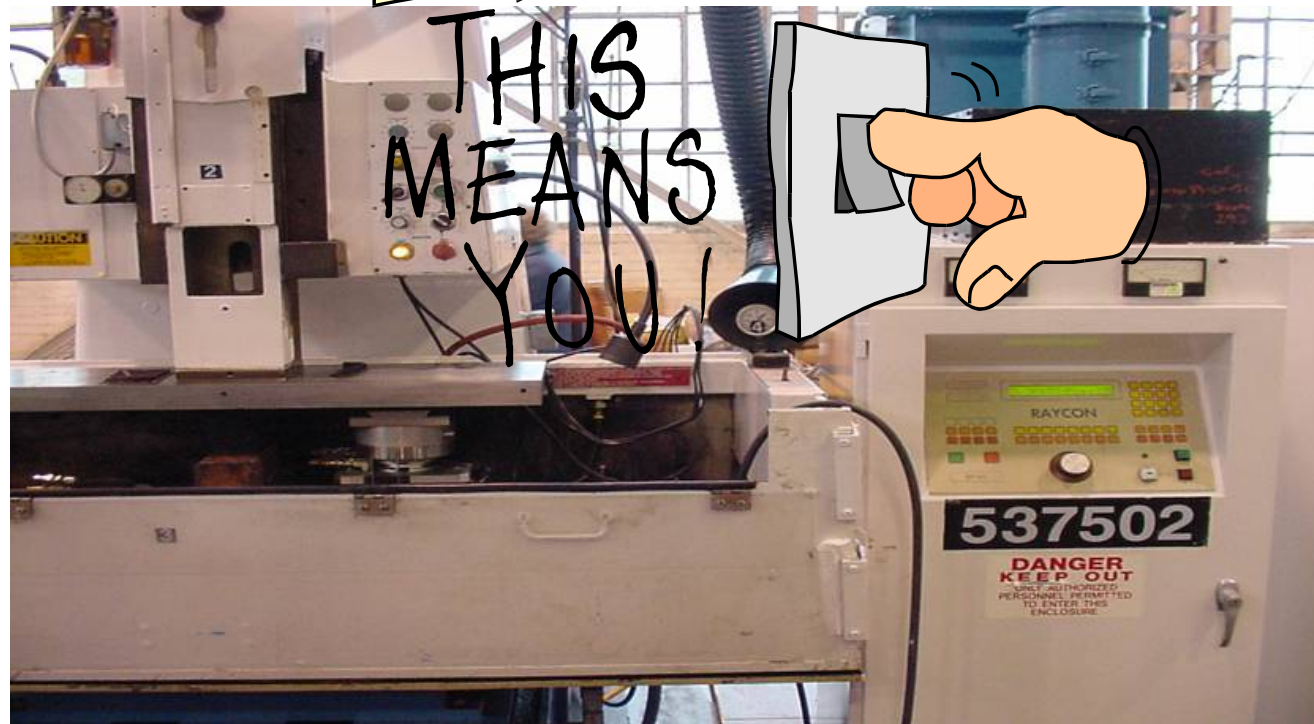
HISTORY

- 1997: Established BTU Reduction Goal: 25% Normalized to Revenues by EOY 2006
- 2002:
 - Increased BTU Reduction Goals: 40% Normalized to Revenues by EOY 2006 (reached 24% by 2001)
 - Signed on with U.S. EPA Climate Leaders @ 16% CO₂ Reduction Normalized to Revenues by EOY 2006
 - 2001 baseline (to match internal goal)
 - assumes BTU reduction results in CO₂ reduction

How we got there - technically

- Energy Assessments
 - Identified Reduction Opportunities
- Shut-Off Program
- Energy Awareness Program
- Leak Management Program
- Best Practices

SAVE ENERGY



LEAK MITIGATION

	<u>Potential Savings</u>	<u>% Leak</u>
Site One	\$ 215,000	25
Site Two	\$ 60,000	30
Site Three	\$ 50,000	10

