

Energy Productivity at Corning

Beneficial Teaming with NASEO

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NASEO Meeting
Washington, DC - February 8th, 2006



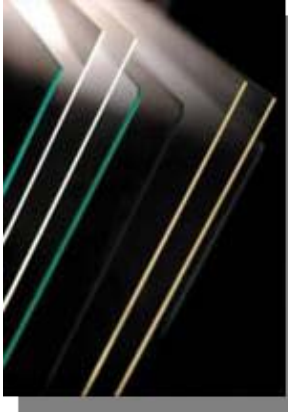
CORNING
Discovering Beyond Imagination

Corning Incorporated

- **Founded in 1851**
- **Headquartered in Corning, New York**
- **Approximately 25,000 employees worldwide**
- **Approximately 10,000 US Employees**
- **2005 Revenues of \$4.6 Billion**
- **Ranks 480 in Fortune 500**
- **Manufacturing operations in 13 states**
- **Global Energy costs ~\$200Million**



Market Segments



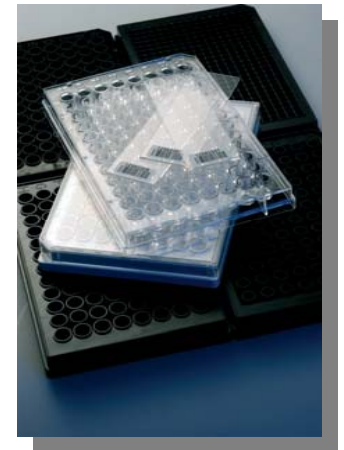
Display Technologies



Environmental Technologies



Telecommunications



Life Sciences

Large electricity and gas consumer

Corning Global Energy Management

Commitment to Energy Productivity

- Strategic concerns about energy
 - *Long-term costs*
 - *Supply reliability and quality*
 - *Environmental impacts*
 - *Customer and shareholder inputs*
- Potential competitive advantages
 - *Breakthrough energy productivity gains*
 - *Reliable and secure energy supplies*
 - *Sustainable business practices*
- Global Energy Management (GEM) Process developed 2005
- GEM strategy deployed starting Jan 2006

Energy Productivity Goals

Our position is straightforward

- We will operate our worldwide facilities to increase energy productivity by 20% to 30% within five years relative to 2005 levels
- We will minimize creation of greenhouse gases through effective energy management
- We will continuously explore opportunities to raise the bar

