

Managing Industrial Energy with **ENERGY STAR**[®]

Houston, TX



PEPSICO



Working with ENERGY STAR
South-Central Industrial Forum
September 26, 2012
10:00 AM – 3:00 PM
Crowne Plaza – Downtown

Agenda

Time	Topic/Activity	Speaker
9:00	Registration	
10:00	Welcome	Kevin Kelley, VP of Process Technology and Sustainability, CEMEX
10:05	Keynote Address	Joe Thomas PepsiCo Director of Environmental Sustainability for North America Foods
10:20	Energy Management - It can benefit your company! <i>A corporate energy management program can be of value to your organization.</i>	Elizabeth Dutrow, Director, ENERGY STAR Industrial Team
10:50	BREAK	
11:00	Energy Management Made Easy: How CEMEX Built Its Energy Program <i>CEMEX built its successful energy program using the ENERGY STAR Guidelines for Energy Management. Find out how the process was implemented, and gather ideas on how to start your program.</i>	Bhaskar Dusi, Corporate Energy Manager, CEMEX
11:30	PepsiCo's Experience in Energy Management <i>How does PepsiCo manage energy across its many plants? Learn about the techniques and systems used to deliver long-term productivity.</i>	Rob Meyers, PepsiCo Director of Environmental Sustainability for Global Operations
12:00	Questions & Answers	
12:15	Networking Lunch	
1:15	What is the state of energy management in your company? <i>Attendees will complete a brief analysis of how energy is managed in their organizations. Resources will be introduced to improve the areas where help is needed.</i>	Elizabeth Dutrow, Director, ENERGY STAR Industrial Team
1:45	Expert Panel Discussion <i>Attendees will have an opportunity to pose questions to experts in fields such as motors, building management systems, lighting, and compressed air.</i>	Jim Dore, Servidyne Jim Ludwig, Baldor Motors Jim McCauley, McCauley LLC John Hoekstra, Summit Energy Elizabeth Dutrow, ENERGY STAR
3:00	Closing Remarks	Sara Engdahl, Director of Communications, CEMEX



The easiest way to buy the best for your business... right at your fingertips



CEMEX Marketplace, a new online tool, brings to all CEMEX USA businesses a new and easier way to shop, and to compare and place orders for virtually any needed product or service. CEMEX Marketplace today has more than one million negotiated items, ranging from maintenance and repair parts to truck parts and services, and even safety and office supplies.

According to Laura Lee, CEMEX USA's Procurement Director, the Marketplace is the result of a complete review and overhaul of past procurement practices across CEMEX USA. "The Marketplace is for all buyers from all businesses within CEMEX," said Lee. "In our procurement review process we questioned the past and listened to teams to better understand their buying needs. We looked for new ways to ensure competitive deals and to develop a new approach to better leverage the tremendous buying power of our company."

As one of the largest industrial buyers in the country, CEMEX USA purchases more than \$2 billion in parts, equipment and services each year from more than 11,000 suppliers. Many of these purchases, however, typically take place in the smallest towns across America. So it was important that the new procurement strategy also support and help grow the local communities and business owners that work alongside CEMEX businesses.

"The fact is that we need the right balance of large and small, national and local suppliers in order to achieve sustained profitability and success," said Lee.



The Marketplace delivers plenty of benefits for CEMEX buyers by providing easy, online access to all vendor contracted items on one website. The new technology and search screen provides an easy way to compare product features and prices and an equally easy method for frequent reordering. The Marketplace streamlines the day-to-day process of ordering by eliminating errors and time wasters, such as incorrect pricing and invoicing errors. An easy-order feature allows buyers to request and manage quotes for those items not priced in the standard catalogs.

Marketplace purchases are automatically updated in SAP, meaning no additional approval routes. Just easy buying and one-stop shopping, allowing each employee to make the best buying decision for their own business.

"The Marketplace is a great example of changing our operating model from rules-based to values-driven. Marketplace is designed to make price comparisons for our operations easier and at the same time allow us to create competition for our vendors."

Kirk Light - EVP Logistics & Procurement

CEMEX Marketplace was launched September 24th. The next great deal on a needed part or service is waiting—right at your fingertips. To upload vendors for your business, please contact usmarketplace@cemex.com.

