



Engaging Employees in Energy Efficiency

Web Conference
March 19, 2008

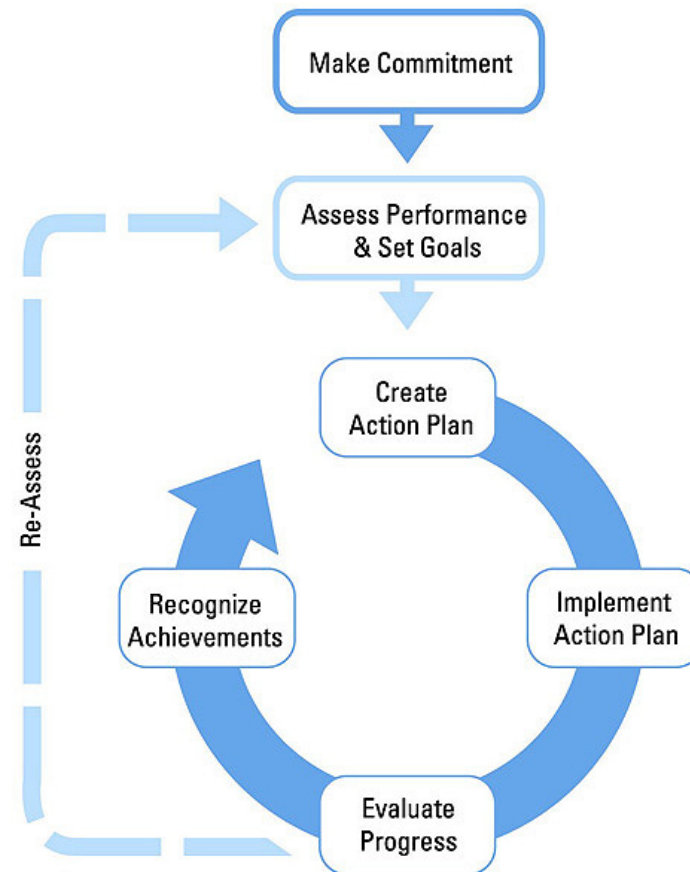
Call in number 888 539 8821
Conference code: # 877 887 8949

Meeting Name – ENERGY STAR Partner Meeting

About The Web Conferences



- **Monthly**
- **Topics are structured on a strategic approach to energy management**
- **Help you continually improve energy performance**
- **Opportunity to share ideas with others**
- **Slides are a starting point for discussion**
- **Open & interactive**



Web Conference Tips



- Mute phoned when listening! Improves sound quality for everyone.
Use # 6 to un-mute and * 6 – to re-mute
- Presentation slides will be sent by email to all participants following the web conference.

Engaging Employees



- Energy Management is often about changing organizational culture.
- Organizational culture change involves getting people to change their own perspective and practices.
- In many organizations, employee actions (or inaction) have significant impacts on energy use.
- “You don’t know, what you don’t know.”

Today's Web Conference



- Welcome
- Karen Andelmo, Giant Eagle
- David Chamberlain, Raytheon
- Questions & Discussion
- Announcements



Conservation Department

ENERGY STAR[®]
Communications

March 2008

About Giant Eagle



Giant Eagle is one of the nation's largest privately-held food retailers and food distributors. Facilities in Western Pennsylvania, Ohio, West Virginia, and Maryland include:

- 158 Grocery Stores
- 163 Fuel Stations
- 7 Retail Support Centers
- 5 Office Buildings
- 1 Newly Acquired Bottling Plant



ENERGY STAR[®]

Achievements



122 stores have received the ENERGY STAR Label for Buildings which meets our corporate goal of labeling 80% of our eligible stores

Achieved the ENERGY STAR Leaders 75 Rating in November 2004

ENERGY STAR Awards

- 2004 Partner of the Year for Excellence in Energy Management
- 2005 Partner of the Year for Excellence in Energy Management
- 2006 Sustained Excellence in Energy Management
- 2007 Sustained Excellence in Energy Management
- **2008 Sustained Excellence**



Evolution of our ENERGY STAR[®] Communication Commitment

- ★ Like all ENERGY STAR Partners, our commitment to communicate began when we signed our partnership agreement
- ★ Communications started in earnest in 2004 and focused on our achievements
- ★ Current communications focus on energy awareness, ENERGY STAR programs, as well as our achievements



Why Giant Eagle Communicates about ENERGY STAR®



- ★ For our team members – to reinforce energy conservation and efficiency as part our Corporate statement of values ‘We will promote the responsible use of environmental resources.’
- ★ For our customers – ENERGY STAR creates a *point of difference* with our competitors and demonstrates our *commitment to the community*
 - Of the 51 total labeled supermarkets in Pennsylvania 46 are Giant Eagle
 - 84 of 95 in Ohio
 - 1 of 6 in West Virginia



Many Audiences One Message: ENERGY STAR[®] = Energy Savings

- ★ Team Members receive year-round ENERGY STAR communications triggered by labeled buildings, energy awareness month, Earth Day, Change a Light, and ENERGY STAR Awards
- ★ Customer communications focus on specific achievements or events like ENERGY STAR Awards, ENERGY STAR Change a Light Campaign, and LEED certification



How we communicate with Team Members



We use a layered approach to communicate with our team members:

- ★ Level 1 - All team members are exposed to poster campaigns in stores, fuel stations, retail support centers and offices
- ★ Level 2 - Corporate employees have access to additional detailed information on our internal website - KnowAsis
- ★ Level 3 - Store and senior management receive e-mail notices of current recognitions plus educational materials



Level 1 Posters for Team Members

Earth Day Communications:

EPA's ENERGY STAR® Sustained Excellence 2008 Award

The U.S. Environmental Protection Agency has recognized Giant Eagle, Inc. with a 2008 ENERGY STAR Sustained Excellence Award for its continued leadership in protecting our environment through energy efficiency. For the fifth consecutive year, we have been honored with this acknowledgement of our company's long-term commitment to reducing greenhouse gas emissions through excellence in energy management.



4023_0410_1429

In-house and EPA posters are placed on back-room bulletin boards and in break-rooms combining our ENERGY STAR® message with other environmental successes.

