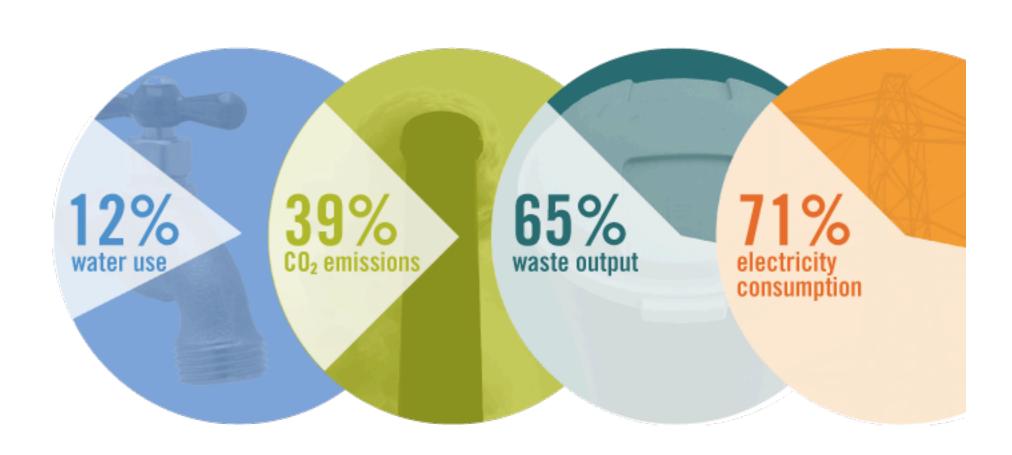


Empowering Texas
Manufacturers to
Accelerate
Profitable Growth
and
Competitiveness



U.S. Building Impacts:



TMAC CUSTOMER FEEDBACK & IMPACT

These are some of the insights our customers have shared in the last 5 years about their obstacles, the main reasons they work with us, and the benefits they have realized as a result of our engagements.

TOP CHALLENGES



71.64%Cost
Reduction



46.16% Growth



46.16% Employee Recruitment



Pollution Prevention

· ·	# People trained	Annual kWh Reduction	Carbon (tons) MTCO2e*	Water Reductions (gallons)	Lean/Energy/Environmental Dollars Saved	Solid Waste- Reductions (tons)
151 Organizations	1,745	90,977,062	44,570	22,666,813	\$37,732,789	18,589



5-year Customer Reported Impacts



\$2.89 BillionTotal New/Retained Sales



29,081 New/Retained Jobs



\$1,317,732,730New Client Investments



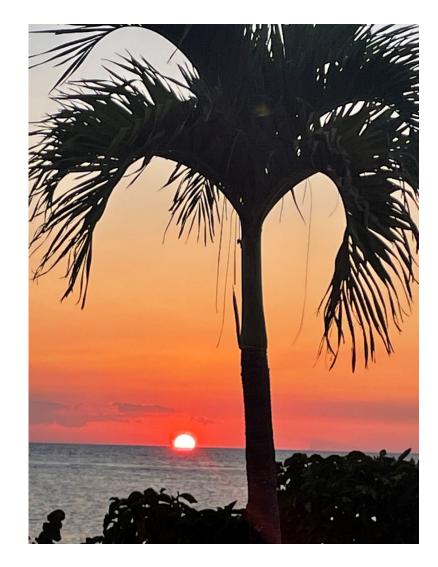
\$443,599,491Cost Savings

^{*}Survey conducted by an independent third-party survey firm **Data from 2017Q4-2022Q3

Pollution Prevention

Pollution prevention, also known as "P2" or "source reduction," is any practice that reduces or eliminates pollution at its source prior to waste management. With less waste being created, the likelihood of impacts to human health and the environment is reduced. Additionally, it is often less expensive for facilities to prevent pollution from being created than to pay for control, treatment, or disposal of wastes.

https://www.epa.gov/trinationalanalysis/pollution-prevention



How to See More P2 at its Source



POLLUTION PREVENTIONWASTE MANAGEMENT WORKSHOP

Save money - Reduce risk - Eliminate waste



Waste is "anything other than the minimum amount of _____which are absolutely necessary to add value to the product."