CEMEX partners with PepsiCo to host ENERGY STAR® Industrial Forum



On September 26, 2012, CEMEX USA and PepsiCo hosted an industrial forum in Houston, where approximately 50 representatives from various manufacturing companies learned about the advantages of establishing energy management systems through the Environmental Protection Agency's (EPA) ENERGY STAR® program. CEMEX's Bhaskar Dusi, Corporate Energy Manager, and PepsiCo's Rob Meyers, Director of Environmental Sustainability for Global Operations, each spoke about the implementation process and success of the programs within their respective companies. The event also featured a presentation by the EPA's Elizabeth Durrow, Director of ENERGY STAR



Industrial Team (pictured left) and a panel discussion composed of experts from a variety of industries.



"Executive Q&A" page 40

CHANGE THE WORLD, START WITH ENERGY STAR

Take the ENERGY STAR Pledge.



Join CEMEX in the fight against climate change and pledge to **Change the World** with ENERGY STAR.

Through our partnership with the U.S. EPA's ENERGY STAR program, CEMEX has achieved excellence in energy management and energy efficiency.

This year CEMEX has once again set a goal of obtaining pledges from individual employees. Help us achieve and exceed this goal by doing your part and taking the ENERGY STAR Pledge at:

<http://www.cemexusa.com/changetheworld>

Simply click on the "Take the ENERGY STAR Pledge" button and fill in your pledge information.

Start helping CEMEX change the world with Energy Star. Together we can make a difference.



PARTNER OF THE YEAR PARTNER OF THE YEAR



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Building the future™



ATTACHMENT 2: 2 OF 5
"CHANGE THE WORLD: TAKE THE PLEDGE
WITH ENERGY STAR" CAMPAIGN

Subject:
Change the World: Take the Pledge with ENERGY STAR

Dear Colleagues,

Our efforts in energy efficiency have continuously demonstrated that CEMEX USA is a leader in the industry paving the way towards a more sustainable future. We can enhance these achievements in energy conservation by taking these efforts into our homes.

The "Change the World" campaign, hosted by ENERGY STAR® each year, is an opportunity for you to reduce the energy consumption of your home with small acts. CEMEX USA's goal this year is to commit to avoiding at least 2.3 million pounds of emissions through household changes suggested by ENERGY STAR®. Help us achieve this goal by taking the pledge today through the [CEMEX USA pledge page](#). With your increased awareness and action, CEMEX USA will uphold its leading role as an innovative and environmentally conscientious organization.

I look forward to all of you joining me in this effort.

Kind regards,
Luis Oropeza, EVP Cement Operations and Technology

Take the pledge [here](#).

- Click on "Take the ENERGY STAR pledge" button.
- Select the actions you will take to reduce energy use.
- Make sure to sign at the bottom before exiting.



ATTACHMENT 2: 3 OF 5
"CHANGE THE WORLD: TAKE THE PLEDGE
WITH ENERGY STAR" CAMPAIGN

Dear all,

I would like to reiterate Luis's request for all of you to pledge yourself for "Change the World" campaign through link given in Luis e-mail and also personally ask all your plant employees (salaried, hourly, contract etc) and direct reports to do the same in order to achieve our goal set.

This is very important and an achievement we can highlight in our ENERGY STAR Partner of the Year application this year.

Thanks for all your help in this regard.



Bhaskar Dusi, P. Eng., C.E.M, C.E.A

Corporate Energy Manager - Process Technology & Sustainability - United States of America

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This email and any attached files are confidential and copyright protected. If you are not the addressee, any dissemination of this comr strictly prohibited. Unless otherwise expressly agreed in writing, nothing stated in this communication shall be legally binding.

----- Forwarded by Bhaskara R Dusi/US/Cemex on 08/13/2013 10:19 AM -----

From: Luis F Oropeza/US/Cemex
To: CEMEX GROUP BU United States of America@CEMEX
Date: 08/12/2013 04:56 PM
Subject: Change the World

Dear Colleagues,

Our efforts in energy efficiency have continuously demonstrated that CEMEX USA is a leader in the industry paving the way towards a more sustainable future. We can enhance these achievements in energy conservation by taking these efforts into our homes.