**Systematic management of energy use
is core to competitiveness**

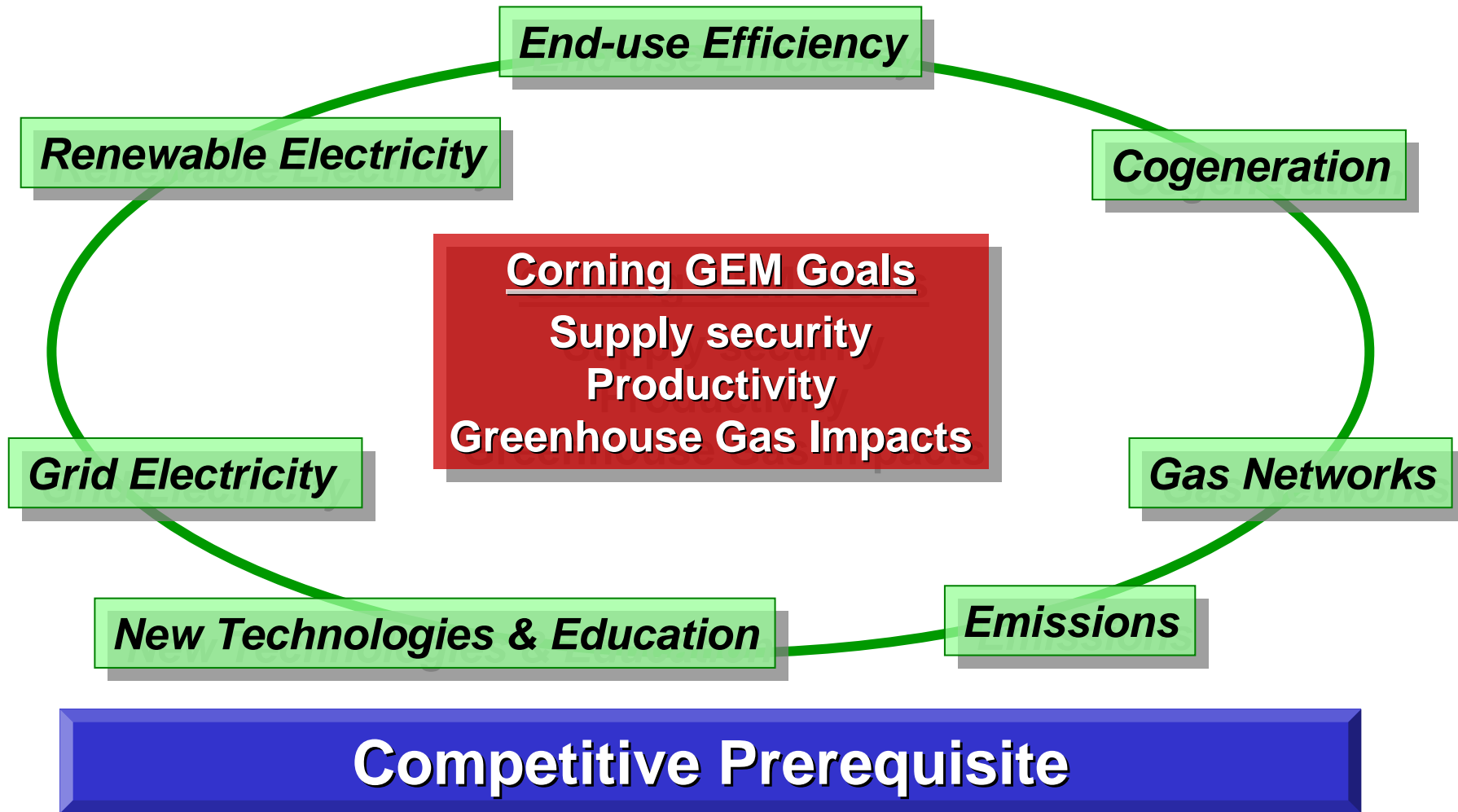
Corning's Framework for Energy Productivity

California Loading Order / "Trias Energetica"

