



**EPA Energy Star**

**Energy Treasure Hunts**

# Global Sustainability Goals

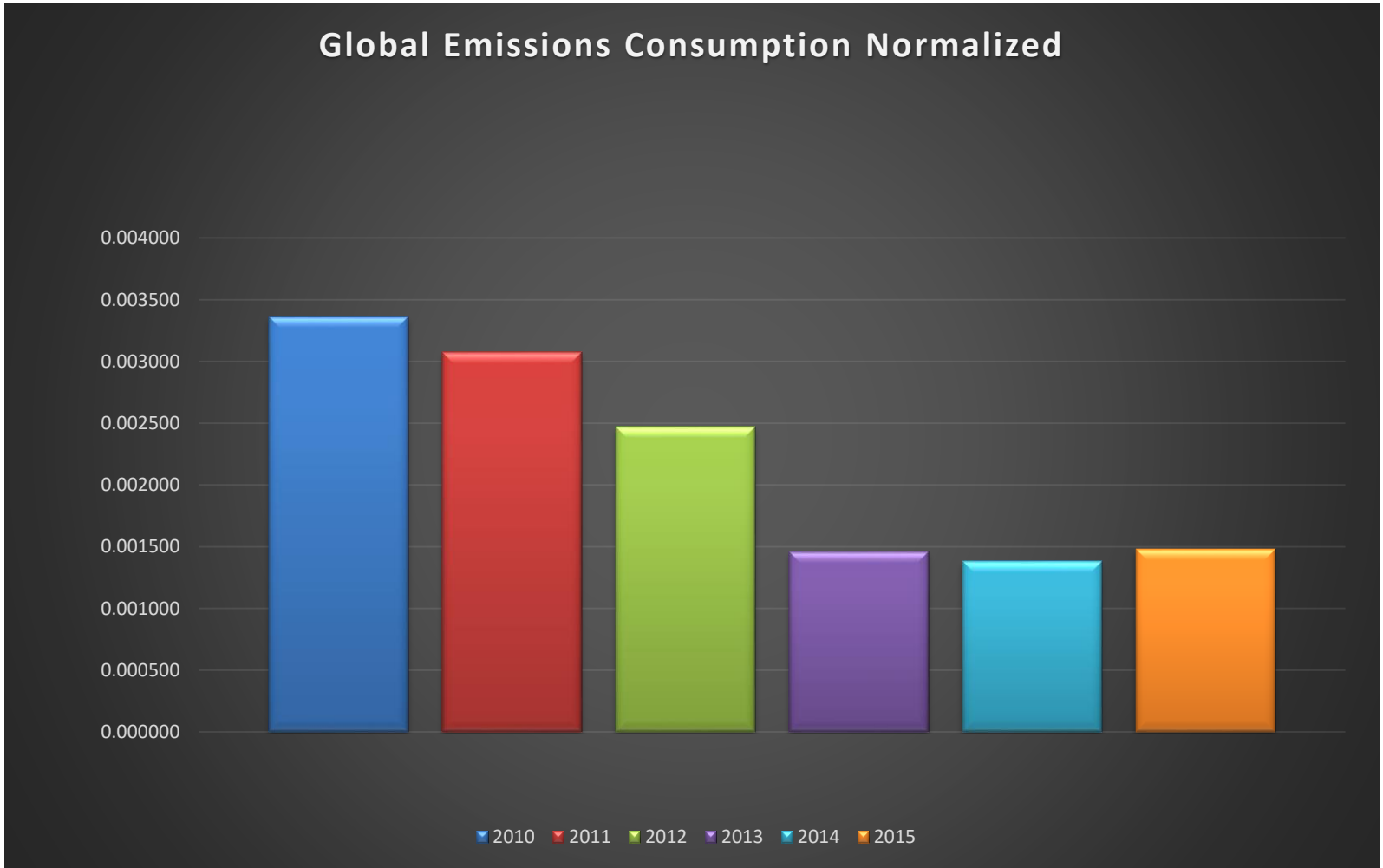
- Below are Lear's Global Goals for 2020 from a 2013 baseline

Metric	Goal
Energy Use	15% Reduction (Per Operational Man-hours)
GHG Emissions	15% Reduction (Per Operational Man-hours)
Water Usage	10% Reduction (Per Operational Man-hours)
Social Projects	All Plants Have <u>at Least</u> One Social Project Per Year to Help Local Communities



# Emissions by Year

- Lear also achieved a **12.7%** reduction in Greenhouse Gas Emissions in 2013 when compared with 2010 baseline using **absolute\*** values.



