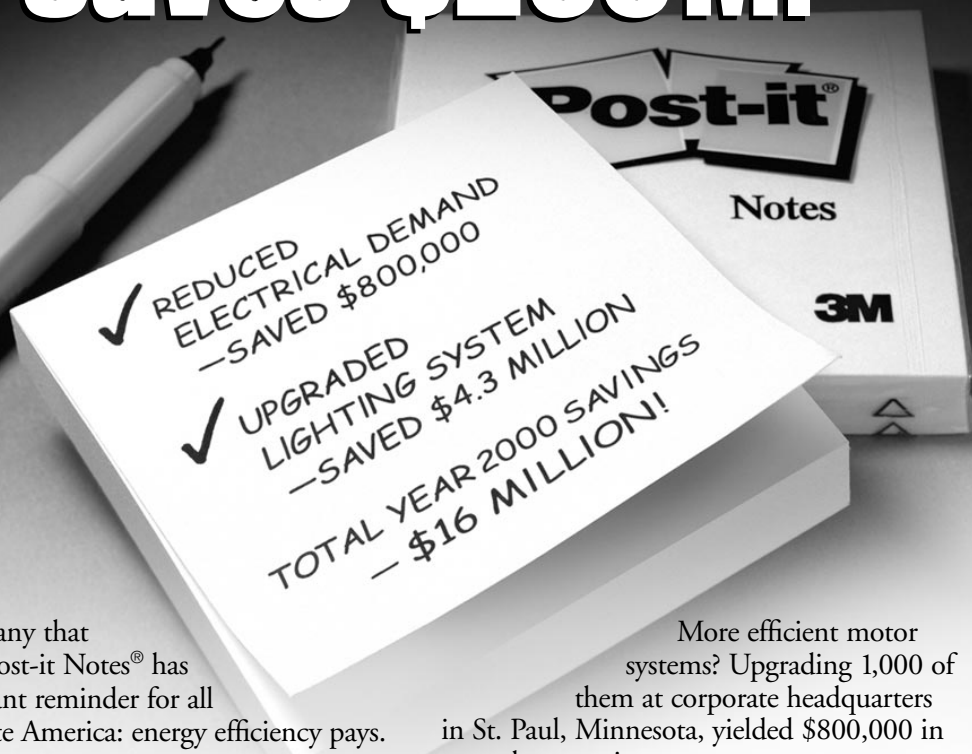


A message from the David and Lucile Packard Foundation and the Energy Foundation

3M Sticks With Energy Efficiency, Saves \$200 M.



The company that invented Post-it Notes® has an important reminder for all of corporate America: energy efficiency pays.

Energy efficiency has been a profit center for 3M since 1973, yielding more than \$200 million in net savings... \$16 million in 2000 alone.

How do they do it? Each 3M facility has an energy “champion” overseeing a team from manufacturing, maintenance and on-site engineering. Their goal is to minimize energy input per unit of product.

Updated lighting? \$4.3 million in annual cost savings – and elimination of 143 million pounds of carbon dioxide emissions.

More efficient motor systems? Upgrading 1,000 of them at corporate headquarters in St. Paul, Minnesota, yielded \$800,000 in annual cost savings.

And eliminated another 13 million pounds of CO₂.

3M is even buying more than a million kilowatt-hours of renewable energy each year for its Austin, Texas manufacturing site.

More profit, less pollution. In these uncertain economic times, shouldn't you be jotting some ideas on one of those little yellow notes?

To learn more about profiting from energy efficiency, visit www.coolcompanies.org.

Energy Efficiency. It's Money in the Bank.

#5 IN A SERIES OF CORPORATE PROFILES IN ENERGY EFFICIENCY

The David and Lucile Packard Foundation, Los Altos, CA • The Energy Foundation, San Francisco, CA