Protecting our environment starts at home ...

and continues at work.

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

As a partner with the U.S. Environmental Protection Agency's ENERGY STAR® program, we're committed to protecting the environment through energy efficiency. In 2007, American consumers and businesses prevented the greenhouse gas emissions equivalent to 27 million vehicles by using less energy. Learn more at www.energystar.gov

Giant Eagle celebrates this Earth Day as a U.S. Environmental Protection Agency 2008 ENERGY STAR Sustained Excellence Award recipient. In 2007, Giant Eagle prevented the release of CO₂ equivalent to the emissions of 1,702 cars on the road, by purchasing wind power and operating energy-efficient stores.



Level 1 Posters for Team Members

Energy Awareness Month

Energy Awareness Month

Help Save Energy — Every Little Bit Counts!

October is Energy Awareness Month, a time for all of us to think about reducing energy use and costs across our operations. Our current annual energy costs are approximately \$43 million — quite a hefty bill. Here are some quick tips that you can use every day to help us reach our ambitious energy savings goal of 4% reduction in store usage for fiscal year 2008.

Action	Offices	Stores	Retail Support Centers
Turn off lighting in unoccupied areas	●	●	●
Turn off equipment when not in use	●	●	●
Shutdown computers and printers as directed by Giant Eagle's IS Department at the end of the day	●	●	●
Close exterior window blinds on sunny days	●		●
Keep walk-in cooler/freezer doors closed		●	
Maintain product levels in refrigerated cases below manufacturer's maximum load lines		●	
Keep receiving doors closed when not in use		●	●
Keep compressor room doors closed		●	
Check that vent openings on self-contained equipment are unobstructed		●	

New This Year

Giant Eagle's Energy Saving Initiative has been launched. Members of the corporate Maintenance, Repair, Supply, Utility and Recycling Initiative along with store Energy Point Personnel are working together to identify areas for improvement. At stores, new technologies are being installed to improve efficiencies and energy point personnel are using monthly audits to continually identify energy reduction opportunities. We're proud of everyone's efforts. Keep up the good work!

Who is your store's Energy Point Person?

Everything you do adds up to reduce our indirect spending and support our corporate conservation strategy.

Celebrate Energy Awareness Month and do your part!



Level 2 Corporate Outreach

KnowAsis & Team Member Communications

The screenshot shows a Microsoft Internet Explorer browser window displaying a web page titled "Library > Corporate Offices > Conservation > Communications > EnergyStar". The address bar shows the URL: <http://geonline/GEOnline/Library/LibraryView.aspx?folderId=9848124>. The page content includes a section for "EnergyStar Features" which states "No Features at this time." and a main section titled "ENERGYSTAR Information related to a variety of Energy Star programs." Below this is a table listing various documents.

Type	Name	Modified Date
Word doc	Energy Star Home Conservation Tips	Feb 28, 2008
Word doc	Energy Star Qualified Building Press Release	Feb 14, 2008
Word doc	Energy Star Qualified Buildings List 2008	Feb 14, 2008
application/vnd.ms-powerpoint	Energy Star Basics for Stores	Dec 04, 2007
Word doc	Energy Star Benchmarking Scores	Feb 14, 2008
Word doc	Energy Star Change a Light, Change the World Campaign	Nov 15, 2007
Shortcut	Energy Star Home Conservation Tips	Dec 05, 2007
Word doc	Energy Star Leadership in Energy Management 2004	Nov 15, 2007
Word doc	Energy Star Partner of the Year Award 2005	Nov 15, 2007
PDF file	Energy Star Public Service Announcement Winners 2007	Nov 15, 2007
Word doc	Energy Star Store Designations	Mar 06, 2008
Word doc	Energy Star Sustained Excellence Award 2007	Nov 15, 2007
Word file	Energy Star Website.html	Nov 15, 2007



Level 2 Corporate KnowAsis Outreach

Change a Light Campaign

As part of the national *Change a Light, Change the World Campaign*, ENERGY STAR® is asking Americans to pledge to change one light at home to energy efficient lighting. Collectively, this simple change can make a big difference.

Giant Eagle is a 1st time Pledge Driver for the ENERGY STAR 2006 Change a Light, Change the World campaign. We have set a collection goal of 1,000 pledges from our employees and customers. If we reach this goal, enough energy will be saved to power a store like 0025 - West View - for a month.

Why focus on lighting? Lighting is important because: nearly 20% of household electricity use goes to lighting; ENERGY STAR qualified light bulbs and fixtures use 1/3 the energy of traditional lighting and last 6-10 times longer; and if every household in the U.S. changed out just one light to one that has earned the ENERGY STAR, we would save enough energy to light 7 million homes and prevent greenhouse gas emissions equivalent to 1 million cars.

Employees with internet access can get involved and take the ENERGY STAR Change a Light, Change the World Pledge through our special ENERGY STAR URL:

http://www.energystar.gov/index.cfm?fuseaction=cal.showpledge&cpd_id=524
(highlight, right click, then select open hyperlink to access the URL)

Employees without internet access can get involved by printing and completing this paper pledge form then returning it to Karen Andelmo in the Conservation Department. I'll make sure your pledge gets to ENERGY STAR.

[PaperPledge.pdf](#)
(highlight, right click, then select open hyperlink to access the paper pledge form)

RIDC employees can come to the Giant Eagle Café (Kappa I) on October 4th during lunch to look at the CFLs, pick-up informational materials, and take the pledge in person.

Don't forget to complete your pledge by changing your light. Giant Eagle will be selling Phillips Marathon Twister 15W CFLs at a reduced price of \$3.99 for a single bulb or \$7.99 for a 3/pack to kick off the ENERGY STAR Change a Light Campaign in October. Watch the weekly circular for details.

[A Note to Those Who Pledged Last Year](#)

Thank you very much for participating in the ENERGY STAR Change a Light, Change the World Campaign. Please take advantage of our reduced price on CFLs. This year you can renew your pledge and replace up to 10 additional bulbs to further reduce your energy usage and costs.



An e-mail was sent to all corporate employee linking them to this internal website. From here employees could link to our pledging URL or to the paper pledge form.