# Treasure Hunt Support



**PARTNER OF THE YEAR**  
**Sustained Excellence**

Toyota Engineering & Manufacturing North  
America, Inc. (TEMA)

&

IMA / LEAR

June 7<sup>th</sup> 2016



**Toyota Energy Team**

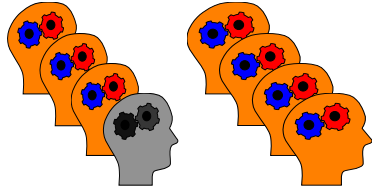
# ***Treasure Hunt-What is it?***

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Treasure Hunt is an Energy  
Program Tool to Engage Employees  
in Learning a Culture of Energy  
Continuous Improvement

# Treasure Hunt Training

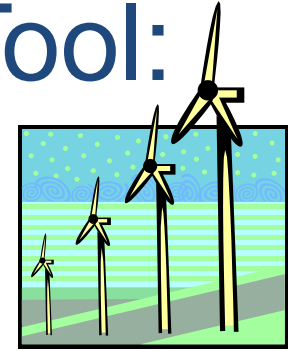
## Purpose of Treasure Hunt Tool:



Combine knowledge of T/Ms (TEMA, Suppliers, Prod & Maintenance)



Go and see



Identify energy use in the workplace



Conceive new ideas and yokoten existing ones



Find ways to save



Increase energy awareness

# Treasure Hunt Process Flow

## TH Preparation

**Kick Off & Train**  
*Intro to TH*  
*Collect Preliminary Data*  
*Finalize Agenda*

**Create TH Teams**  
 (5-10 Members)  
*Maintenance T/M's*  
*Production T/M's*  
*Engineering T/M's*

**Go & See:**  
*ID Opportunities*  
*Collect Data*  
*Grasp Hurdles*

**Create Detail Sheets:**  
*Estimate Savings*  
*Describe Kaizen*

**Summarize Kaizens:**  
*Individual Savings*  
*Individual Payback*  
*Totals*

**Management Presentation:**  
*Highlight Top Kaizens*  
*Implementation Support*

## TH Outcomes

**Implementation:**  
*Measure Energy Before Install*  
*Measure Energy After*  
*Finalize Detail Sheet*

**Yokoten:**  
*Share Company Wide Energy Database*  
*Keep All Ideas*

# TEMA Detail Sheet

Kaizen Location	Kaizen Title: LED Lighting over MAP		Originator: Team 2	
	Plant: Highland Park	Shop: MAP	NAMC: Highland Park	Cost Center:
	Process/Equipment:		Dept:	Date: 6/6/2016
Kaizen Type	Kaizen ID #		Phone #:	
	Plant ID#:		Electric Utility Emissions Data	
	<input type="radio"/> Operational <input checked="" type="radio"/> Equipment Modification <input type="radio"/> Major Equipment Change		Gas Emissions	
Resources	Check all that apply:		CO2 2.016 lbs/kWH	CO2/MMBTU
	<input checked="" type="checkbox"/> Electricity <input type="checkbox"/> Natural Gas <input type="checkbox"/> Comp. Air <input type="checkbox"/> Steam <input type="checkbox"/> Chilled Water <input type="checkbox"/> Water <input type="checkbox"/> WWT <input type="checkbox"/> POTW <input type="checkbox"/> Other		SO2 lbs/MWH	117.1 lbs/MMBTU
Kaizen Description	Background/Description: Replace all 55w T-5 Fluorescent bulbs in HP Plant area with retrofit 22w LEDs (No ballast replacement needed)			
	Current Situation (Before Kaizen)		Projected Situation (After Kaizen)	
	Production Hours 24 Hrs/Day 21 Days/Month 12 Months 193 # of units	Non-Production Hours 24 Hrs/Day 9 Days/Month 12 Months 193 # of units	Production Hours 24 Hrs/Day 21 Days/Month 12 Months 193 # of units	Non-Production Hours 24 Hrs/Day 9 Days/Month 12 Months 193 # of units
	<input type="text"/> <input type="button" value="Insert Picture From File..."/>		<input type="text" value="Photo"/>	
Energy/ENV Usage	Energy units	Energy Use Before Kaizen (Energy units/yr)	Energy Use After Kaizen (Energy Units/yr)	Energy Savings (Energy Units/yr)
	Electricity (kWh) Non-prod	733,708.8	293,483.5	440,225.3
	Gas (MMBtu)	-	-	-
	Compressed Air (kSCF)	-	-	-
	Steam (kLB)	-	-	-
	Chilled Water (kTon)	-	-	-
	Water (kGal)	-	-	-
	WWT (kGal)	-	-	-
POTW (kGal)	-	-	-	
Other: Explain	-	-	-	
CO2 (metric tons)	671.1	268.4	402.7	
Savings	Implementation Cost		\$/unit	Projected Annual Savings
	Engineering Services:		\$ 0.12	Electricity (kWh) \$ 52,386.81
	Material:	\$ 22,632.00	\$ 6.67	Gas (MMBtu) \$ -
	Labor: Contract	\$ 10,000.00	\$ 0.45	Compressed Air (kscf) \$ -
	Labor: In House		\$ 11.61	Steam (kLB) \$ -

