



**Sustaining the Environment,
Maintaining Your Bottom Line**

Leading the Way to Sustainability



The coming decades will bring massive change to how companies, corporations, even entire continents, respond to the mounting environmental crises that face our planet. As business leaders strive to understand new options and develop new strategies, they know they must maintain their focus on the company's bottom line. They must balance environmental goals with economic realities.

At Honeywell, we have been at the forefront of energy conservation for decades. We have long understood that protecting the environment and preserving the bottom line are not mutually exclusive ideas. We have helped companies around the globe realize that when they save energy, they also save money. Since the 1980s, Honeywell Building Solutions has completed more than 5,000 energy efficiency projects in facilities around the globe, minimizing costs and maximizing system performance. We've conserved enough energy to power three nuclear power plants for one year – real-world, bottom-line savings.

Good for the Environment and Good For Your Bottom Line

Each company needs to take a hard look at their business goals and their environmental goals. Where do they overlap? How can they complement each other? What options and initiatives will match your budget and timelines? If a plan is not realistic or economically feasible, it's not going to be a "sustainable" strategy for your business. At Honeywell, we try to balance the nature of business with the very important business of nature.

Efficiency is the Key

It's all about maximizing efficiency. Minimizing the amount of energy to get the job done, because wasted energy benefits no one. It costs your company money and it impacts our planet in numerable ways.

Nearly 50 percent of Honeywell's extensive portfolio of products is linked to energy efficiency. It's about introducing better products and integrating better systems that allow energy to work smarter. This is not just a strategy, it's a mindset.

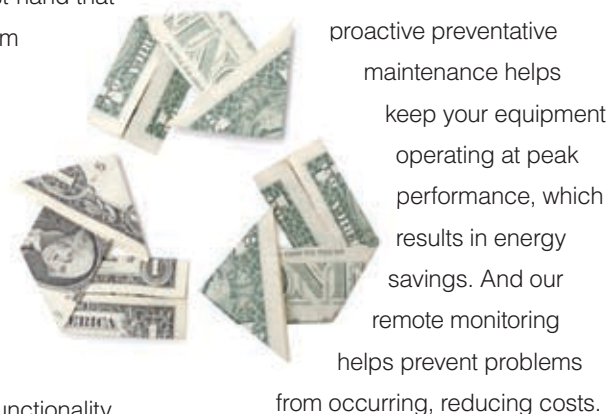
Investing in Energy Savings Makes Good Cents

Our customers have learned first-hand that investing in upgrades and system improvements doesn't cost money in the long run – it saves money. Their energy bills drop 15-25% on average. And it reduces emergency repair services by more than 75%. Customers continue to experience these bottom-line benefits – as well as improved functionality and reduced environmental impact – year after year.

Service Sets Honeywell Significantly Apart

Honeywell has also developed an unmatched reputation for stellar service. Leveraging advanced technology, such as the Global Service Response Center (GSRC) and Field Automation Service Technology™ (FAST), we're able to provide real-time data to keep your systems running at peak efficiency, while reducing the need for on-site labor.

By optimizing building performance, Honeywell's GSRC and service organization have enabled more than 25,000 customer sites in North America to become more sustainable. Our



proactive preventative maintenance helps keep your equipment operating at peak performance, which results in energy savings. And our remote monitoring helps prevent problems from occurring, reducing costs.

Honeywell – Clean and Green From the Start

Honeywell has been committed to sustainability as a real-world issue and goal for more than 100 years – far before "green" thinking came to the forefront. It is this historical perspective and expansive experience that uniquely qualifies Honeywell to help lead the world's companies – large and small – toward the best energy and environmental solutions.

A Recognized Leader In Environmental Stewardship

Our energy conservation and management work is being heralded throughout the world. Honeywell was one of the first energy services companies involved in the prominent Clinton Climate Initiative. Honeywell is also a member of the EPA's Climate Leaders Program and a supporter of the American College & University Presidents Climate Commitment. And Honeywell recently won the distinguished "Green Innovation of the Year" award from Frost & Sullivan.

Renewable Energy Alternatives Bring Real-World Rewards

Energy sources and strategies, such as solar power, wind energy and biomass energy, are now becoming powerful components in our quest to become less oil-dependent and more environmentally responsible. And the momentum continues throughout this year. But which of these sustainable solutions are right for your business?

To help you decide, Honeywell has developed the Renewable Energy Scorecard™, whereby we analyze the full spectrum of renewable technologies available in your area, as well as local utility rates and your particular heating

and cooling loads. This gives your business a powerful snapshot of the renewable energy solutions that make the most economic sense for your enterprise.



Making Upgrades Easy – and Affordable

At Honeywell, we want to make your decision to "go green" easy by giving you the data to make the best decision – and then giving you the funding options to make it affordable. These include Energy Savings Performance Contracts (ESPCs), which offset the costs of upgrading HVAC mechanical, lighting and building automation systems against future savings guaranteed by Honeywell. Your operating budget is untouched. And your facilities receive needed upgrades and improvements today, without risk.

Building Awareness and Changing Behavior Through Energy Education

Many companies express the commitment to change their energy policies and practices, but they're not sure where to start. That's why we offer energy education services designed to give companies a more thorough understanding of every facet of energy usage. Honeywell offers energy awareness and public relations programs, as well as customized, people-driven conservation programs. Honeywell uses a leading edge sustainability information system, which provides access to real-time data,

and enables environmental program management and interactive education.

Lead the Way With LEED® Certification

Honeywell helps organizations achieve Leadership in Energy and Environmental Design (LEED) certification and ENERGY STAR® recognition. Honeywell has nearly 100 LEED-accredited professionals on staff. No one is better suited to help you achieve LEED status.

Greenhouse Gas Emissions Management Program

Honeywell offers a comprehensive Greenhouse Gas Emissions Management Program, beginning with an inventory to establish your baseline carbon equivalent (eCO₂) footprint. We can help your organization launch a successful energy and carbon management reduction program. Alternatively, if you'd prefer to manage the process internally, Honeywell offers a hands-on, one-day workshop, designed to provide you with the knowledge and tools to launch your own greenhouse gas emissions initiative.

On-Site Sustainability Directors

Honeywell's Sustainability Directors bring specialized, sustainable management and technical consulting expertise right to your building operation. This valuable on-site resource will develop programs, advocate for sustainability practices and facilitate interaction and collaboration among various groups in your organization. The Sustainability Director will identify, prioritize, plan, coordinate and promote sustainability and conservation initiatives in the areas of water, energy, transportation and procurement.

Make the Best Green Decisions With Honeywell

There are countless providers championing a variety of new initiatives in every shade of "green." The challenge is to find the solutions that make the best sense for your company. Whether you manage a single facility or oversee multiple, geographically-dispersed locations, learn how Honeywell's

Sustainable Services can help you improve energy efficiency, ensure comfort and realize substantial savings at the same time.

Honeywell Sustainable Services Can Help You:

- Fund improvements within existing budgets
- Ensure comfort while reducing energy use
- Dramatically reduce energy costs
- Reduce emissions and environmental impact
- Meet environmental regulations

You can trust the dedicated energy experts at Honeywell to work with you and your staff to find the optimal mix of technology and services to support your environmental and business goals. We have the talent, expertise and experience to develop solutions that will help your company "go green" while keeping your business in the black.



Find Out More

To start the green conversation for your facility, or to get a Renewable Energy Scorecard, contact your Honeywell representative or visit www.honeywell.com/buildingsolutions or call **1-800-345-6770, ext. 605**.

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