LIFE’S A ROAD TRIP. COME ON, LET’S GO.
A STRONG, GLOBAL PARTNER

PRODUCTS THAT PERFORM

GO FORWARD TECHNOLOGIES

MANUFACTURING EXCELLENCE

COMMITMENT TO A BETTER WORLD
A Leader in the Tire Industry

- 11th largest global tire manufacturer and 4th largest in the U.S. *
- 2012 revenue of $4.2 billion
- 14% market share in the U.S. light vehicle replacement tire market
- Limited, but growing, O.E. presence
- Rapidly growing international segment
- 2012 unit sales ≈49.5 million tires

**2012 Sales by Segment**

- North America: 65%
- International: 35%

**Sales by Product**

- Passenger: 50%
- Light Truck: 20%
- Commercial Truck: 20%
- Winter: 5%
- Specialty: 5%
World Class Steward of Resources and Maintaining Environmental Integrity

- Reducing waste generated and going to landfills
- Reducing water use
- Increasing % of scrap going to non-fuel use
- Reducing energy use

Sustainability Report available at www.coopertire.com
Commitment by Cooper to Implement Energy Savings Initiatives

- Full-time Energy Manager in each North American Cooper Plant
- Capital Budget Funding for Projects that Meet Payback Requirements
  - Payback threshold of 3 years or less required
  - 2 years or less desirable
- Monthly Energy Conference Calls with North American Plants
- Projects Communicated and Shared with All Plants
Findlay Plant Energy Projects

Energy Management System

Lighting Upgrades
Energy Management System

• System In Place Since 2008

• Energy Models Developed for Electricity and Natural Gas
  • Models include variables of production units and weather conditions
  • Actual energy usage compared to models
Findlay Plant Energy Projects

Percentage Difference of Predicted KWH versus Actual KWH Usage to 2011 Baseline Model
Findlay Plant Energy Projects

Lighting Upgrades

• Previous Lighting Standard was 400W Metal Halide Fixtures Located Throughout Plant

• Efficient Fixture Technologies Evaluated

• Technology Selected Based on Project Payback and Total Ten Year Cost of Ownership

• LED Considered but Did Not Meet Payback Threshold of Three Years

• Induction Technology Offered Close to Three Year Payback

• AEP Utility Incentive Reduced Payback to Under Three Years for Induction
Findlay Plant Energy Projects

Lighting Upgrades

- Lighting Upgrade of the Plant Areas Divided into Four Phases:
  - Phase 1 - 708 Fluorescent (T5) Fixtures
  - Phase 2 – 750 Induction Lighting Fixtures
  - Phase 3 – 1,230 Induction Lighting Fixtures
  - Phase 4 – 838 Induction Lighting Fixtures (Starting 12/15/13)

New Induction Fixture
200W
(210W actual)

Interior Lighting Fixtures
Findlay Plant Energy Projects

Parking Lot Induction Fixture
Old Fixtures: 930W Per Pole
New Fixtures: 632W Per Pole

"Barn Light" Induction Fixture
Old Fixture: 215W
New Fixture: 105W

Exterior Lighting Fixtures Selected
Findlay Plant Energy Projects

Parking Lot Before Project

Parking Lot After Project
Findlay Plant Energy Projects

Benefits of Lighting Upgrades

• 30-50% Electrical Energy Reduction for Lighting

• Reduced Maintenance Costs
  • Electricians are fixing critical production equipment instead of changing light bulbs for areas with induction lighting
  • Fixtures have ten year warranty backed up by electrical supplier

• Reduced Heat Load for Air Conditioned Areas of Facility

• Parking Lot Security Cameras Have Better Visibility
Predicted Daily KWH of 2011 Findlay Plant Baseline Model versus Actual Daily KWH Usage

Phase 3 Lighting Project Installation
Findlay Plant Energy Projects

Benefits of Lighting Upgrades

• Total KWH Savings per Year of All Four Phases: 8,470,290 KWH

• CO2 Emissions Reduced Annually: 5,976 Metric Tons

• Reduced Power Consumption the Equivalent of 750 Residential Homes

• Reduced CO2 Emission the Equivalent of 1,245 Cars

• Had the Project Payback Been Greater Than 3 Years, None of These Benefits Would Have Occurred

• Conversion factors from U.S. EIA and DOE
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