# Compressed Air Control

**Current Situation:**  
Compressors running 24/7.

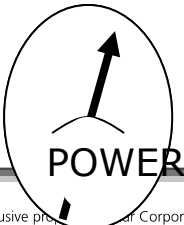


**Ideal Situation:**  
Turn off Compressors when no production demands compressed air

**Energy Reduction = \$31,000/yr**

**Additional Actions:**  
Compressed Air Leak Identification and Repair. DTE rebates available to improve savings from \$750-\$1,800/ leak repair.

Savings opportunity of \$31,000 Annually, with an estimated implementation cost of less than \$15,000 including DTE Rebate 0.47 yr payback



# Lighting Change to LED Lamps

**Current Situation:**  
1512 T-5 Fluorescent  
Bulbs using 55 watts

**Ideal Situation:**  
LED retrofit tubes using 22  
watts

**Energy Reduction = \$52,000/yr**

**Additional Actions:**  
Shut Down Lighting  
over FGIs. MAP FGI  
savings \$4,500/year  
minimal cost.

Savings opportunity of \$52,000  
Annually, with an estimated  
implementation cost of less than  
\$33,000 without including DTE  
Rebate 0.62 years payback

# 2016 Summary Results

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- 6 Energy Treasure Hunts Conducted in 2016
- 181 Opportunities for energy reductions
- All return on investments less than 2 years
- Average of 20 % reduction is cost at each plant
- \$450,000 in potential cost savings
- Best Practices shared globally
- More Energy Treasure Hunts planned.

# Plant 1 Information



- Size: 223,000 ft<sup>2</sup>
- Electricity ~\$ 330k /year
  - 3,955,120 kWh
- Natural Gas ~\$ 91k /year
  - 21,601 MMBtu's

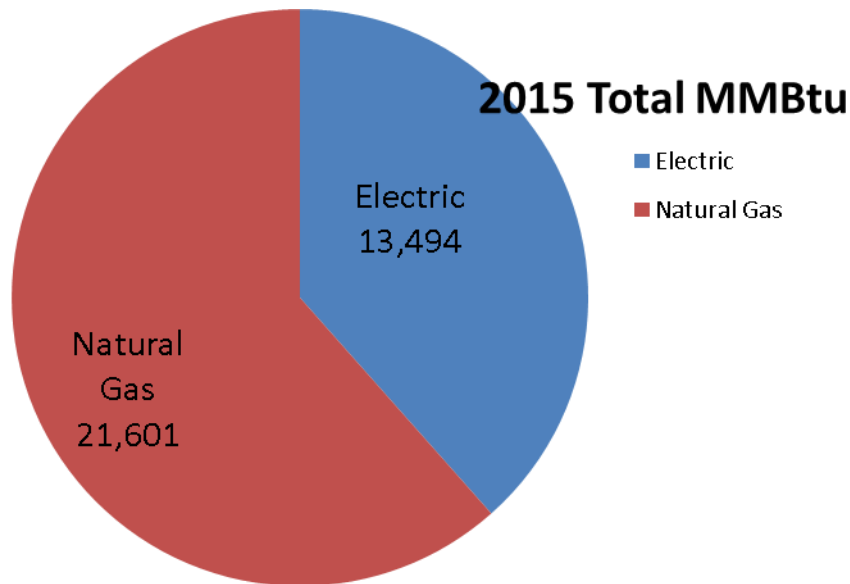
#	Kaizen	MMBtu
1	HMI to sleep mode	7
2	Reduce Lighting - 10 each six lamp fixtures	54
3	Turn off Lighting in EOL	9
4	Reduce Lighting 3 fixtures	14
5	Reduce Lighting on 90 each 6 lamp fixtures	171
6	Set back heat during non production	335
7	Turn off Big Ass Area Fan	14
8	Big Ass Fans	10
9	Turn off Comfort Fans - small black units	9
10	Turn off Comfort Fans - yellow units	8
11	Exhaust Fan DTS8000 6	143
12	Exhaust Fan, MIG Weld, DTS-13000-10	63
13	Exhaust Fan, Laser welder, PL-26000-20	78
14	Turn off Chiller	128
15	Turn off Monitors	53
16	Turn off Printers	17
17	Air Compressor System Controls	1309
18	Eliminate Compressed Air Leaks	76
19	Eliminate Compressed Air Leaks	45
20	Eliminate Compressed Air Leaks	0
21	Hi Lo Battery Charging Station	76
22	Breakroom Freezer	1
23	Break room refridgerators and vending machine lighting on 24/7.	1
24	Break room refridgerators and vending machine lighting on 24/7.	9
25	Area Lighting	106
26	Exterior Lighting (Wallpacks) on 24/7	46
27	Inspection Lighting left on over weekend.	19
28	Steamers in Production Area	234
29	Hot Water tank size for the front office	16
30	Retrofit existing Exit Signs to LED	15
31	Personal Fan Control	179
<b>Total MMBtu Reduction</b>		<b>7,566</b>

