



Commission for Environmental Cooperation (CEC) Sponsored Meeting
*Improving the Economic and Environmental Performance
of the North American Automotive Industry Supply Chain*

Alianza Verde Automotriz
Roundtable Discussion
Hosted by General Motors Company
Mexico City, Mexico

December 7, 2011

DRAFT MEETING MINUTES

Mr. Arnulfo Berlanga, GM, welcomed the attendees (Annex II) to the meeting at 9:00am CST. After introductions the group offered a moment of silence in respect for the unfortunate loss of Mr. Robert Camp.

Ms. Delia Rivas, Chrysler and Mr. Luis Lara, Ford offered a brief overview of their activities and the project, inviting the audience to participate and highlighting several of its features.

The remainder of the meeting was according to the agenda previously provided (Annex I), during which Mr. Benjamin Teitelbaum, CEC, offered the context of the CEC project that will help to Improve economic and environmental performance of the supply chain of the automotive industry in North America. Mr. Teitelbaum displayed sector statistics, and emphasized how the project will be a collaborative voluntary private sector project, aimed at improving business competitiveness while improving the environment in the North American region.

Mr. Steve Hellem, Navista, offered attendees an overview of the activities and objectives pursued in Suppliers Partnership for the Environment, an organization created in the United States on a voluntary basis involving automakers and their suppliers in search for business opportunities that contribute to the competitiveness of the automotive value chain and environmental improvement. Mr. Hellem also highlighted major success stories achieved through the interaction of participants with the collaboration of the United States government.

Mr. Alejandro Sosa, Navista Mexico, offered background on the concept paper circulated in advance of the meeting that contained draft Vision, Mission and Key Issues proposed to be discussed by the group and where appropriate, to be approved. The results of the group discussion are as follows, with approved changes shown in bold text.

Original proposal	Text agreed	Observations and comments
<p>Vision</p> <p>Create a private sector leadership organization that will provide automobile original equipment manufacturers and their suppliers the opportunity to address new, innovative and voluntary environmental sustainability projects and activities that will improve</p>	<p>Vision</p> <p>To be a private sector leadership organization that will provide automobile original equipment manufacturers and their suppliers the opportunity to address new, innovative and voluntary environmental sustainability projects and activities that will improve their</p>	<p>Clarifications were made in writing.</p>

<p>environmental performance while providing value throughout the automobile supply chain in Mexico and that the Mexican Government will be an honor witness to the project.</p>	<p>environmental performance while providing value throughout the automobile supply chain in Mexico with the foster and support of Mexican Government.</p>	<p>It was clarified that for this particular project, the scope will be limited to the automotive industry.</p> <p>The Mexican government's participation in the project was clarified.</p>
<p>Mission</p> <p>Create and provide tools, identify and support synergies through collaboration and cooperation, and provide competitive advantage through projects and activities that will provide economic and environmental value throughout the automobile supply chain for issues identified by participants within Alianza Verde Automotriz.</p>	<p>Mission</p> <p>Identify, develop, promote and offer tools, as well as identify and foster synergies through cooperation, providing competitive advantage through projects and activities that will provide economic and environmental value throughout the automobile supply chain for issues identified by participants within Alianza Verde Automotriz.</p>	<p>Original text “create” was changed for “Identify, develop, promote...”</p> <p>Original text “support” was changed for “foster”</p> <p>Original text “collaboration” was eliminated because the group considered it a synonym of “cooperation”</p> <p>The meaning of “tools” was discussed. It was determined that it means guides / manuals among other documents useful to achieve the objectives of the group.</p>
<p>Key issues</p> <p>a) Water efficiency and availability</p> <p>b) Energy</p> <p>c) Waste Management and Resource Creation</p>	<p>Key issues</p> <p>a) Efficient use of water</p> <p>b) Efficient use of Energy</p> <p>c) Materials and waste managing and resources creation</p>	<p>a) Original text “Availability” was eliminated because the private sector does not have direct influence on this issue.</p> <p>b) The term “efficient” was added to clarify.</p> <p>c) The group took a broader concept in order to include managing of materials, wastes and their valorization.</p> <p>It was agreed to define waste in terms of its management, valorization, prevention, resource creation, reduction and toxicity reduction. Scopes will be defined inside workgroups.</p> <p>The group agreed to discard the idea of a broader “waste” concept in terms of all material that could not be converted to</p>

		<p>a finished product and in this way, might be released or transferred to the air, water or soil.</p> <p>The group agreed to discard the idea of consider only those wastes that may affect the environment.</p>
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To facilitate the discussion of key issues, Mr. Arnulfo Berlanga, GM, Mr. Luis Lara Ford and Ms. Delia Rivas, Chrysler shared the experiences gained in the companies they represent, as well as their views on three topics: Energy Efficiency, Water Efficiency and Management Waste and Resources Creation respectively.