Take the ENERGY STAR **Change a Light** Pledge
Change just one light and see how a small step can make a big difference.



Level 3 Upper Level Communications

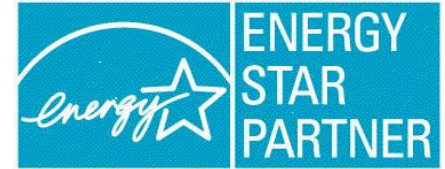
Labeled Buildings & Training

- ★ E-mail recognition of stores that have earned the ENERGY STAR® Label for Buildings addressed to upper management includes:
 - Forwarded recognition from Jean Lupinacci
 - EPA ENERGY STAR Rating
 - Link to the EPA Labeled Buildings List

- ★ Prior to the installation of the ENERGY STAR Label for Buildings Plaque an e-mail is delivered to the manager, HR manager and energy point person
 - The plaque will soon be installed
 - There are education panel cards for customer service area
 - Paper certificate to be mounted on team member bulletin board
 - Power point training presentation to educate management - then to be used to train store team members



How we Communicate with Customers



A variety of media is used to communicate with customers:

- ★ Weekly circular
- ★ In-store signage
- ★ Brochures for LEED® certified locations
- ★ Web-site gianteagle.com & e-mailer messages
- ★ Musak – in store audio messages
- ★ Panel cards for labeled building stores
- ★ Press releases



Customer Communication

Earth Day and EPA Sustained Excellence Award

Committed to Environmental Responsibility and Energy Efficiency

On Earth Day (April 22), Giant Eagle celebrates our environmental successes:

- Earning an U.S. Environmental Protection Agency 2008 ENERGY STAR® Sustained Excellence Award for our continued leadership in protecting our environment through energy efficiency
- In 2007, we successfully recycled 144,225,104 lbs. of materials, including the following:
 - Cardboard recycled – 137,066,740 lbs.
 - Plastic film recycled – 2,508,577 lbs.
 - Mixed office paper recycled – 557,209 lbs.



Giant Eagle: Proud to Invest in the Future of Our Resources

www.giant.com

Both messages are communicated through:

- café and front-end posters
- musak messages at applicable stores
- website
- circular



We're doing our part

By running our facilities more efficiently and investing in energy efficient equipment, we deliver real results for the environment.

As a partner with the U.S. Environmental Protection Agency's ENERGY STAR® program, we're committed to protecting the environment through energy efficiency. In 2007, American consumers and businesses prevented the greenhouse gas emissions equivalent to 27 million vehicles by using less energy. Learn more at www.energy.gov



Giant Eagle celebrates this Earth Day as a U.S. Environmental Protection Agency 2008 ENERGY STAR Sustained Excellence Award recipient. In 2007, Giant Eagle prevented the release of CO₂ equivalent to the emissions of 1,702 cars on the road, by purchasing wind power and operating energy-efficient stores.



Customer Communication

Change a Light Campaign & CFL Energy Efficiency

Help Us Change the World,
One ENERGY STAR®
Light at a Time!



Every light we change:

- Uses 75% less energy than a standard bulb and lasts up to 10 times longer
- Saves about \$30 or more in electricity costs over its lifetime
- Can prevent 400 pounds of greenhouse gas emissions
- Helps fight global warming



PHILIPS
sense and simplicity

Take the ENERGY STAR® Change a Light Pledge at GiantEagle.com
Help demonstrate that Giant Eagle is committed to saving energy
and helping to reduce the risks of climate change.

HELP PROTECT OUR ENVIRONMENT FOR FUTURE GENERATIONS.
MAKE YOUR NEXT LIGHT AN ENERGY STAR.

Products that earn the ENERGY STAR® prevent greenhouse gas emissions by meeting strict energy efficiency guidelines set by the U.S. Environmental Protection Agency and the U.S. Department of Energy.
www.energystar.gov



Lasts
10 times
longer!

**Did you
know...**

Every light you
change to an
ENERGY STAR®
light lasts up to
10 times as long as
a standard bulb



October 4th
is National
ENERGY STAR
Change a
Light Day!



Campaign and CFL
messages are
communicated
through:

- front-end posters
- aisle violators
- website for selected time
- circular



Customer Communication LEED[®] Certified Stores



... And our environment

Cleaner atmosphere

The Shadyside Market District uses no ozone-depleting refrigerants in our refrigeration and cooling systems.

Recycling and recycled materials

A majority of construction waste, such as steel and drywall, was sent to various companies for reuse.

Nearly all wood used in the store is harvested from sustainable sources.

All cabinetry is free of urea formaldehyde and all gypsum wallboard is made from 100% recycled materials.

Nearly all food by products, such as cooking oil and trimmings, are transformed into other uses, including biodiesel fuel, animal feed and lubricants.

We also recycle cardboard, plastic bags and plastic film.



Printed on 100% post consumer recycled paper using vegetable oil-based inks.

A commitment to a clean environment.

The Environmental Protection Agency (EPA) has recognized Giant Eagle with the 2007 ENERGY STAR[®] Sustained Excellence Award for its continued leadership in protecting our environment through energy efficiency. In 2006, Giant Eagle prevented the release of CO₂ equivalent to the emissions of 1,796 cars on the road.



What are you conServing for Dinner?

Fulfilling our commitment to you and the environment at Shadyside Market District, the world's first LEED[®] Commercial Interiors Silver Certified Supermarket.

For more on Market District's conservation efforts visit www.GiantEagle.com and click on "Environment" or call Giant Eagle's Conservation Department at 412.963.2542.