Are you using the minimum amount necessary:



- Energy-Electricity, natural gas, fuels
- Raw Materials-all inventory items
- Supplies/Packaging-consumable items, shipping materials
- Water-actual water usage, wastewater to sanitary sewer, water runoff
- Chemicals-all chemicals found on site
- Garbage-Hazardous, nonhazardous, solid, special wastes
- Emissions-GHG from electricity use, scope 1 & 2, exhausts to air, fumes, air particulates
- Wasted natural resources-petroleum products, wood, water, minerals

Open Vision

"The ability to use your eyes to observe any activity that triggers your brain to recognize the need for change. Open vision removes all silos of thinking and must consider that anything is possible"

Kurt Middelkoop, TMAC



Open Vision



An integrated approach will increase total cost savings and reductions by 35% compared to only addressing Lean wastes.

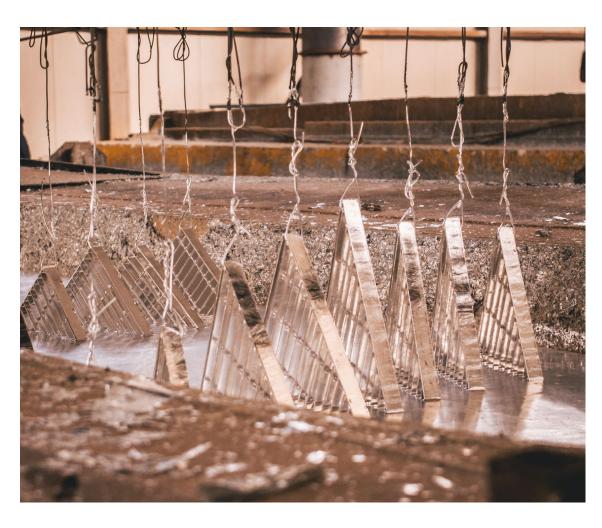


INTEGRATED P2 APPROACH



	ork Smart. Grow Smart."																		
	Process:	Custo	mer:																
	Date:			0	pportu	ınity													
STEP	PROCESS STEP	OPPORTUNITY TO ADD VALUE TIME (sec)	VALUE TIME (sec)	Lean	Energy	Environmental	Safety/Ergonomics	Financial	WHY	WHERE	NHHM	ОНМ	МОН	ELIMINATE	COMBINE	REARRANGE	SIMPROVEMENT IDE	Α	ASSIGN TO:

STEP 1: WATCH PROCESS STEP



Questions to ask:

- Who is the customer?
- How does this step add value for the customer?
- At what moment in time does the value-added process begin?
- At what moment in time does the value-added process stop?

STEP 2-REVIEW FOR LEAN WASTES

		ı			Щ												
STEP	PROCESS STEP	OPPORTUNITY TO ADD VALUE TIME (sec)	VALUE TIME (sec)	Lean	Energy	Environmental	Safety/Ergonomics	Financial	WHY	WHERE	WHEN	МНО	МОН	ELIMINATE	COMBINE	REARRANGE	SIMPLIFY
	Lower suspended parts on hangers into dipping tank																

STEP 3: ADDRES EACH LEAN WASTE

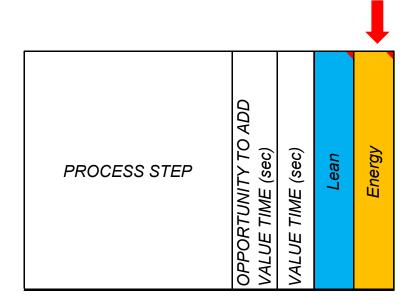
- D-Defects
- O-Overproduction
- W-Waiting
- N-Non-utilized resources
- T-Transportation
- I-Inventory
- M-Motion
- E-Extra processing