## Detail Sheet and Summary

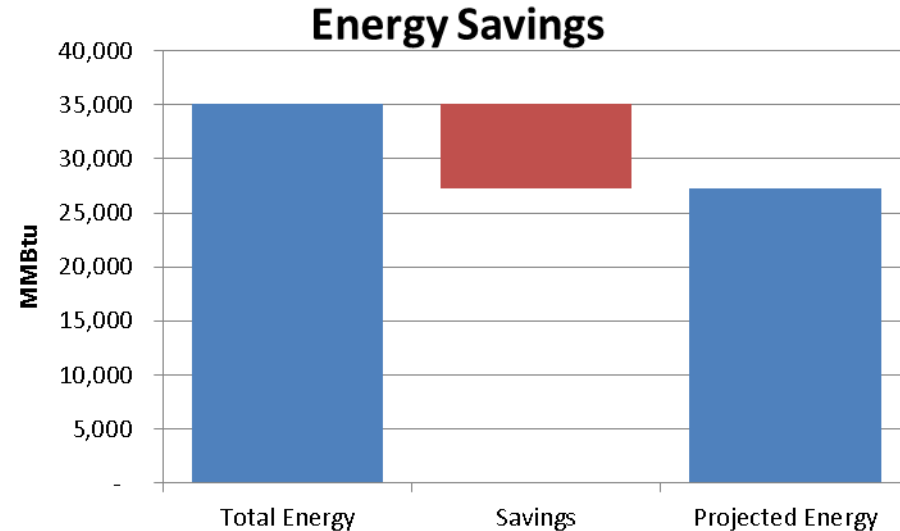
**All less than 2 year payback !**

# Savings Summary

- Total Savings: \$97,100
- Total Energy Savings: 7,566 MMBtu / yr
- ROI: 0 to 2 yrs



Total energy reduction is 20% total energy



# Plant 2 Information



- Size: 141,000ft<sup>2</sup>
- Electricity ~\$ 340,549 /year
  - 2,839,207 kWh
- Natural Gas ~\$124,478k /year
  - 16,548 MMBtu's

#	Kaizen	Items
1	LPS Screens (sleep mode or turn off)	89
2	Thin Clients (Sleep mode or turn off)	89
3	Production Screens on Stand mode	12
4	Turn off Exhaust Fans (Plant)	
5	Turn off OCS Lanes	7
6	Turn off Zebra Printers	13
7	Power off Inverters	12
8	Turn off Stack Lights	70
9	Turn off Shaker Room Lights	1
10	Turn off Control Panel - HMI	5
11	Floor Computers	4
12	Desk Lights in offices	4
13	Pull breaker for lights or unscrew light bulbs for refrigerator/vending machine	2
14	Eliminate Compressed Air leaks	37
15	Control HVAC Programming (offices)	3
16	Sleepmode Office PC's	4
17	Turn off lights and change to LEDs	56
18	Turn off Flatscreens	12
19	Lighting	193
20	Remove bulbs from vending machines (warehouse)	3
21	Turn off exhaust Fans (warehouse)	2
22	Turn off Personal Fans	5