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I look forward to all of you joining me in this effort.

Kind regards,

Luis Oropeza, EVP Cement Operations and Technology



Products

Find ENERGY STAR Products

How a Product Earns the Label

Save Energy at Home

Join Our Campaign

Take the Pledge

Join Team ENERGY STAR

Become a Pledge Driver

Share Your Story



ENERGY EFFICIENT products

ENERGY SAVING at home

ENERGY EFFICIENT new homes

ENERGY STRATEGIES FOR buildings & plants

ABOUT ENERGY STAR PARTNER RESOURCES

Home > Products > Join Our Movement > Get Your Organization Involved > Campaign Resources > All Organizations > CEMEX USA

[Return to Get Your Organization Involved](#)

Campaign Resources

[TAKE THE ENERGY STAR PLEDGE](#)

Getting Started Event Toolkit Change the World Booth Youth Partnerships Top Pledge Drivers All Organizations



CEMEX USA

CEMEX USA is leading global producer of construction products, providing cement and concrete products throughout the U.S. Its operations include 14 cement plants, about 50 distribution terminals, 115 aggregate quarries, and more than 335 ready-mix concrete plants. CEMEX received ENERGY STAR Partner of the Year recognition for 2009 and 2010 years for its energy management accomplishments. Accomplishments in 2009 include reducing overall energy intensity by 2.2 percent over 2008. This energy savings resulted in cutting 107,500 metric tons of CO2 emissions and is equal to providing electricity to 14,900 American homes for one year, or avoiding emissions from about 19,700 passenger vehicles. Some key activities of the company include developing a strategic communication plan to educate key audiences on energy efficiency; and ENERGY STAR, leading the cement industry by addressing imbedded energy in suppliers' products and operations, mentoring new ENERGY STAR partners etc..

* [Click here for event to display on this page](#)

2013-2014 Participation Highlights

Goal for the Year:	2 275 000 lbs of ghgs
Current Total:	2 121 515 lbs of ghgs
Percent to Goal:	93%

Questions about your Goal?

If you have questions about setting or changing your goal, please email changetheworld@energy-star.org.

2013-2014 Savings Breakdown

Greenhouse Gas Emissions:	2 121 515 lbs
Individuals:	106
Dollars:	\$162 537
kWh:	1 125 512
BTUs:	1 774 425 671







BALCONES PLANT
2580 WALD ROAD - NEW BRAUNFELS, TEXAS 78132

Being a proud partner of U.S. EPA ENERGY STAR program, this CEMEX facility is committed to the efficient, cost-effective and environmentally responsible use of energy



ATTACHMENT 3: 4 OF 5
EXAMPLES: PROUDLY DISPLAY ENERGY
STAR AWARDS AND SIGNS AT ALL PLANTS







UNITED STATES ENVIRONMENTAL PROTECTION AGENCY
WASHINGTON, D.C. 20460

ATTACHMENT 4: 1 OF 1
CEMEX'S PARTICIPATION ON THE ENERGY
STAR CEMENT FOCUS GROUP

September 30, 2013

OFFICE OF
AIR AND RADIATION

Mr. Bhaskar Dusi
Corporate Energy Manager
CEMEX USA
929 Gessner Road
Suite 1900
Houston, Texas 77024

Dear Bhaskar:

Thank you for your willingness to participate at the 2013 ENERGY STAR Industrial Partner and Focus Meetings. Your presentation during the *New Directions for Energy Management* general session was excellent and brought a high degree of expertise to the meeting. I appreciate your efforts supporting the ENERGY STAR industrial partnership.

I would also like to thank you for chairing the ENERGY STAR *Moving Beyond Basics: Strategies for Integrating Energy into a Manufacturing Company's Core Business Concerns* session at the World Energy Engineering Congress. You played an important role that contributed to the success of the networking experience.

I look forward to our continued work together. Please call me if there is anything ENERGY STAR can do to help your program.

Sincerely,

A handwritten signature in cursive script, appearing to read "Rebecca Hindin".

Rebecca Hindin
Communications & Networking Manager
Industrial Sector Partnership
ENERGY STAR