STEP 4: RECORD AND QUANTIFY

\5:X14	T PROCESS STEP	OPPORTUNITY TO ADD VALUE TIME (sec)	VALUE TIME (sec)	Lean	Energy	Environmental	Safety/Ergonomics	Financial	WHY	WHERE	WHEN	WHO	НОМ	ELIMINATE	COMBINE	REARRANGE	SIMPLIFY	IMPROVEMENT IDEA	Financial Savings	Sales growth	Electrical kWh Savings	Water Reductions	Hazardouse Wastes	
1	Lower suspended parts on hangers into dipping tank	15		Waiting									X				x	How can we reduce time to get parts down into solution? Can hoist motor have varabile speed control? Save 10 seconds labor with varable speed.	\$6,167					
1	Lower suspended parts on hangers into dipping tank	15		Waiting									X				X	Variable speed will also increase available time to use the tank to make more products for growing customer demand.		\$83,333				
1	Lower suspended parts on hangers into dipping tank	15		Waiting								x	x	x				Why does the operator have to manually hold button down to lower parts into tank? Can there be a down postion setting that once pushed will bring parts to the correct level? Save 13 seconds to advance parts.	\$8,017					

STEP 5: ADDRESS ENERGY WASTES



Lights

Motors/Fans

Compressed air

HVAC

Heaters

Boilers

Equipment

Ovens

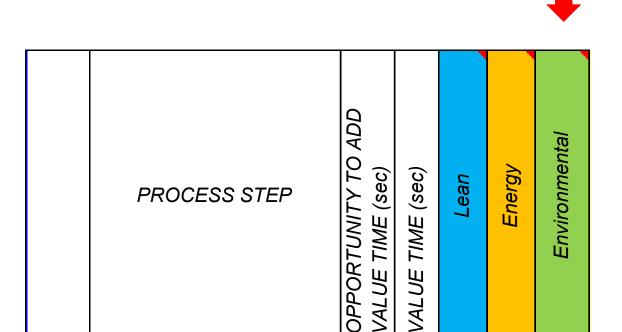
Building envelope

Turn off unneeded

STEP 6: RECORD AND QUANTIFY

	PROCESS STEP	OPPORTUNITY TO ADD VALUE TIME (sec)	VALUE TIME (sec)	Lean	Energy	Environmental	Safety/Ergonomics	Financial	УНW	WHERE	WHEN	МНО	МОН	ELIMINATE	COMBINE	REARRANGE	SIMPLIFY	IMPROVEMENT IDEA	Financial Savings	Sales growth	Electrical kWh Savings	Water Reductions	Greenhouse MTCO2e	Hazardouse Wastes
1	Lower suspended parts on hangers into dipping tank	15			Heaters								X					Heaters manually controlled. Add thermocuplers to controll temperatures.	\$3,200		40,000		21.7	
1	Lower suspended parts on hangers into dipping tank	15			Heaters								X					Add floating spheres to reduce heat loss.	\$6,200		77,500		42.07	
1	Lower suspended parts on hangers into dipping tank	15			Lighting								x					Sky lights provide adequate light during the day. Opportunity to turn off lights on sunny days to reduce electricity.	\$134		1,680		0.912	

STEP 7: ADDRESS ENVIRONMENTAL WASTES



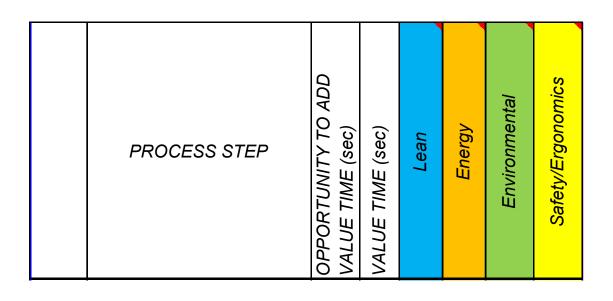
Minimum Amount Necessary **Emissions** Water Solid Waste Hazardous Waste Impacts on People **Wasted Materials** Compliance/permits % Recycled content Neighborhood/community

STEP 8: RECORD AND QUANTIFY

	PROCESS STEP	OPPORTUNITY TO ADD VALUE TIME (sec)	VALUE TIME (sec)	Lean	Energy	Environmental	Safety/Ergonomics	Financial	WHY	WHERE	WHEN	ОНМ	МОН	ELIMINATE	COMBINE	REARRANGE	SIMPLIFY	IMPROVEMENT IDEA	Financial Savings	Sales growth	Electrical kWh Savings	Water Reductions	Greenhouse MTCO2e	Hazardous Wastes
1	Lower suspended parts on hangers into dipping tank	15				Minimize							X					Add floating spheres to reduce chemical evaporation. Reduce chemical usage.					0.762	
1	Lower suspended parts on hangers into dipping tank	15				Water							X					Add floating spheres to reduce water usage.				005'5	0.01	