Mr. Evan Lloyd, Executive Director, CEC, thanked the attendees for their participation and GM Mexico for their hospitality in hosting the meeting.

The meeting concluded at 2:00pm CST with the following agreed next steps:

Agreement follow up		
KEY: ORGANIZATION/AGREEMENT NUMBER/DATE		
Agreement	Description	Status
AVA/01/171111	Agree on direction on vision and mission of Alianza Verde Automotriz	
AVA/02/171111	Agree on key issues to be addressed in 2012	
AVA/03/171111	Organize three Work Groups: Water Efficiency and Use; Energy; and Waste Management and Resource Creation	
AVA/04/171111	Conduct conference calls of Work Groups in first quarter of 2012 and develop Work Group agendas on project that can be completed and value identified by June 2012	
AVA/01/071211	Deadline, sending minutes and presentations: December 9th	
AVA/02/071211	Deadline, Vision, Mission and Key Issues to receive comments from attendees, December 9th	
AVA/03/071211	Deadline, comments reception from group on new texts of Vision, Mission and Key issues, December 16th. New proposals will be sent copying to all participants.	
AVA/04/071211	Deadline, confirmation of participation in the Project, December 16th	
AVA/05/071211	Deadline, confirmation of participation in the workgroups of the Project, December 16th	
AVA/06/071211	Deadline, proposals on sub-themes to be addressed in each key issue, December 16th	
AVA/07/071211	Next meeting, to be coordinated in the first quarter, 2012	

Respectfully Submitted,

Alejandro Sosa
Navista Mexico



ANNEX I

Alianza Verde Automotriz

Roundtable Discussion

General Motors Company
Ejército Nacional núm. 843, Colonia Granada, Ciudad de México, México.
9:00am - 2:00pm CST

December 7, 2011

AGENDA

Opening Comments and Welcome	Arnulfo Berlanga, General Motors Luis Lara, Ford Motor Company Delia Rivas, Chrysler Group LLC
CEC Project Opening Comments	Benjamin Teitelbaum CEC Special Projects' Coordinator
Roundtable Introductions	Steve Hellem, Facilitator Navista, Inc. Alejandro Sosa, Facilitator Navista, Inc, Mexico
Overview of Suppliers Partnership For the Environment – United States	Steve Hellem
Discussion of Concept Paper	Alejandro Sosa
Key Issue Discussions	
• Water Use and Availability	Luis Lara
• Energy	Arnulfo Berlanga
• Recycling and Resource Creation	Delia Rivas
Facilitated Discussion of Presentations	All participants
Next steps	Steve Hellem Alejandro Sosa
Closing Thoughts	Delia Rivas Luis Lara Arnulfo Berlanga
Closing Comments	Benjamin Teitelbaum
Lunch	All Participants



ANNEX II

Alianza Verde Automotriz

Roundtable Discussion

Agenda

General Motors Company

Ejército Nacional núm. 843, Colonia Granada, Ciudad de México, México.

9:00am - 2:00pm CST

December 7, 2011

ATTENDEES LIST

Gerardo	Gonzalez	Arneses Electricos Condumex
Eduardo	Villar	Arneses Electricos Condumex
Simonetta	Ferrante	CEC
Evan	Lloyd	CEC
Benjamin	Teitelbaum	CEC
Donald	Harris	Chemico Mays
Delia	Rivas	Chrysler de Mexico
Miguel	Velasco	Continental Automotive
Enrique	Barquera	Decoplas Magna
Joel	Munguia	DELPHI
Rafael M.	Orpinel	EQ
Cesar	Flores	Faurecia
Francisco	Alonso	Faurecia
Luis	Lara	Ford
Dionisio	Menchero	Ford
Oscar	Cross	Gayle Technologies Inc.
Graciela	Canales	GM Mexico
Arnulfo	Berlanga	GM Mexico
Benjamin	Cano	Heritage
Edgar	Ramos	Lear Corporation
Steve	Hellem	Navista
Alejandro	Sosa	Navista Mexico
Pedro	Zuviri	Nemak
Sandra	Galindo	PROFEPA
Oswaldo	Belmont	SEMARNAT
Sylvia	Trevino	SEMARNAT
Edna	Martinez	SEMARNAT
Mahas	Ortega	Vitro Automotriz