## Detail Sheet and Summary

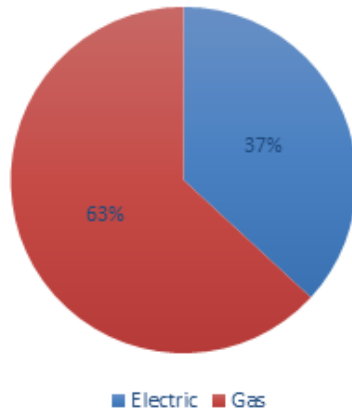
**All less than 2 year payback !**

# Savings Summary

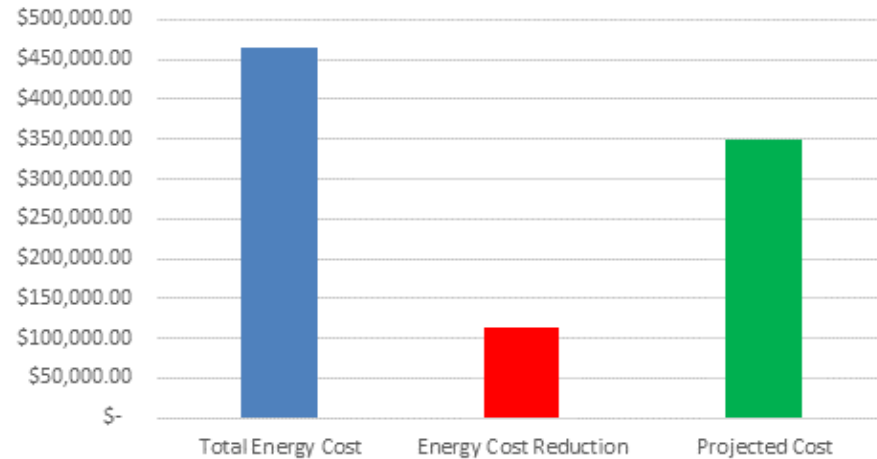
- Total Savings: \$114,468
- Total Energy Savings: 967,091 Kwh/ yr
- ROI: 0 to 2 yrs

Total energy reduction is 24.6%  
total energy

2015 Energy  
(MMBTU)



Total Energy Cost Savings



# Rochester Hills Plant Information

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- Size: 94,800 ft<sup>2</sup>
- Electricity ~\$185,468 /year
  - 1,944,040 kWh
- Natural Gas ~\$ 32,643 /year
  - 5,011 MMBtu's

# Detail Sheet and Summary

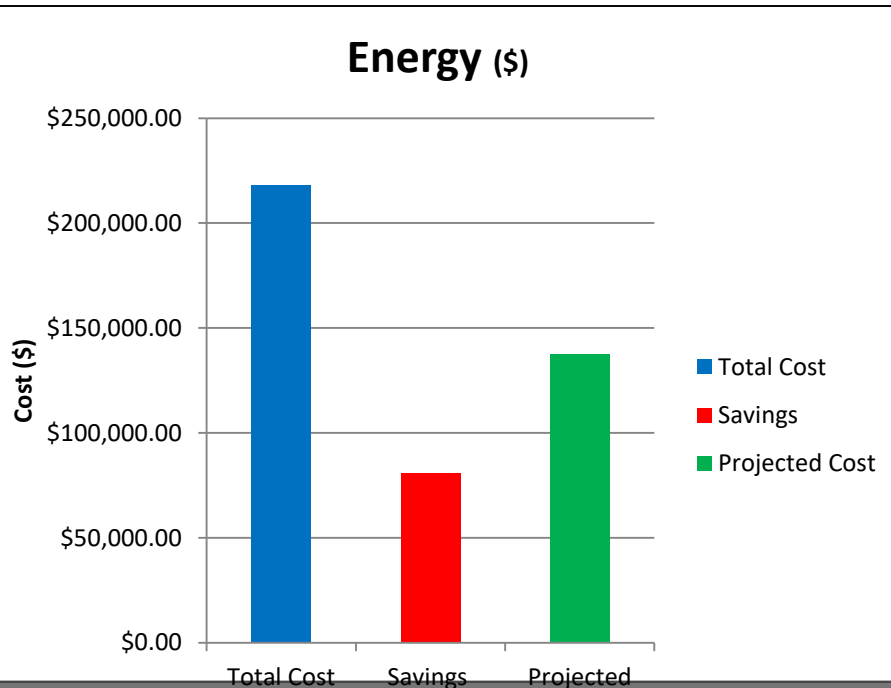
#	Kaizen	MMBtu	Savings (\$)
1	Admin Offices HVAC	121	\$ 4,226.51
2	Carline Andon Lights	26	\$ 918.49
3	Carline Inverter	57	\$ 1,546.80
4	Carline LPS Screens	233	\$ 6,286.01
5	Carline Zebra Printers	69	\$ 1,854.72
6	Carline Inverter Air leak	10	\$ 280.42
7	Large Printers	11	\$ 287.47
8	Maint Lighting 4' Reduce	23	\$ 625.73
9	Maint Lighting 4' Shut Off	12	\$ 325.58
10	Maint Lighting 8' Shut Off Inspection	4	\$ 120.82
11	Office Printers	13	\$ 344.96
12	Production HVAC	1,030	\$ 35,941.60
13	Production Lighting	646	\$ 17,430.27
14	Production Offices HVAC	38	\$ 1,313.19
15	Rivet Gun Air Leak	45	\$ 1,206.62
16	Screw Gun Air Leak	7	\$ 198.45
17	Server and Admin HVAC	35	\$ 1,215.27
18	Truck Line Andon	15	\$ 523.54
19	Truck Line Inverter	8	\$ 278.21
20	Truck Line LPS Fans	23	\$ 612.30
21	Truck Line LPS Screens	63	\$ 1,701.82
22	Truck Line Zebra Printer	21	\$ 556.42
23	Vending Machines 18 watt	9	\$ 244.48
24	Vending Machines 24 watt	60	\$ 1,608.78
25	Water Coolers	38	\$ 1,034.89