STEP 9: ADDRESS SAFETY RISKS





SAFETY- OBJECTS MAY:

Fall

Move

Turn

Come off

Drop

Flip around

Spring/Pop-up

Crush

Collapse

Burn/Fire

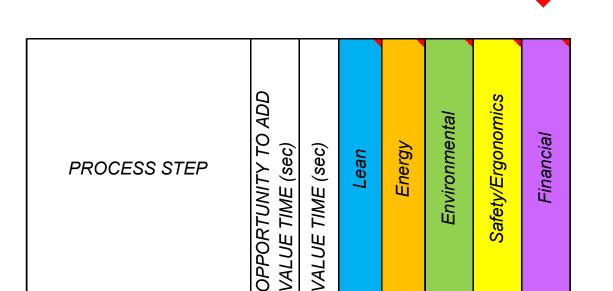
Leak

Explode

STEP 10: RECORD AND QUANTIFY

	PROCESS STEP	OPPORTUNITY TO ADD VALUE TIME (sec)	Energy	Environmental	Safety/Ergonomics	Financial	WHY	WHERE	WHEN	МНО	НОМ	ELIMINATE	COMBINE	REARRANGE	SIMPLIFY	IMPROVEMENT IDEA	Financial Savings	Sales growth	Electrical kWh Savings	Water Reductions	Greenhouse MTCO2e	Hazardous Wastes
1	Lower suspended parts on hangers into dipping tank	15			Come off						x					Parts could fall off hangers and splash chemicals onto operators. Provide PPE to reduce risk of injury. Safety glasses, chemical resistant clothing. Prevent one lost time injury.	\$4,000					

STEP 11: ADDRESS FINANCIAL



Labor Costs
Material Costs
Work In Process
Inventory Turns
Profit

STEP 12: RECORD AND QUANTIFY

PROCESS STEP	OPPORTUNITY TO ADD VALUE TIME (sec)	VALUE TIME (sec)	Lean	Energy	Environmental	Safety/Ergonomics	Financial	АНМ	WHERE	WHEN	WHO	HOW	ELIMINATE	REARRANGE	SIMPLIFY	IMPROVEMENT IDEA	Financial Savings	Sales growth	Electrical kWh Savings	Water Reductions	Greenhouse MTCO2e	Hazardous Wastes
SUMMARY OF ALL STEPS																	\$25,151	\$83,333	\$119,180	5,500	42	

Success Stories



POLLUTION PREVENTION WASTE MANAGEMENT WORKSHOP

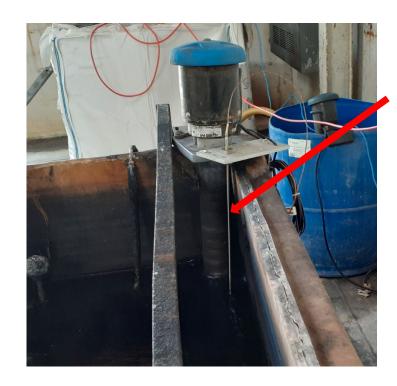
Save money - Reduce risk - Eliminate waste