**GIANT EAGLE
MARKET
DISTRICT**

Shadyside

5550 Centre Avenue • Pittsburgh, PA 15232 • 412.681.1500

**GIANT EAGLE
MARKET
DISTRICT**

3269 407



Results of our Communications



- ★ No efforts have been made to measure team member recognition of the ENERGY STAR[®] brand
- ★ Reporting from Energy Savings Initiative has shown an average reduction in energy use of 3.2%. This savings amount is in addition to savings for energy projects like lighting retrofits, occupancy sensors, and building commissioning.
- ★ We have been able to measure the effects of communicating the ENERGY STAR Change a Light campaign and CFL's:
 - In 2006, Sales of CFL's increased by 364% during the period that we displayed Change a Light signage and price a price reduction
 - Promotion of the Change a Light Campaign with employees and customers allowed us to reach our Leader goal of 1,000 pledges



Questions & Answers

Additional questions? You may contact me directly:

Karen Andelmo

ENERGY STAR Coordinator

karen.andelmo@gianteagle.com

412-968-5218



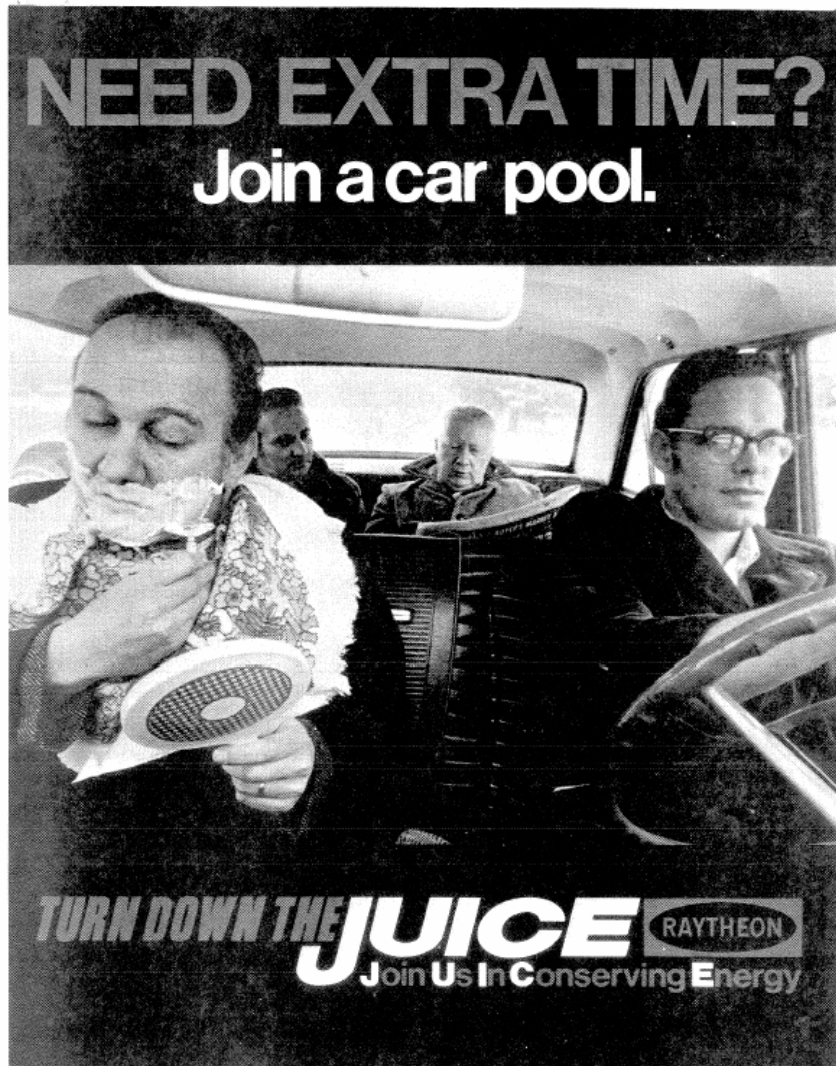
Engaging Raytheon Employees and Others in Energy Efficiency

ENERGY STAR Web Conference


Dave Chamberlain
Raytheon Company

March 19, 2008

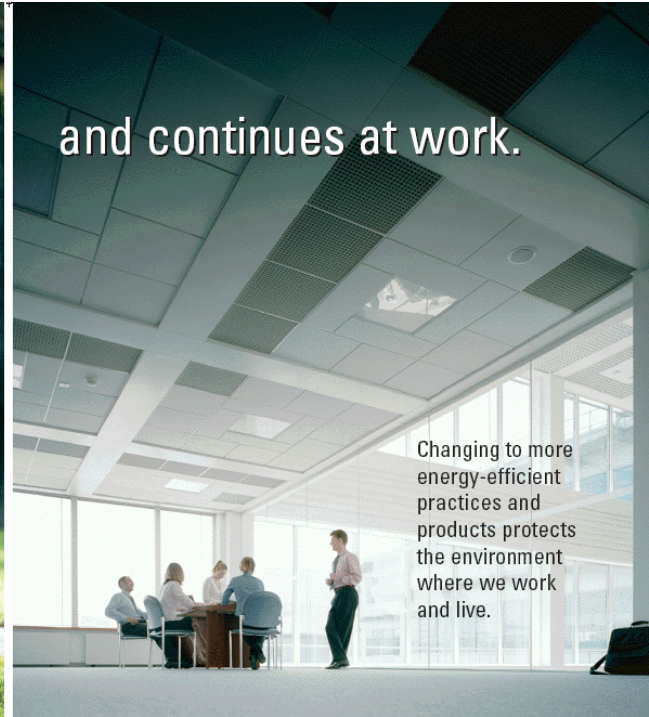
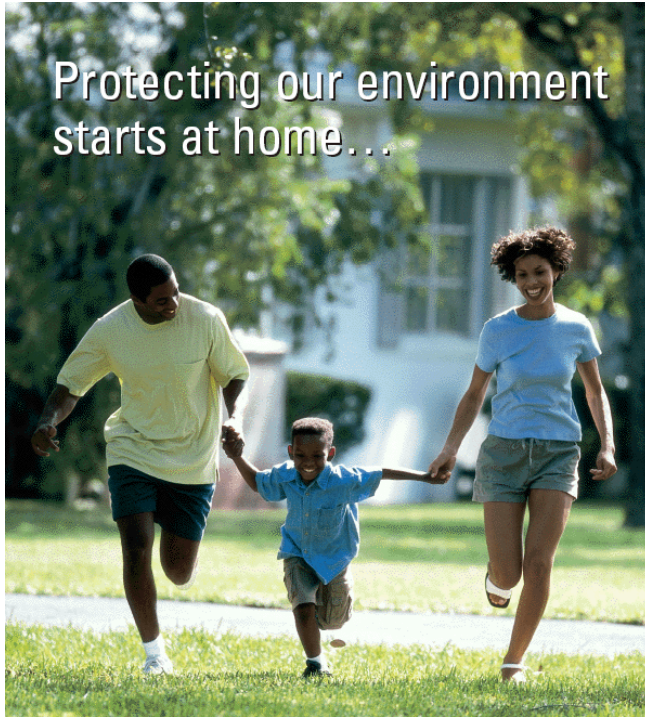
Flashback to the 1970's



Why Focus on Employees?