**All less than  
2 year  
payback !**

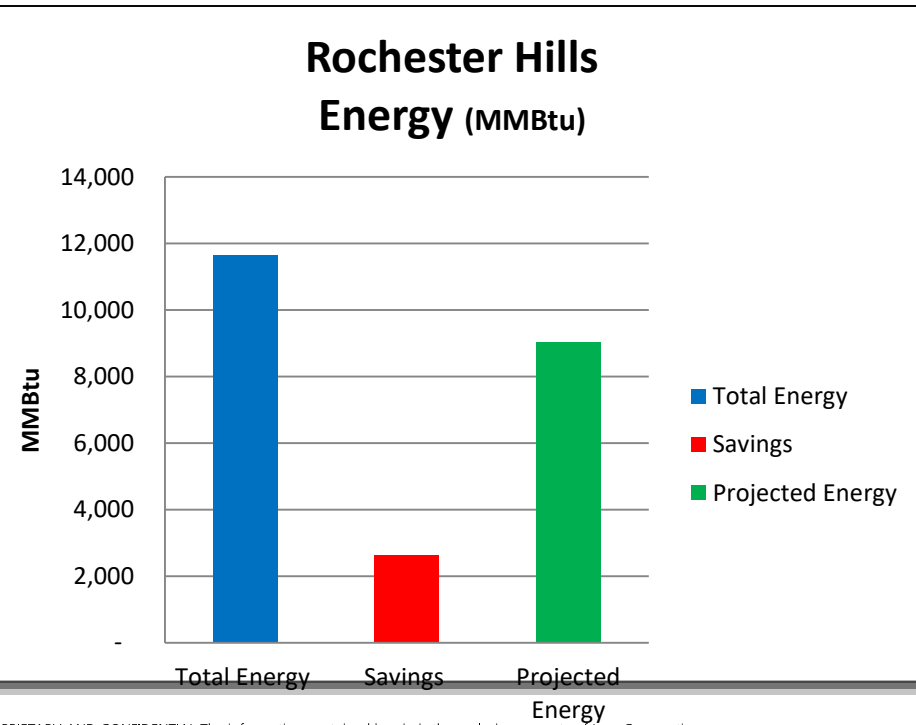
# Savings Summary

- Total Savings: \$80,683
- Total Energy Savings: 2,616 MMBtu / yr
- ROI: 0 to 2 yrs

Total energy savings is 36% total energy



Total energy reduction is 22% total energy





# **Continuous Improvement**

## **Energy Treasure Hunt**

Juarez Plant / July 2016

**Lear Electrical – Americas**

# Plant Profile



- Size: 332,000 ft<sup>2</sup>
- Electricity ~\$ 558k /year  
– 6,907,085 kWh

# Findings Summary

45  
Findings

Kaizen List			
#	Item	Quantity	Savings
1	Transformador Seco 75kba	7	\$ 23,686.67
43	Fuga en tinaco mezzanine pasillo principal	1	\$ 3,975.00
7	Lamparas T8	34	\$ 3,821.09
45	Compress air leaks	7	\$ 2,412.00
36	Aire acondicionado encendido 10 ton	3	\$ 2,370.00
5	Prueba Electrica	40	\$ 2,287.92
34	HDI Arbotantes	63	\$ 2,169.21
44	Fuga de agua en lavadoras de aire	1	\$ 2,029.00
10	Extractores de banos y cafeteria	7	\$ 1,757.65
2	Equipo de Computo KOMAX	79	\$ 1,552.62
3	Monitores	69	\$ 1,356.09
15	Bebederos	7	\$ 1,297.98
37	Cafeteria Leaks	4	\$ 1,237.23
42	Wall packs Exterior	37	\$ 1,233.17
41	Condensador de refrigeracion	3	\$ 1,211.64
14	Soldadora Telsonic	22	\$ 924.29
17	Impresora hp	4	\$ 892.10
35	AC - Central offices	3	\$ 849.09
38	Bombas de agua sumergibles encendidas 1/8 220	6	\$ 809.61
4	Impresoras Zebra	41	\$ 805.79
6	CPU	34	\$ 668.22
40	Fuga de agua en unidades evaporativas 2,3	3	\$ 515.39
39	Fuga de agua en lleves de cafereria	4	\$ 252.00
33	Cortina de aire 100 wats	1	\$ 170.91
32	HVAC		\$ 170.91
12	Troqueladora	7	\$ 133.46
18	Andon Lights	112	\$ 132.80
8	Blindadora Kabatek	7	\$ 106.77
			<b>\$ 59,212.05</b>