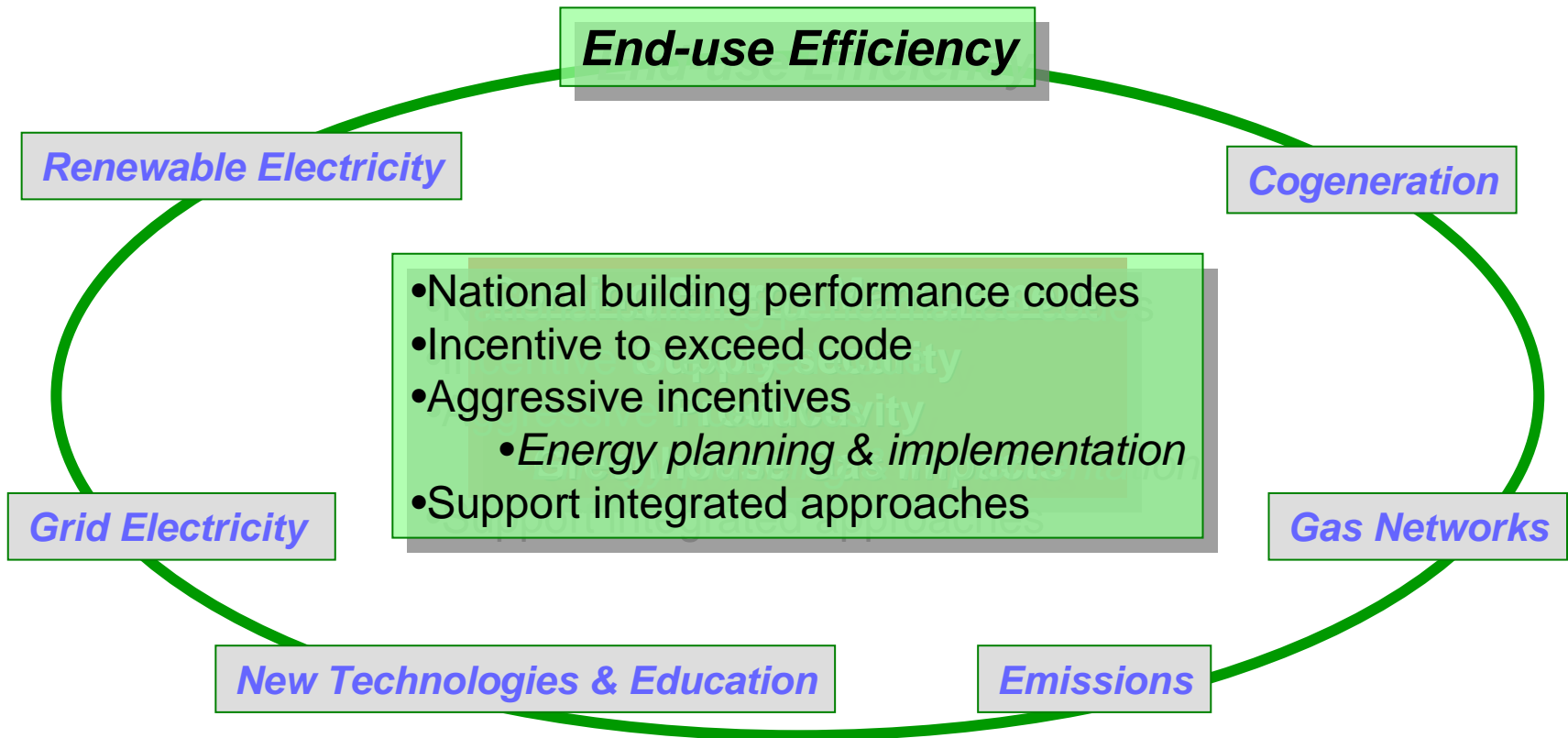
- Maximize energy efficiency
- Use as much economically viable renewable energy and combined heat and power (cogeneration)
- Maximize productive use of existing electric and gas grids

GEM A Balanced Long-term Approach

How can NASEO help?