Best Practice: 5% Leakage Rate

Typical Payback: <1 year



How we got there – process

Heighten awareness of energy use

Minimize data needed

threshold levels
critical few

Set procedural boundaries

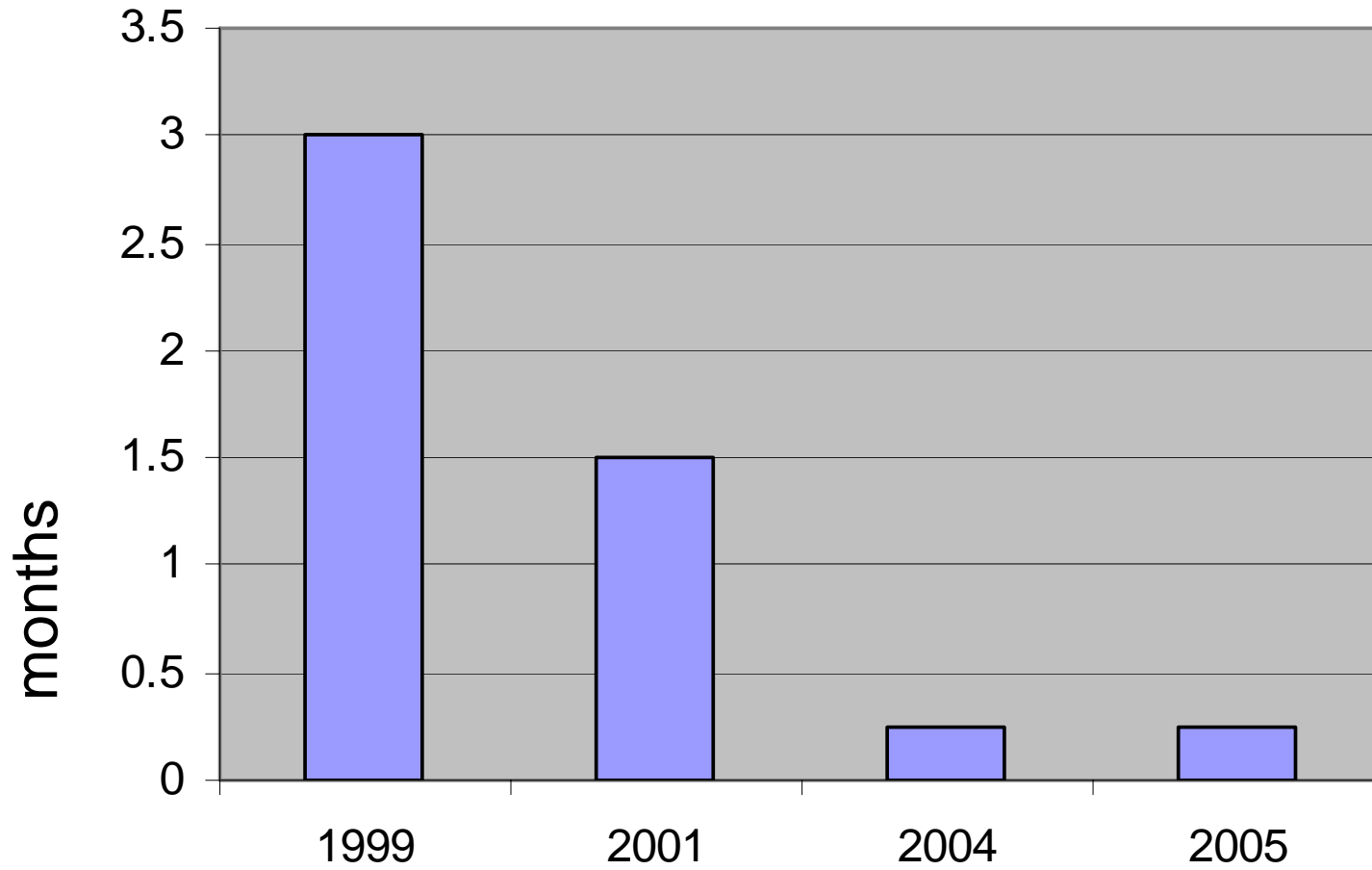
standardized variance analysis
formal data signoff