# **Continuous Improvement**

## **Energy Treasure Hunt**

Monarca Plant / September 2016

**E-Systems – Americas**

# Plant Profile



Plant: Monarca  
 City: Juárez  
 Country: México  
 Building size: 274,983 sq ft  
 Manufacturing area: 191,900 sq ft  
 Owned/Leased: Lear owned facility

Electricity ~\$ 624 k /year  
 – 7,551,351 kWh

# Findings Summary



30  
Findings

TEAM MONARCA					
#	Location	Kaizen Item	Quantity	Responsible	Savings
2	Corte	Maquina # 13 con fuga	1	3	\$ 12,955.61
3	Produccion Omega	Fuga de Aire	4	1	\$ 12,955.61
1	Produccion Gamma	Fugas de aire	38	2	\$ 5,354.71
4	Gamma	Danylub + OLTT	46	2	\$ 2,837.91
5	Corte	Maquina #20 con fuga	1	3	\$ 2,169.32
6	Exterior	Lavadoras de aire	2	1	\$ 2,169.32
7	Corte	Monitores prendidos	69	1	\$ 1,398.19
8	Produccion Gamma	Danylub tablero de dimensiones	37	2	\$ 732.00
9	Gamma	Impresora zebra prendida	50	2	\$ 531.25
10	Procesos Gamma	Maquinas telsonic prendidas	20	3	\$ 466.10
11	Procesos Gamma	Trenzadoras prendidas	20	3	\$ 284.84
12	Procesos Gamma	Maquina soldadora jenzano prendida	3	3	\$ 269.17
13	Cuarto de compresores	Bomba de agua prendida	1	1	\$ 267.48
14	Cuarto de compresores / Produccion Gamma	Bebederos prendidos	6	2	\$ 233.75
15	Produccion Gamma	Kabatec encendida	6	2	\$ 184.65
16	Procesos Gamma / Produccion Gamma	Luces prendidas	47	2	\$ 180.50
17	Corte	Maquinas cortadoras prendidas	58	3	\$ 124.00
18	Corte / Produccion Gamma	Luces andon	105	1	\$ 124.00
19	Produccion Gamma	CPU	9	2	\$ 98.92
20	Procesos Gamma	Luces de banos prendidas	84	2	\$ 71.43
21	Produccion Gamma	Insertadora de ploga encendido	2	2	\$ 66.76
22	Procesos Omega	Pull test prendido	2	3	\$ 46.61
23	Procesos Omega	Impresora hojas prendida	2	1	\$ 42.37
24	Produccion Gamma	Lamparas individuales OLTT	3	2	\$ 41.03
25	Procesos Omega	Hi pot prendido	2	1	\$ 40.50
26	Procesos Gamma	Despachadoras de tape prendidas	5	3	\$ 38.84
27	Procesos Gamma	Quemadora de manga prendida	3	3	\$ 23.31
28	Almacen	Cargadores prendidos	6	3	\$ 17.09
29	Procesos Omega	Punto de soldadura prendido	2	3	\$ 15.54
30	Procesos	Prensa Mecal prendida	1	1	\$ 14.59
<b>TOTAL ANNUAL SAVINGS</b>					<b>\$ 43,755.40</b>



