

# Raytheon Supplier Initiatives

## ENERGY STAR Web Conference

Dave Chamberlain and Jack Holt  
Raytheon Company

May 1, 2008

# Supply Chain Initiatives

---

- Two businesses with strong efforts to engage suppliers and vendors:
  - Integrated Defense Systems (IDS)
    - Hosted Supply Chain forum in Boston September 2007
    - Distributed brochures to attendees at display booth
    - IDS Energy Team members staffed booth and answered questions
  - Space and Airborne Systems (SAS)
    - Created similar brochure to IDS
    - Distributed to 4,300 suppliers
    - Distributed 'Change a Light, Change the World' brochures to vendors to encourage participation.
  
- Both brochures encourage suppliers and vendors to reduce environmental footprint and become ENERGY STAR and/or Climate Leaders partners
  
- All Raytheon businesses solicited Change A Light pledges from suppliers, vendors, customers and communities
  - Over 11,000 pledges obtained during 2007

# IDS Brochure

Raytheon is an advocate for protecting the environment and truly believes that we collectively have a social obligation to reduce our environmental footprint. To this end, Raytheon is an active partner with the United States Environmental Protection Agency participating in both the ENERGY STAR® and Climate Leaders programs. The ENERGY STAR® program is all about conserving energy, while Climate Leaders involves the reduction of greenhouse gas (GHG) emissions.

As a preferred supplier of materials, goods and services to Raytheon, you and your company are strongly urged to reduce your environmental footprint. If your company has robust energy conservation and recycling programs, we applaud you. If your company has not already taken this initiative, we encourage you to engage all of your employees, suppliers, manufacturers and contractors in an effort to reduce their environmental footprint as Raytheon has done.

In addition, Raytheon recommends that your company becomes partners in both ENERGY STAR® and Climate Leaders.

## Energy websites

<http://energystar.gov>  
<http://www.epa.gov/climateleaders>  
<http://www.neep.org>  
<https://www.aeecenter.org>  
<http://www.ase.org>  
<http://masssave.com>  
<http://www.buyenergyefficient.org>  
<http://www.myenergystar.com>  
<http://www.energyfederation.org>  
<http://www.eia.doe.gov>

**Steve Fugarazzo**  
Operations  
Raytheon Integrated  
Defense Systems

978.436.8112 office  
978.436.8400 fax

**Raytheon**  
*Customer Success Is Our Mission*



**YOU HAVE  
the POWER.**

Energy Conservation

**Raytheon**

# IDS Brochure (continued)

 <p>“Our energy conservation program will not only increase our competitive advantage, but will provide immediate increased market availability to our communities, neighbors and for future generations”</p> <p style="text-align: right;">Bill Swanson, Raytheon Chairman and CEO</p>	<h3>IDS Energy Awards</h3> <ul style="list-style-type: none"> <li>ENERGY STAR® Partner of the Year Honorable Mention 1999</li> <li>International Facility Management Association (IFMA), Boston Chapter – 2002 Award for Excellence – Intelligent Office Lighting Program</li> <li>Association of Energy Engineers – 2002 New England Chapter Energy Project of the Year</li> <li>ENERGY STAR® Partner of the Year 2003 and 2007</li> <li>Northeast Energy Efficiency Partnership (NEEP) Leadership in Business Commitment to Energy Efficiency – 2006</li> <li>IFMA Awards of Excellence 2006, George Graves Award for Facility Management Achievement in Energy Conservation</li> </ul>	<h3>Raytheon IDS Energy Experts</h3> <p>David Chamberlain David_R_Chamberlain@raytheon.com</p> <p>Tracy Fialli Tracy_L_Fialli@raytheon.com</p> <p>Steven Fugarazzo Steven_J_Fugarazzo@raytheon.com</p> <p>Elizabeth Welch Elizabeth_A_Welch@raytheon.com</p>
<h3>Energy Conservation for a Competitive Advantage Program</h3> <ul style="list-style-type: none"> <li>Robust energy conservation program</li> <li>Engaging every employee</li> <li>Saved \$2M in Integrated Defense Systems (IDS) and \$9M across Raytheon in 2006</li> <li>Reduced carbon footprint</li> <li>Raytheon committed to a 33% reduction of Greenhouse Gas (GHG) emissions 2002 through 2009 tied to revenue</li> </ul>	<h3>2006 IDS Energy Achievements</h3> <ul style="list-style-type: none"> <li>Saved 22,000 megawatt hours (MWH)</li> <li>Saved enough electricity to power 2,200 homes</li> <li>Prevented the release of 32 million pounds of Greenhouse Gas emissions</li> <li>Avoided emissions from 300 automobiles</li> <li>Total Employee Engagement:             <ul style="list-style-type: none"> <li>More than 300 Energy Champions</li> <li>Almost 1,100 Energy Citizens</li> </ul> </li> </ul>	<h3>Partnerships</h3> <ul style="list-style-type: none"> <li>U.S. EPA ENERGY STAR®</li> <li>U.S. EPA Climate Leaders</li> <li>U.S. Green Building Council Inc. (USGBC) – Leadership in Energy and Environmental Design (LEED)™</li> <li>The Association of Energy Engineers (AEE)</li> <li>Associated Industries of Massachusetts (A.I.M.)</li> <li>International Facility Management Association (IFMA)</li> </ul>

# SAS Brochure

Raytheon is an advocate for protecting the environment and truly believes that we collectively have a social obligation to reduce our environmental footprint. To this end, Raytheon is an active partner with the United States Environmental Protection Agency participating in both the ENERGY STAR® and Climate Leaders programs. The ENERGY STAR® program is all about conserving energy, while Climate Leaders involves the reduction of greenhouse gas (GHG) emissions.