NOTEX Metal Finishing



Thermocouple Installation



Thermocouple location

Lights programmed with the following logic: Tank temp > 140 °F, Red

Tank temp < 110°F, Amber

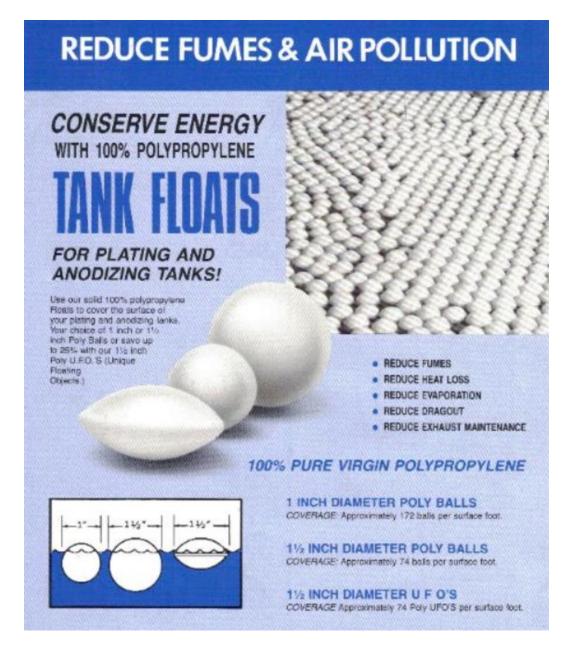
110 °F ≤ Tank temp ≤ 140°F, Green

Program logic runs in the Moxa UC-3111



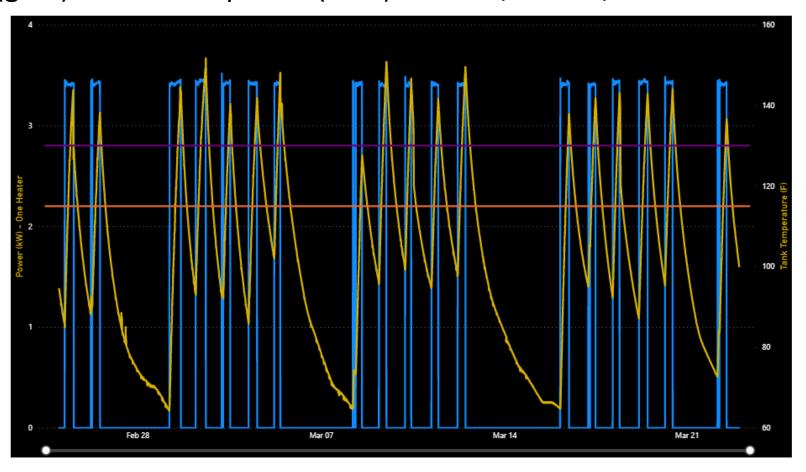


Polypropylene UFO's Installed in Black Dye Tank



Typical Data Visualization

• Time series visualization from Power BI of tank temperature (gold) and heater power (blue) from 02/25 - 03/22.



Before and After UFO Insulation



Results



Values from Data Acquisition	n				
Time Period	Avg. Heating Rate	Avg. Cooling Rate	Avg. Availability	Avg. Tank Heater Cost per Day	
Before Insulation - 02/25/21-03/04/21	7.19	2.95	24.47	\$ 12.97	
After Insulation - 03/05/21-03/12/21	8.38	2.57	55.36	\$ 8.62	
% Changes and Estimated S	avings				
Time Period	% Heating Rate Increase	% Cooling Rate Decrease	% Availability Increase	\$ Tank Heater Cost per Day Decrease	\$ Decrease in Tank Heater Cost per Year
After Insulation - 03/05/21-03/12/21	16.55	12.88	30.89	\$ 4.35	\$ 1,135.35
Assumptions					
* Estimated Working Business Days in 20	21:	261			
* Assumed \$0.07 kWh					
* Assumed Planned Production Time = 7	5 hrs per day				





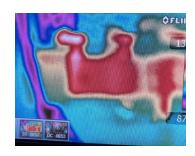




NPIC installed low-flow nozzles to each of the 12 faucets which will now save over 83,000 gallons of water each year.



NPIC added a cardboard compactor and bailer which will recycle 2.4 tons of cardboard and prevent future disposal of cardboard to the landfill.



TMAC used a thermal camera to show the team how heat was escaping from their molding machines. NPIC is now investigating insulation solutions to help reduce heat loss, save energy and maintain consistent injection temperature.



The team identified opportunities to reduce compressed air consumption by repairing leaks and adjusting compressor settings to better match the actual demands of their equipment. These improvements will reduce energy consumption by 69,000 kWh annually and will reduce energy costs by more than \$5,800 annually.