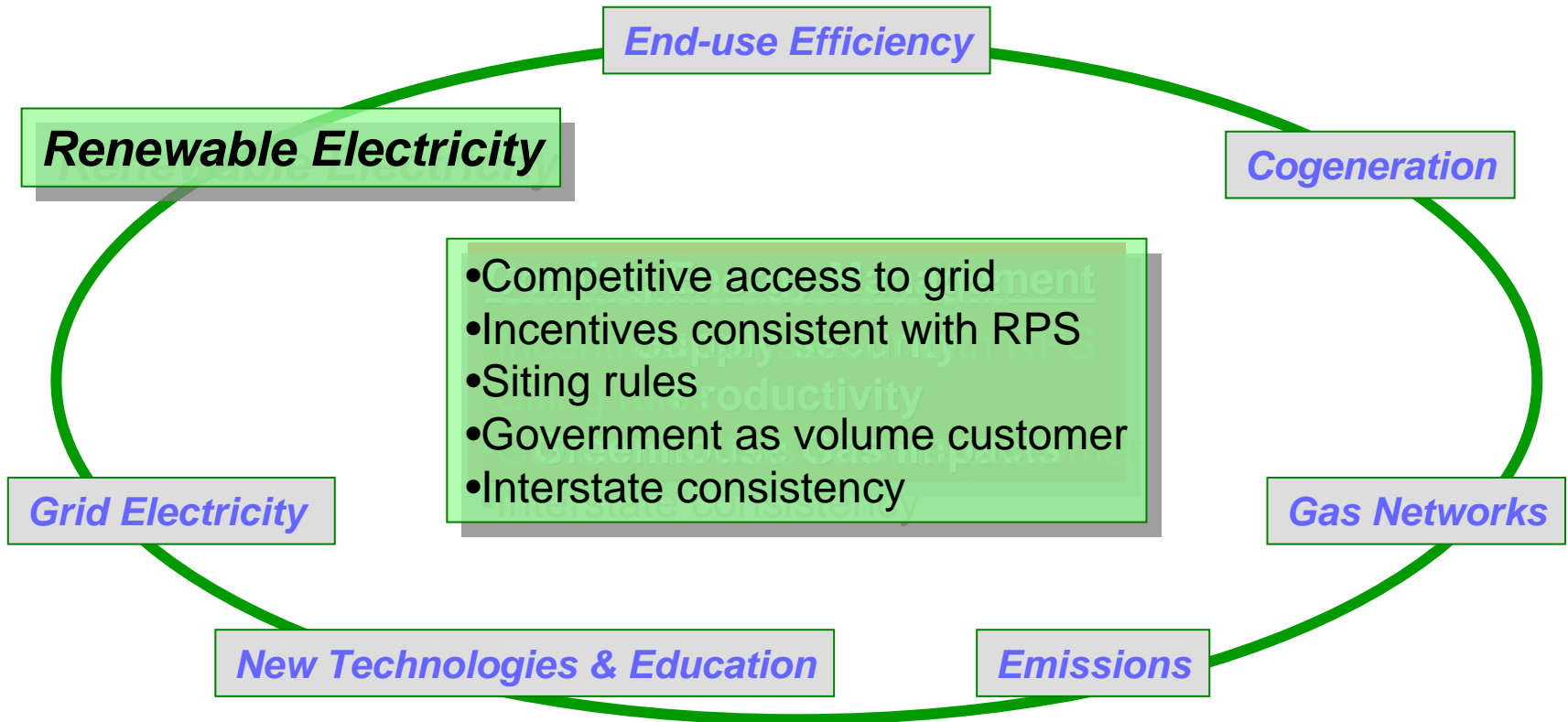


Level 1 - Maximize energy efficiency



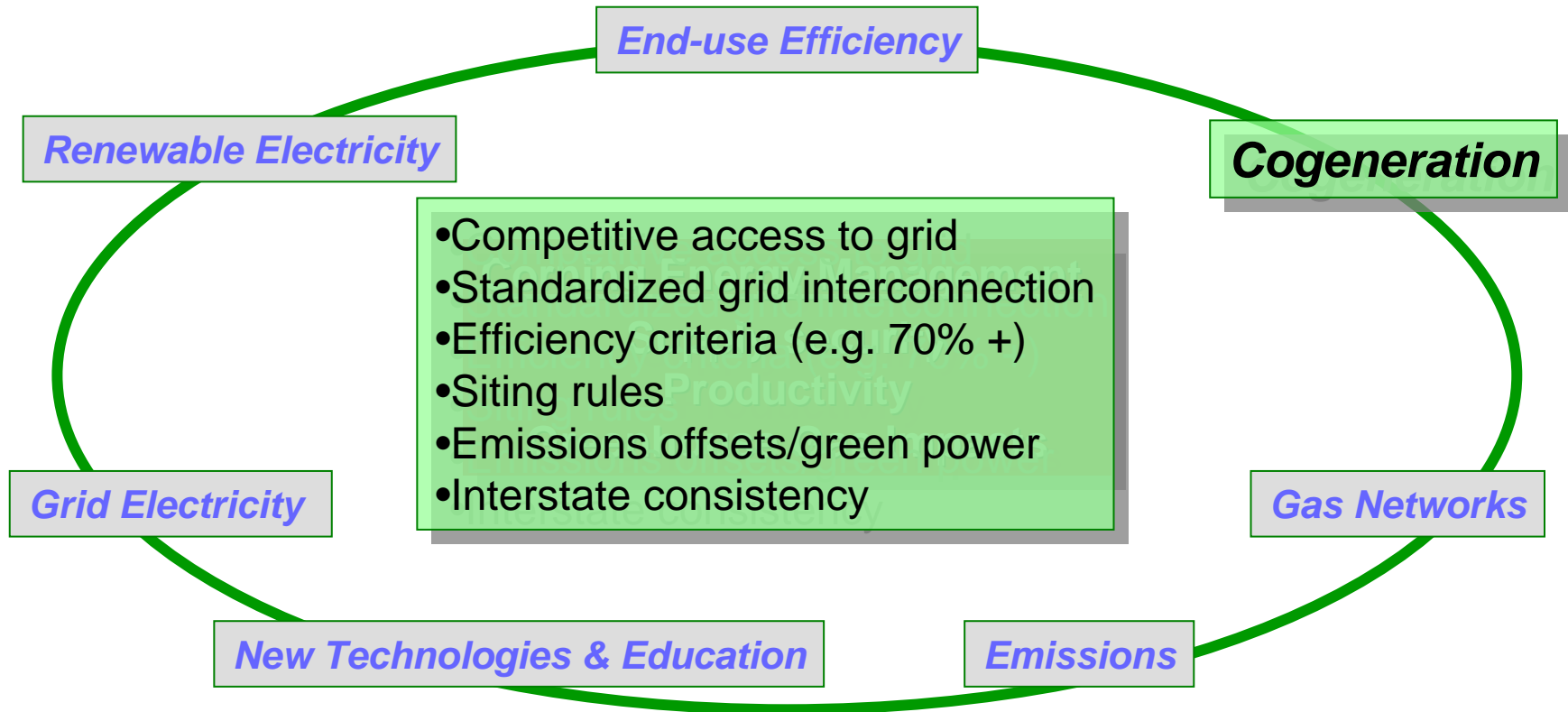
Efficiency is long term option

Level 2 - Maximize renewable and cogeneration



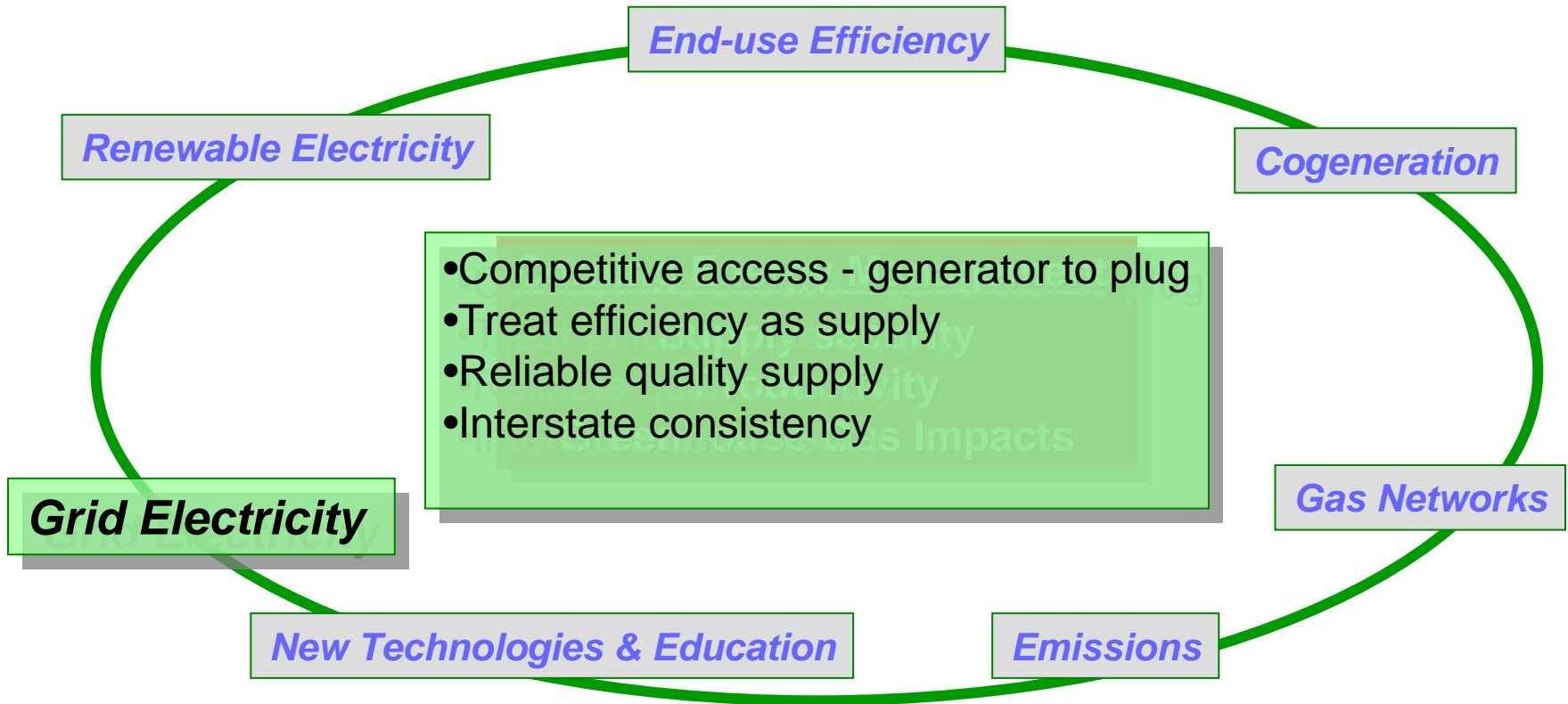
Supply security & environmental impacts