- Raytheon has a long history of energy efficiency efforts
 - Dating back to 1970's – Recognized by U.S. Energy and Commerce Depts.
 - “JUICE” Poster Campaign
- The logo features the text "TURN DOWN THE JUICE" in a bold, italicized, sans-serif font. "JUICE" is significantly larger and more prominent. Below it, the tagline "Join Us In Conserving Energy" is written in a smaller, clean sans-serif font. The entire logo is set against a black rectangular background.
- Main focus in 80's and 90's on infrastructure efficiency opportunities
-
- More focus on “untapped potential” with employees in recent years
 - Analysis of off-hour consumption showed room for improvement
 - Off-hour audits confirmed lots of waste happening
 - Employees were not motivated enough to save energy at work
 - Employees much more apt to practice conservation at home
 - Used ENERGY STAR “Work and Home” theme to reach employees
 - Utilized ENERGY STAR recognition to engage “top down” support

ENERGY STAR Poster



As a partner with the U.S. Environmental Protection Agency's ENERGY STAR® program, we're committed to protecting the environment through energy efficiency. This year, ENERGY STAR partners and consumers will prevent the greenhouse gas emissions equivalent to 18 million automobiles by using less energy. Find out what you can do at www.energystar.gov



**CHANGE FOR THE
BETTER WITH
ENERGY STAR**

Employee Events and Contests

Raytheon					RTN Online
Raytheon Home Directory Search Newsroom Collaboration Help					
RTN Facilities Home Company Perspective Functional Organizations Communities Newsroom Resource Center					
April/May 2007 Earth Day Events					
Monday	Tuesday	Wednesday	Thursday	Friday	
16 SSC Sudbury, MA (IDS)	17	18	19 Marlborough, MA (NCS) ENC San Diego, CA (IDS)	20 Falls Church, VA (IIS)	
23 Linthicum, MD (IIS) Springfield, VA (IIS)	24 ADC Andover, MA (IDS) MMC Constitution, Portsmouth, RI (IDS)	25 Global HQ Waltham, MA MMC Providence, Portsmouth, RI (IDS) State College (IIS)	26 MDC Woburn, MA (IDS) MMC Nimitz, Portsmouth, RI (IDS)	27	
Garland, TX (IIS) Landover, MD (IIS) Burlington, MA (RTSC) NPC Huntsville, AL (IDS)	Garland, TX (IIS) Landover, MD (IIS) Aurora, CO (IIS)	Landover, MD (IIS) El Segundo, CA (SAS)	Landover, MD (IIS)		
30 XBC Billerica, MA (IDS)	1 RFC Andover, MA (IDS)	2	3 IDS HQ Tewksbury, MA	4	

Kids "A" Cool

EHS & Energy Drawing Contest

Home

Click on an icon below to learn an important tip in that category.






The Kids "A" Cool Drawing Contest invites children ages 4-12 to draw a picture of something that pertains to any one of four categories: environment, health, safety and energy. The contest will culminate with the production of a 16-month Raytheon calendar featuring the best drawings from all the submissions.

Official Rules
[\(click here for downloadable pdf\)](#)

Drawing Form
[\(click here for downloadable pdf below\)](#)



Prize List

- 16 Grand Prize winners will receive a certificate of recognition, a \$50 gift card to Toys "R" Us and an IDS calendar.
- 168 runners-up will receive a certificate of recognition and a \$15 gift card to Toys "R" Us.
- Every child who submits an entry will receive a colorful rubber awareness bracelet and a set of stickers.

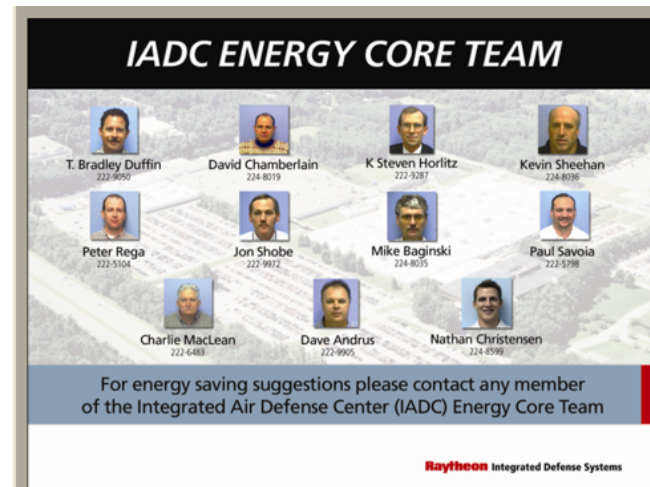
All entries will be viewable on this website. Check back to see your work!

EHS Center Managers (These are the folks who select the drawings)

TWC - Diane Hobbs	NCS Marlborough - Mary Strompko
ADC - Jim Cozello	RFC - Joe Richard
IDS HQ - Mike Donovone	SAP - Sherry Patterson
MA - Ralph King	SAC - Rose Gray
MCV - Ron Kunkle	TBC - Mike Clay
MDC - George Christian	WPC - Dana King
MMC - Larry Neason	XBC - Jason Carina

Critical Step: Develop a Network

- Established network of Energy Champions
 - Anyone who sets a good example for others
 - Promotes energy conservation and efficiency every day
 - The responsibility of the Energy Champion is to:
 - Instill a culture of energy conservation within their respective workspaces with each occupant and with every piece of equipment.
 - Develop conservation strategies specific to their work areas.
 - Identify and implement Energy Conservation Measures (ECMs)
 - Assure there is no backsliding – Savings must be maintained.
 - Share progress, lessons learned, and innovative energy practices with other team members.