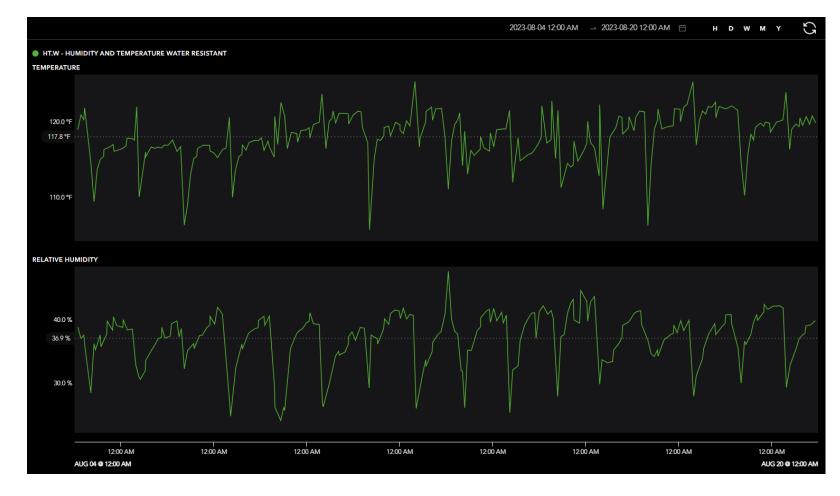
Drying Room
Process
Sensors



Sensor Data Humidity and Temperature

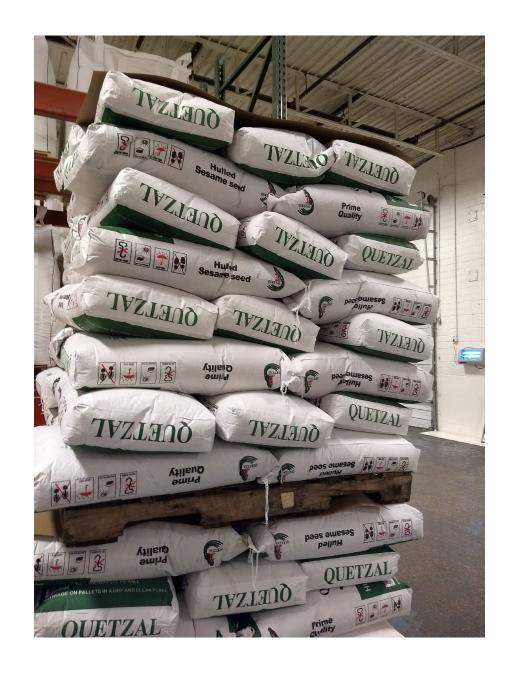


Cycle			Relative
Number	Time	Cycle Time (hrs)	Humidity, %
0	8/4/23 8:10 AM	-	-
1	8/5/23 9:44 AM	25.6	30.42
2	8/6/23 8:26 AM	22.7	27.58
3	8/7/23 8:28 AM	24.0	25.09
4	8/8/23 10:15 AM	25.8	23.31
5	8/9/23 8:18 AM	22.0	26.26
6	8/10/23 8:06 AM	23.8	31.12
7	8/11/23 9:01 AM	24.9	26.01
8	8/12/23 9:16 AM	24.2	26.86
9	8/13/23 8:51 AM	23.6	25.82
10	8/14/23 9:19 AM	24.5	25.3
11	8/15/23 7:48 AM	22.5	27.15
12	8/16/23 12:14 PM	28.4	33.7
13	8/17/23 7:51 AM	19.6	28.69
14	8/18/23 8:19 AM	24.5	27.93
15	8/19/23 8:34 AM	24.2	29
	Average	24.03	27.62
	Min	19.6	23.3
	Max	28.4	33.7





SOURCE . BLEND . INNOVATE





Truck Loading

The Results

- Reduced 1,446 lbs impacting air quality
- Reduced product loss by \$38,000 annually
- Eliminates landfill disposal of 1,850 cans per year
- Improvesoperator working conditions





KURT MIDDELKOOP

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- -8 E3 Smart Sensor Assessments
- -Environmental Justice
- -Sensor/Video Monitoring











Pollution Prevention Grant Delivery Measures

- Number of identified environmental & energy reduction opportunities
- Number of projects implemented and verified
- Number of attendees/staff involved and trained on benefits of E3 assessment
- Establish reductions: Hazardous Waste, Water reductions, Energy Use, Dollars saved, GHG reductions