Level 2 - Maximize renewable and cogeneration



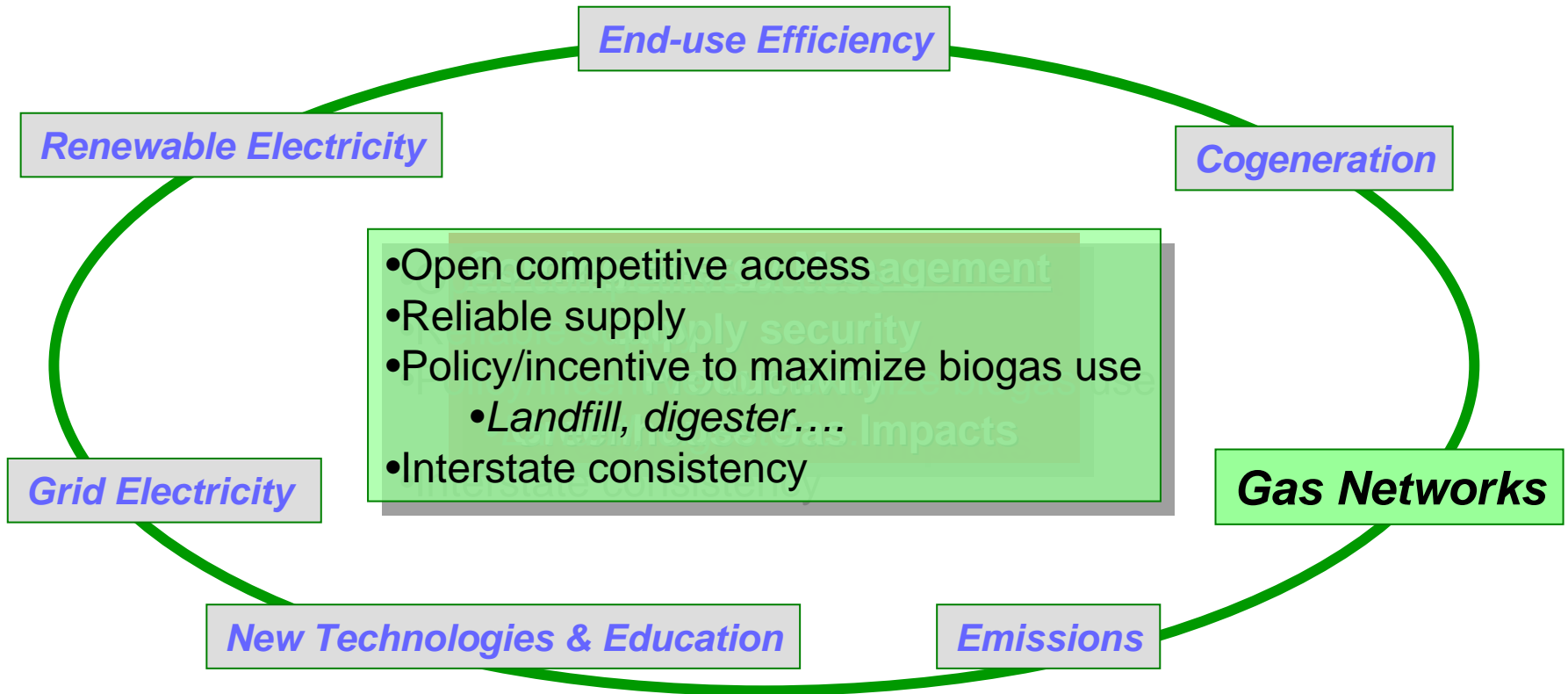
Major economic & environmental impacts

Level 3 - Maximize efficient use of grids



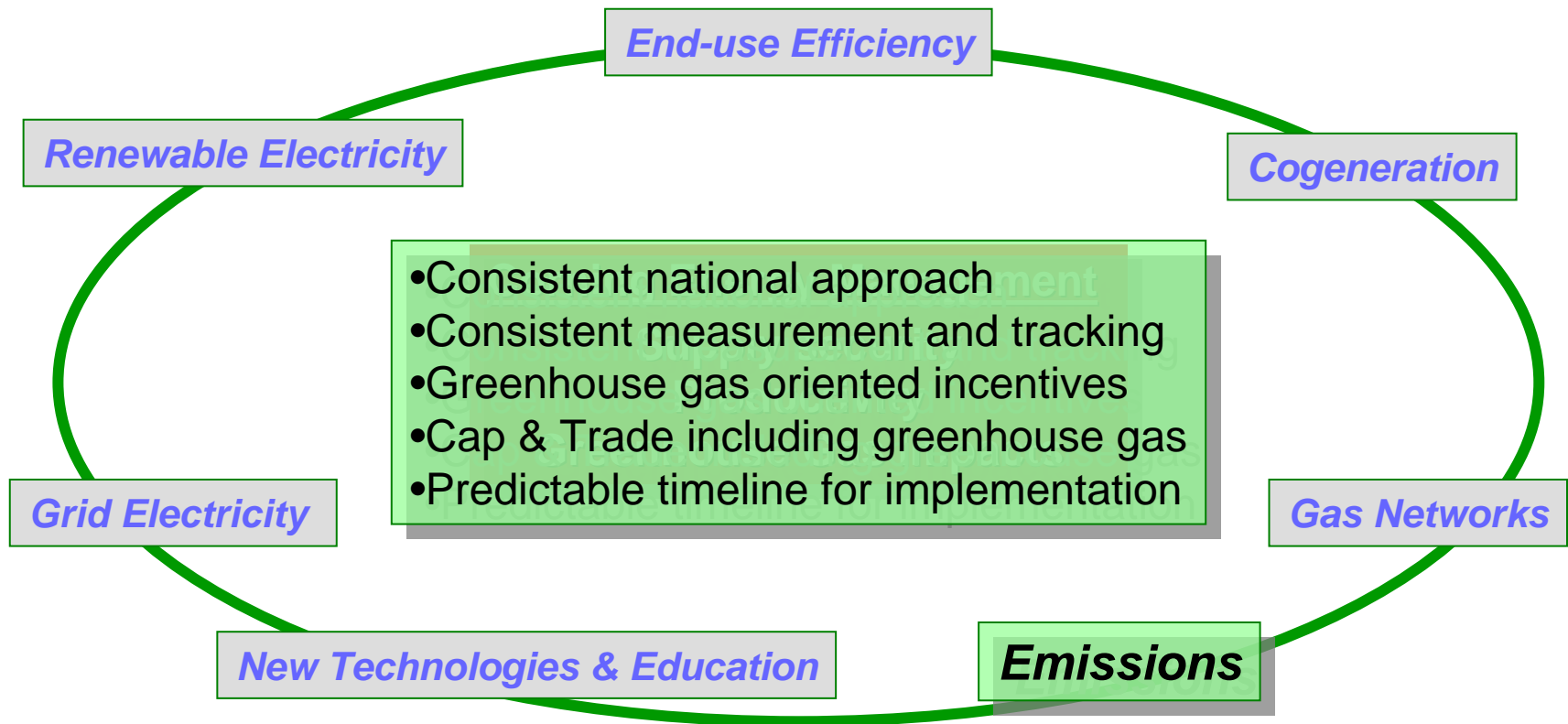
Team for optimized productivity

Level 3 - Maximize efficient use of grids