Recruit & Recognize Energy Champions

Does preserving the natural environment and conserving our energy resources get you energized? Why not spread that energy among your Raytheon co-workers...

BE AN ENERGY CHAMPION

Earn the chance to win an i-Pod® in the process!
Find out how at one of our


Energy Events

El Segundo South: 11:00am - 1:00pm
July 10 - 11


El Segundo North: 11:00am - 1:00pm
July 12 - 13

IADC ENERGY CHAMPIONS

YOU HAVE the POWER™



To Make a Difference!



John Shattuck
Metal Fabrication

Raytheon Integrated Defense Systems



Past Approach...Violation Tickets



Softer Approach May Work Better

Energy Conservation for a Competitive Advantage

Success Story



MDC – Dining Center

Team Members:
Kevin Gigliotti, MDC
Eurest Employees &
Eurest District
Management

Vision

Identify and implement energy conservation measures (ECMs) throughout the Dining Center.

Approach and Results

- Modified the operating procedures of the of equipment in the kitchen such as fryers, cook tops & grills.
- Posted signs in many areas to remind employees to turn off equipment and close doors.
- Installed Thermal Curtains on the open refrigerators to help conserve energy.

Benefits

- Air Curtains : Extends Compressor life. • Better temperature control. • Keeps food fresher, safer, longer.



Energy Conservation for a Competitive Advantage

Energy Audit Results

An Energy Audit of this area was conducted on date _____ time _____.

Results: See checked boxes.

- All equipment and lights were turned off! Thank you for contributing to the energy conservation initiative!
- Items below were found left on in your office. In the future please follow the below.
 - PC's should be powered off
 - Monitors should be powered off
 - Task light should be powered off
 - Peripherals with power switches should be powered off
 - External hard drives
 - Scanners and local printers
 - Speakers
 - Unused power cords with transformers should be unplugged
 - Laptop power cords
 - Cell phone power cords



Help Make a Difference. Conserve energy wherever you can!

YOU HAVE the POWER
Help Make a Difference. Conserve energy wherever you can!

UP

DO NOT POWER DOWN - CRITICAL PRODUCTION EQUIPMENT

POWER DOWN ONLY WHEN EQUIPMENT IS NOT IN USE

PRODUCTION IN PROCESS DO NOT SHUT DOWN UNIT _____

DAILY: FOR INSTRUCTIONS SEE BELOW

POWER DOWN AT END OF SHIFT: 1st 2nd 3rd

POWER UP AT: _____

WEEKEND: FOR INSTRUCTIONS SEE BELOW

POWER DOWN AT: AM PM OR FRI SAT SUN

POWER UP AT: _____

REFER TO PROCESS/ PROCEDURE NUMBER _____

POWER DOWN PER SPECIAL INSTRUCTIONS: _____

Energy Citizen Campaign

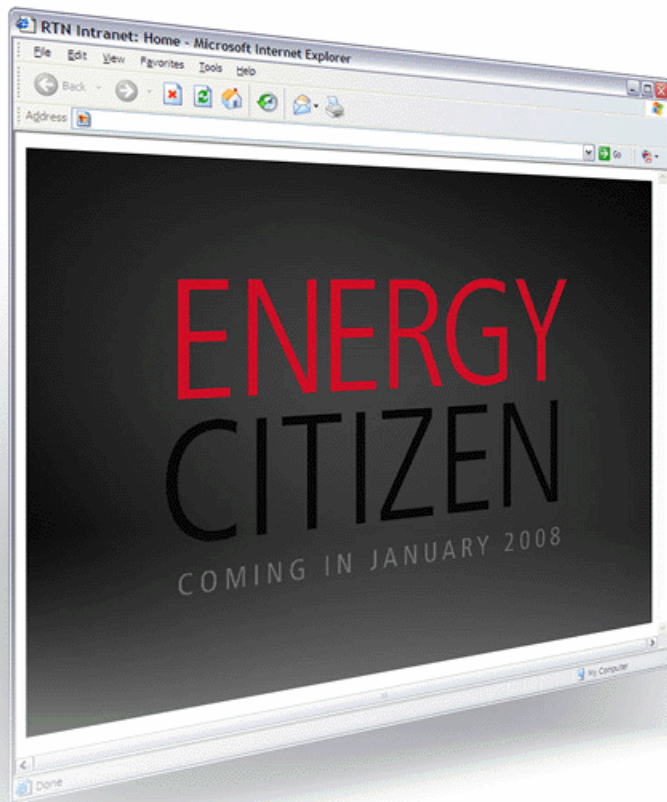
- Creative media campaign that builds employees' excitement about energy conservation through a series of coordinated communications
 - Plasma display and employee broadcast system (EBS)
 - E-mails
 - Online quiz to earn ENERGY CITIZEN status
 - Lapel pins affirming successful completion of quiz
 - Online ENERGY CITIZEN toolkit
 - Provides access to fun graphics and games that employees can use to promote energy conservation

- 2007 Pilot at IDS Business led to 2008 program



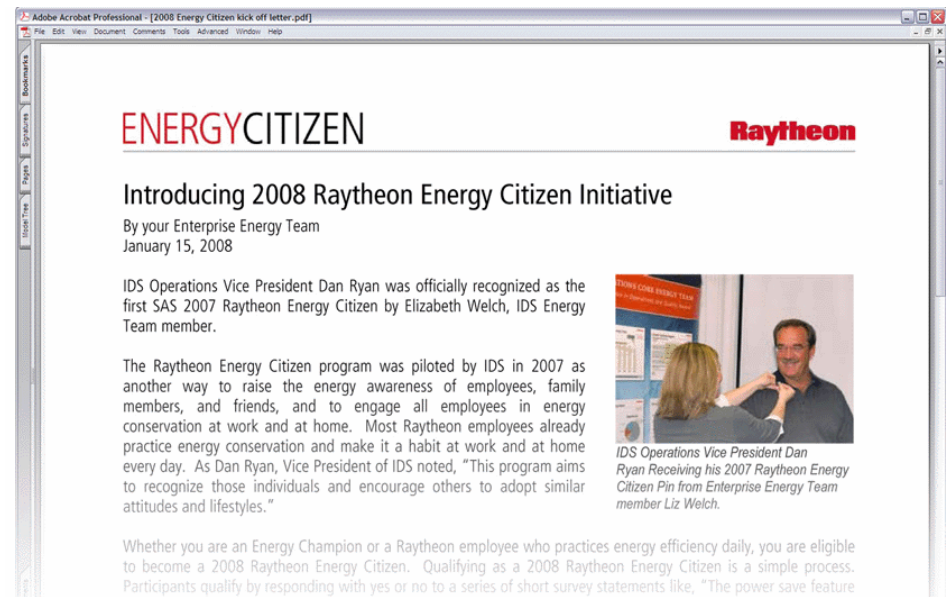
Plasma Displays and Intranet Messaging

- Teasers to create anticipation
- Follow-on messaging will continue to raise awareness