As a preferred supplier of materials, goods and services to Raytheon, you and your company are strongly urged to reduce your environmental footprint. If your company has robust energy conservation and recycling programs, we applaud you. If your company has not already undertaken these initiatives, we encourage you to engage all of your employees, suppliers, manufacturers and contractors in an effort to reduce their environmental footprint as Raytheon has done.

In addition, Raytheon recommends that your company becomes partners in both ENERGY STAR® and Climate Leaders.

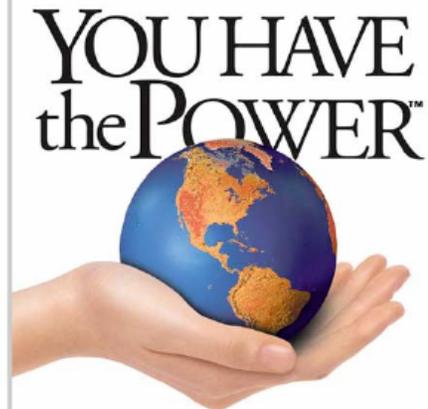
## Energy Websites

<http://energystar.gov>  
<http://www.epa.gov/climateleaders>  
<http://www.fypower.org>  
<https://www.aeecenter.org>  
<http://www.ase.org>  
<http://www.buyenergyefficient.org>  
<http://www.energyfederation.org>  
<http://www.eia.doe.gov>

Jack Holt  
 Manager  
 Facilities Energy Engineering  
 Raytheon Space and Airborne  
 Systems

310.616.1068 office  
 jmholt@raytheon.com

**Raytheon**  
*Customer Success Is Our Mission*



## Energy Conservation



**Raytheon**

# SAS Brochure (continued)

	<p>Raytheon Energy Awards</p>	<p>Raytheon SAS Energy Experts</p>
 <p>“We have the responsibility to return the environment to a place that future generations will be proud of.”</p> <p><b>William H. Swanson</b> Raytheon Chairman and CEO</p>	<ul style="list-style-type: none"> <li>• ENERGY STAR® Partner of the Year Honorable Mention 1999</li> <li>• International Facility Management Association (IFMA), Boston Chapter – 2002 Award for Excellence – Intelligent Office Lighting Program</li> <li>• Association of Energy Engineers – 2002 New England Chapter Energy Project of the Year</li> <li>• ENERGY STAR® Partner of the Year 2003 and 2007</li> <li>• Flex Your Power Energy Management Honoree – 2007</li> <li>• Northeast Energy Efficiency Partnership (NEEP) Leadership in Business Commitment to Energy Efficiency – 2006</li> <li>• IFMA Awards of Excellence 2006, George Graves Award for Facility Management Achievement in Energy Conservation</li> </ul>	<p>Buddy Agahan abelardo_agahan@raytheon.com</p> <p>Mark Faulk mfaulk@raytheon.com</p> <p>Chanea Williams chanea_williams@raytheon.com</p> <p>Jack Holt jmholt@raytheon.com</p>
<p>Energy Conservation for a Competitive Advantage Program</p> <ul style="list-style-type: none"> <li>• Robust energy conservation program</li> <li>• Over 25 dedicated energy professionals nationwide</li> <li>• Engaging every employee</li> <li>• Saved \$9M across Raytheon in 2006</li> <li>• Reduced carbon footprint</li> <li>• Raytheon committed to a 33% reduction of Greenhouse Gas (GHG) emissions 2002 through 2009 tied to revenue</li> </ul>	<p>2007 YTD SAS Energy Achievements</p> <ul style="list-style-type: none"> <li>• Saved 33,000 megawatt hours (MWH)</li> <li>• Saved enough electricity to power 3,300 homes</li> <li>• Prevented the release of 26.5 million pounds of Greenhouse Gas emissions</li> <li>• Avoided emissions from 450 automobiles</li> <li>• Total Employee Engagement:             <ul style="list-style-type: none"> <li>— More than 500 Energy Champions</li> <li>— 4 Full Time Energy Professionals</li> </ul> </li> </ul>	<p>Partnerships</p> <ul style="list-style-type: none"> <li>• U.S. EPA ENERGY STAR®</li> <li>• U.S. EPA Climate Leaders</li> <li>• U.S. Green Building Council Inc. (USGBC) – Leadership in Energy and Environmental Design (LEED)™</li> <li>• The Association of Energy Engineers (AEE)</li> <li>• Associated Industries of Massachusetts (A.I.M.)</li> <li>• International Facility Management Association (IFMA)</li> </ul>

## 2007 Stewardship Report

---

- To be released in late May/early June
- Will include following paragraph (draft proposed):

At Raytheon, stewardship starts in the workplace but extends far beyond. We show respect for our external environment—eliminating pollution and waste, minimizing the use of water and other natural resources, maximizing reuse and recycling and working steadily to reduce our carbon footprint. We work regularly with customers, suppliers, partners, industry and government leaders, academic researchers and neighbors to devise and implement solutions that work for the business and protect the world around us. We strive to integrate energy efficiency and environmentally friendly behavior into the daily practice of every Raytheon business.

# Questions?

---

**David R. Chamberlain**  
**Raytheon Company, Integrated Defense Systems**  
**880 Technology Park Drive**  
**Billerica, MA 01821**  
**978-436-8128**  
**David\_R\_Chamberlain@raytheon.com**

**Jack M. Holt**  
**Raytheon Company, Space and Airborne Systems**  
**2000 E El Segundo Blvd**  
**El Segundo, CA 90245**  
**310-616-1068**  
**JMHolt@raytheon.com**