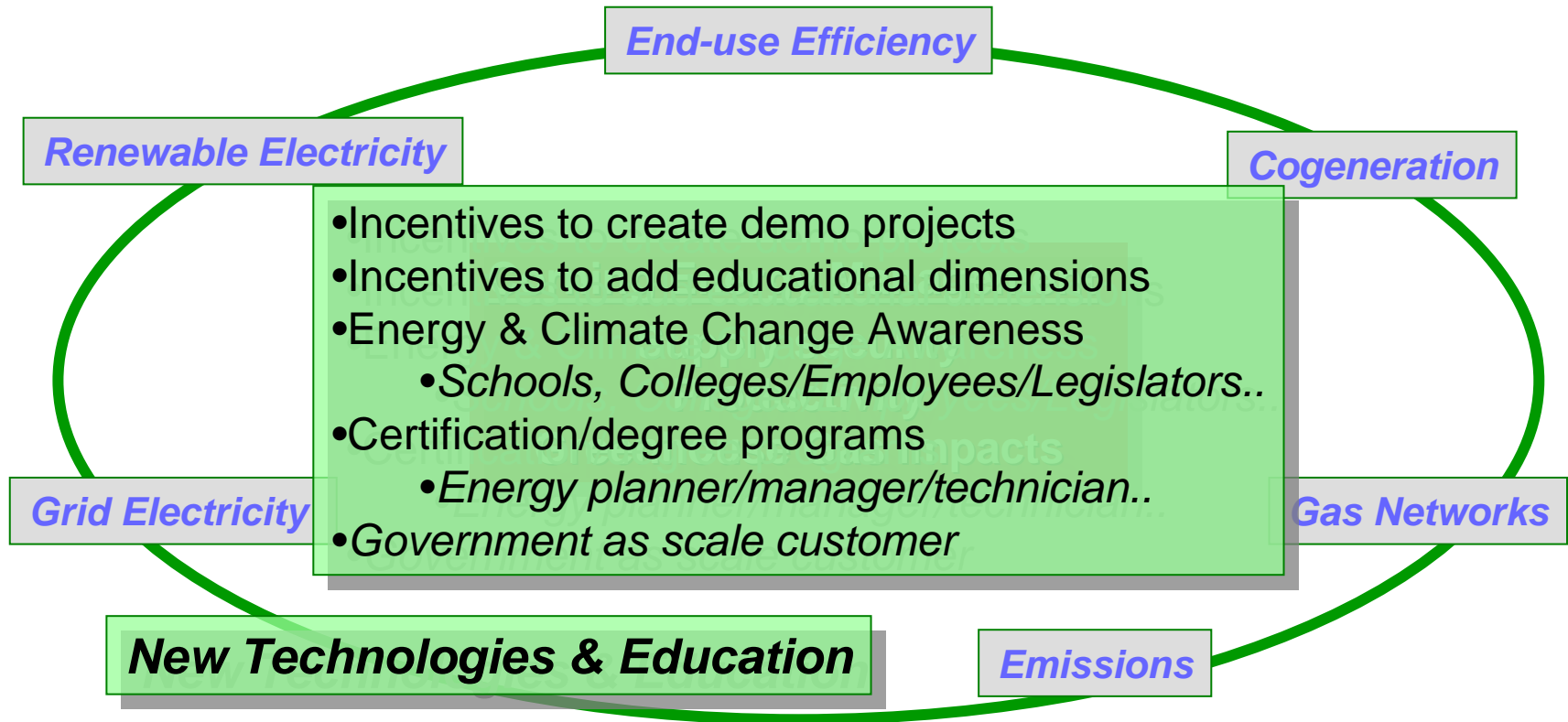
Maximize use of valuable fuel

Preparation for carbon-constrained future



Responding to Global Market Needs

Widen understanding and engagement



Build resources for the future

In Summary...

- Energy productivity is key to competitiveness
- Supply reliability and quality crucial
- Open access and competition at all levels
- Incentives to accelerate renewable and cogeneration sources
- Predictable greenhouse gas regime
- Consistent approaches between states

Active Dialog and Engagement

Thank You

- EPA's Landfill Methane Outreach Program (LMOP)
- EPA's Energy Star Partners
- DOE's Save energy now
- DOE's Industrial Assessment Center
 - *N.C.*
 - *N.Y.*
- NYSERDA
- Virginia Department of Mines, Minerals and Energy

CLOSE TO HOME by John McPherson



A dramatic breakthrough in the world of alternative energy: canine tail power.