Articles and E-mails

- Introduce employees to the campaign
- Provide periodic information about Raytheon's energy conservation achievements
- Introduce resources that can be used to further the cause (e.g., toolkit, employee stories, news about related energy or environmental initiatives in the company)



Online Quiz

- Posted on enterprise energy web site
- March kickoff article with link to quiz
- Sample questions (of 18 focused on both work and home):
 - I take the initiative to turn off unnecessary lighting in commons areas.
 - Turning off unnecessary lighting in common areas helps reduce energy and cost. Lights not in use are a complete waste of energy and result in costly utility bills.
 - I take the initiative to turn off unnecessary equipment in production and lab areas.
 - Turning off unnecessary equipment in production and lab areas helps reduce energy and cost. Equipment not in use is a complete waste of energy and result in costly utility bills.
 - My car has an average EPA Fuel Economy rating of greater than 25 mpg.
 - Vehicles that meet the EPA's Fuel Economy rating of greater than 25mpg can save you anywhere from \$200 - \$1500 in fuel cost.
 - EPA Fuel Economy rating hotlink: <http://www.fueleconomy.gov/feg/ratings2008.shtml>
 - The last appliance I purchased had an ENERGY STAR[®] rating.
 - ENERGY STAR[®] appliances meet strict energy efficiency criteria without sacrificing performance or design.
- Each question includes pop-up boxes (blue text above)

Screen Shot of Quiz

The screenshot shows a web browser window displaying a Raytheon website. The page title is "Raytheon Facilities Home Page - Windows Internet Explorer". The URL is "http://homenet.ray.com/rfac/energy/energy-citizen-quiz.cfm". The page features a navigation menu with "RTN Online" and "RTN Facilities Home". The main content area is titled "Saving Energy...Make it a Habit!" and contains a quiz with two sections: "Work" and "Home". Each section lists several energy-saving practices with "Yes" and "No" radio button options. A sidebar on the left lists "Facilities Business Areas" including IDS, IIS, NCS, RMS, RTSC, and SAS. An image of two workers in hard hats is visible on the right side of the page.

Raytheon RTN Online

RTN Facilities Home | Company Perspective | Functional Organizations | Communities | Newsroom | Resource Center

Raytheon Enterprise Energy Program

Saving Energy...Make it a Habit!

Work

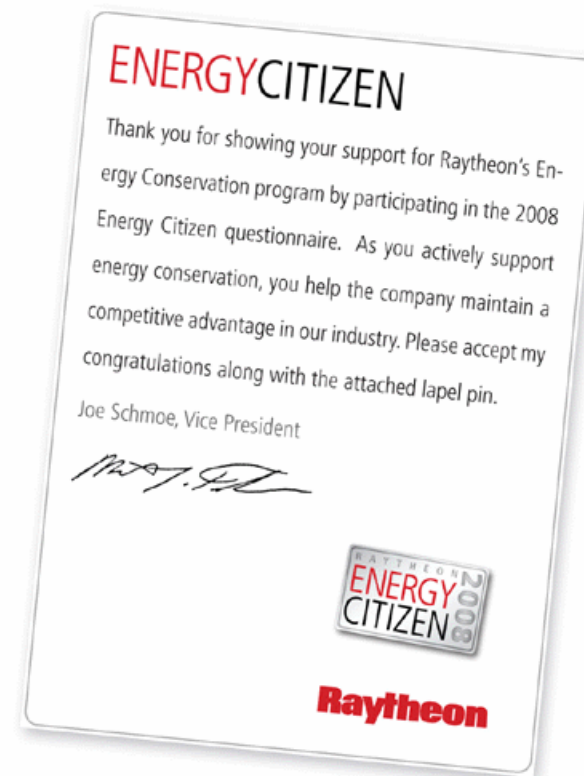
- I turn off my monitor each night and on the weekends. Yes No
- I turn off my computer each night and on the weekends. Yes No
- I use a network printer instead of a desktop printer. Yes No
- I utilize the power save features on my computer and monitor. Yes No
- I avoid the use of energy wasting screen savers. Yes No
- I take the initiative to turn off unnecessary lighting in commons areas. Yes No
- I take the initiative to turn off unnecessary equipment in production and lab areas. Yes No
- I attended the Earth Day Event in April and/or the Energy Awareness Event in October at my location. Yes No
- I volunteer as an "Energy Champion" at my office location. Yes No
- I submitted an energy savings suggestion at my office location. Yes No

Home

- I am aware of/familiar with ENERGY STAR® products and use them wherever I can. Yes No
- I use compact fluorescent lights (CFL) in my home fixtures wherever I can. Yes No
- My home has a programmable thermostat and/or I set back my temperatures when at work and/or at night. Yes No
- My PC has an LCD monitor instead of a CRT. Yes No
- My car has an Average EPA Fuel Economy rating of greater than 25 mpg. Yes No
- The last appliance I purchased had an ENERGY STAR® rating. Yes No
- I car pool, van pool or take public transportation to work. Yes No

Lapel Pins

- Worn by employees to show commitment to energy conservation
- Includes thank you card signed by top management



Final Tips

- Take advantage of employee interest in energy topics of the day
 - Energy fairs with utilities and vendors creates “buzz”
 - Use opportunity to get message about saving at work
 - More and more employees concerned about environment

- Develop support structure or network
 - Use energy champions/leaders to spread message (face to face best)
 - Make sure top leadership support efforts
 - Provide guidance and tools to these “volunteers”

- Solicit ideas from the masses
 - Ask for specific suggestions, then implement highest impact measures
 - Be sure to recognize success stories
 - Web sites are great way to provide information and get feedback

- Utilize external resources
 - Government - ENERGY STAR, US EPA, US DOE
 - Non-Profits - Association of Energy Engineers, Alliance to Save Energy, ACEEE
 - Many excellent consultants available (e.g. ESource)

Raytheon Leadership Vision



"We have the responsibility to return the environment to a place that future generations will be proud of."