Integrate deadlines into corporate reporting

**What's a
little wasted
electricity?**






**A powerful
expense.**

TIME FRAME FOR DATA CLOSURE



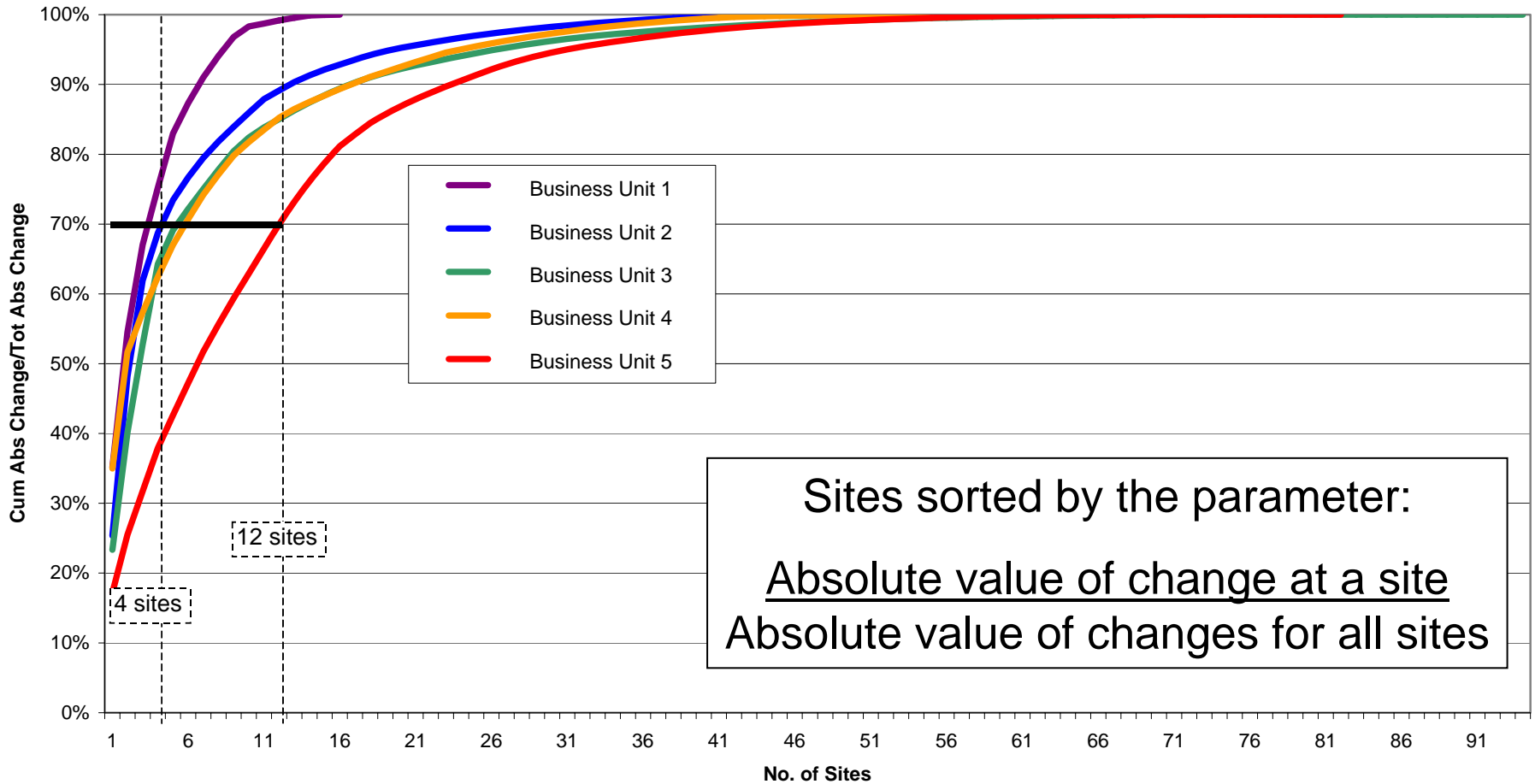
CURRENT STATE- 5 WORKING DAYS

Schedule for 2005 Annual report

	Operating units	Corporate Environmental
Mon 1/16/06 End of business	•EDI feed	
Tue 1/17/06 Morning		Import data, run deviation table •Deviation table •Request explanations for sites with significant changes
Thu 1/19/06 End of business	•Verify absolute totals •Site notes for requested sites	
Fri 1/20/06 Morning		Run 10X and standard performance charts •Performance charts
Fri 1/20/06 End of business	•Verify normalized charts •Confirm data ready for lockdown	
Fri 1/20/06 End of business		Data lockdown Publish Performance Book

Identifying sites with significant changes

Cumulative Absolute Change v. No. of Sites - Non-Recycled Waste



INFORMATION SHARING

http://ehs.corphq.utc.com/UTClean/utc_environmental_reports.htm

Performance Charts & Tables

Year	Category	REPORT TITLE	CONTENTS
2005	General Reports	EIS Users' Meeting (Spring, 2-15-05) - Environmental presentation - Turnback summary	
		Q3 10 X Performance Progress Tables & Charts - EHS overall - Environment detail - Turnback summary	EIS progress tables and charts from base year to goal year
		EIS Users' Meeting (Fall, 11-10-05) - Environmental presentation	
	Special Reports	President's Report - 2005 Q3 - 2005 Q2 - 2005 Q1	Corporate Quarterly EHS President's Report
2004	General Reports	2004 Environmental Performance Book (pdf)	All UTC EIS 7.2 & 7.5 performance reports in the year (Waste, Air, Energy, Water and all 7.5 Report Summaries)
		10 X Performance Progress Tables & Charts - Excel summary tool - Presentation slides	EIS progress tables and charts from base year to goal year
		EIS Users' Meeting (Spring, 3-25-04) - Main presentation - Overall system and discoverer review - Event module demonstration	
		EIS Users' Meeting (Fall, 11-12-04) - Environmental Presentation	
		Air emission data Waste data	

We are always thinking responsibly.

United Technologies Corporation
2004 Corporate Responsibility Report



CHALLENGES

- Absolute CO2 reductions
- Internal vs. External goal
- Multinational Footprint
- Standardized system reporting
- Reasonable criteria for materiality