# **Continuous Improvement**

**Energy Treasure Hunt**  
Nova Plant / September 2016

**E-Systems – Americas**

# Plant Profile



- Size: 151,970 ft<sup>2</sup>
- Electricity ~\$ 292 k /year  
– 3,303,660 kWh



# Findings Summary

	Findings	Metric	
Offices & Exterior	Luces de oficina de Gerardo prendidas	Lighting	
	Luces oficinas generales prendidas	Lighting	
	Computadora de sonido encendida	Electricity	
	Clima de sala baseasachi prendido	Electricity	
	Bebedero de agua prendido	Electricity	
	Luces prendidas de pasillo de banos	Lighting	
	Luces prendidas de banos	Lighting	
	Luces exteriores prendidas (calle tecnologico)	Lighting	
	Lavadora 6 de N2 encendida	Electricity	
	Iluminacion de cuarto de compresores N2 encendida	Lighting	
	Fuga de aire en manguera de compresor	Electricity	
	Fuga de aire en UBT 1	Electricity	
	Fuga de aire en OLTT UBT2	Electricity	
	Fuga de aire en bajada de OLTT de UBT12 y en modulo	Electricity	
	Fuga de aire en T.D. de 1435 C499	Electricity	
Final Assembly	Unidad clima de muestras N2 no sive boton de encendido	Electricity	
	Equipo de Vision con fuga de aire en pistola en area de piezas de servicio	Electricity	
	Iluminacion exterior oficina de Lorena Robles encendida	Lighting	
	Fuga de agua en lavadora 4 de N1	Water	
	Relojes de TMI de cortadoras encendidas	Electricity	
	<b>Ensamble final</b>		
	Luz general prendida	Lighting	
	OLTT prendidas en general	Electricity	
	<b>Oficina de supervisores prendida</b>		
	Dos CPUs prendidas	Electricity	
	Aire en fresco Bajo Oficina de Roque	Electricity	
	Impresora prendida HP Nova Q16	Electricity	
	<b>Banos mujeres lado de oficina de supervisores</b>		
	Luces prendidas T8 7 gabetas de 3 lamparas 4 de 1	Lighting	
	llaves de baño duran de 8 a 10 seg. Prendidas	Water	
Lado izquierdo no tiene apagador	Lighting		
<b>Bano de Hombres oficina de Supervisor</b>			
fuga de agua de baño N2H11	Water		
Reloj prendido	Electricity		
<b>UBT 2</b>			
Vision Prendida	Electricity		
<b>UBT3</b>			
Fuga de aire en electrovalvula	Electricity		
<b>Gemba</b>			
2 CPU's prendidas	Electricity		
Corte de tubing	Electricity		
Maquina Versas prendida 3	Electricity		
maquinas slice prendidas 2	Electricity		
<b>Oficinas IT</b>			
dos monitores prendidos	Electricity		
Area de finish goods prendida	Lighting		
<b>Oficinas de de materiales embarques</b>			
3CPUS prendidos	Electricity		
1 Impresora	Electricity		
Fuga de aire en tablero de dimensiones OLTT de linea 055	Electricity		
Mesa de sellos prendida en ares GFC520FB	Electricity		
Fuga de aire	Electricity		
<b>Almacen de equipo de muestras</b>			
tablero de dimensiones prendido	Electricity		
<b>Ex oficina de Miguel Alarcon</b>			
1 impresora prendida	Electricity		
<b>Oficina de Drafters</b>			
2 CPUS prendidos	Electricity		
<b>Baños de lado de enfermeria</b>			
Luces prendidas no apagan	Lighting		
Oficinas de sindicato prendidas	Lighting		
UBT 82 fuga de aire en tablero de dimensiones	Electricity		
Kabatech prendida	Electricity		
<b>UBT 80</b>			
Torque y OLTT prendida	Electricity		
<b>UBT 4</b>			
Andon prendido y apagador no sirve	Electricity		
Prueba electrica de OLTT 079 con fuga y encendida	Electricity		
Tablero de dimensiones 167 WT con fuga de aire	Electricity		
Tablero de electrica con fuga de aire	Electricity		
taller de mantenimiento con focos prendidos	Electricity		
Area de troqueladas con computadoras prendidas	Electricity		
y Luces prendidas	Electricity		
Lavadora enchufada	Electricity		
OLTT de ubt 50 prendida	Electricity		
Electrica de NYT encendida	Electricity		
Electrica del 15k53 encendida	Electricity		
Computadora de area de entrenamiento prendida	Electricity		
Cubiculo de supervisor del area de calidad con computadoras prendidas	Electricity		
Bebedero conectado en tunel	Electricity		
Radio conectados	Electricity		
Area de macro con fugas y equipos prendidos	Electricity		
Area de corte con fugas	Electricity		
CPU de hold area prendida	Electricity		
Lead Prep			

## Findings Summary

#	Item	Quantity	Savings
1	Shop floor Lighting On	499	\$ 8,579.00
2	Office Lighting On	140	\$ 2,252.00
3	Printers On	6	\$ 124.13
4	Electric test On	138	\$ 15,327.00
5	HVAC On	3	\$ 8,606.00
6	CA leaks	26	\$ 12,952.41
7	Water leak	1	\$ 4,699.88
8	Andons On	10	\$ 11.54
9			
10			
11			
12			
			<b>\$ 52,551.96</b>

28 Findings