- Bill Swanson, Chairman and CEO



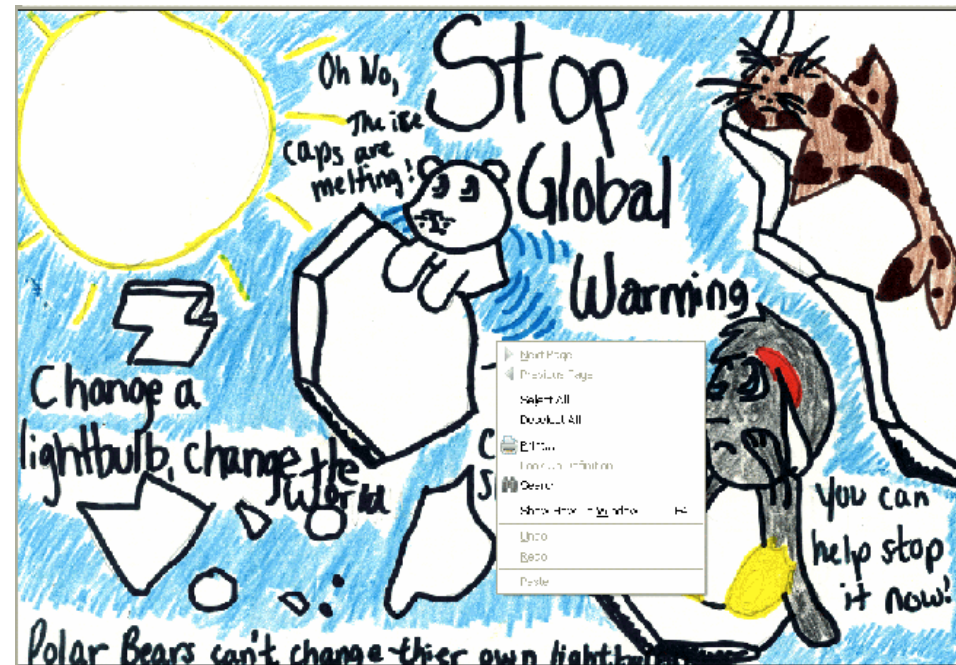
Lastly, try to include some humor...



SHAVING ENERGY USE—Car pooling is one of many forms of saving energy urged by Raytheon Company as part of that firm's energy conservation program. When you don't have to drive, you can shave on the way. The company has already cut back 30 per cent in its use of fuel oil since the energy crunch struck.

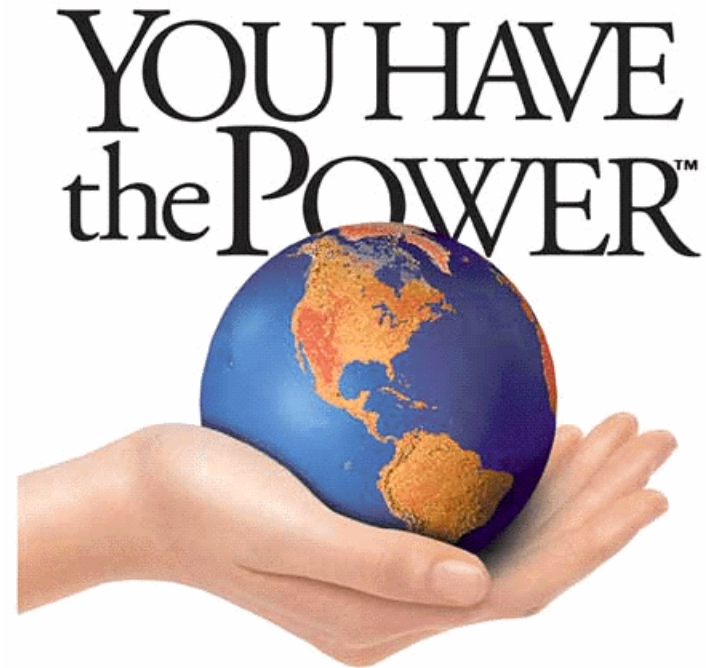
Raytheon cuts oil by 30 per cent

...but remember this is serious stuff



Questions?

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Questions & Discussion

* 6 to un-mute phone

ENERGY STAR Resources



ENERGY STAR offers a variety of resources for partners to use:

- Challenge Tool Kit :
 - Electronic Posters, Handouts, factoids, etc.
 - www.energystar.gov/index.cfm?c=challenge.challenge_toolkit
- Publications
 - Printed materials on all aspects of ENERGY STAR
 - Order materials on-line
 - www.energystar.gov/index.cfm?fuseaction=publications.showPublications



Bring Your Green To Work



- New ENERGY STAR initiative to increase public and employee awareness.
- Greater resources for Partners to leverage.
- Creating informal network of people interested in sharing resources and best practices around employee awareness.
- Contact: Maura Beard – beard.maura@epa.gov

2008 Web Conferences



Month	Topic
January	ES Update
February	Green Power Strategies
March	Engaging Employees in Energy Efficiency
April	Leading Energy Programs – ES Partners of the Year
May	Energy Efficiency and Green Buildings
June	Our Top 3 Energy Projects
July	Motivating and driving facility performance
August	“Cool” Energy Savings Strategies
September	Supply Chain Energy & Climate Initiatives
October	Energy & Climate Risk Management
November	Energy Strategy & Project Financing

[Past Presentations](#) – See “Networking Opportunities” @ energystar.gov



Thank you for participating!