



Sustainability and Productivity

The Value Proposition of Sustainability

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Sysco Corporation

- *Publicly held company, 1969*
- *North American distribution, Global procurement*
- *FY 09 Annual Sales: \$38B*
- *185 Warehouse Network*
- *Distribution Equipment*
 - *9200 Tractors/Straight Trucks*
 - *10,500 Refrigerated Trailers*
- *115B cases shipped*
- *42,000 employees (9500 sales associates)*
- *Customer Mix*
- *Sysco Brand drives sales*
 - *42% of total sales*
 - *36,000 Sysco brand items*



Business Strategy for Sustainability

- ***Consideration began in early 2001***
- ***Michael Porter Harvard Business School***
- ***Sustainability of food from a global perspective***
- ***Focus on sustainability must be a business case specific to our company***
- ***Practices and system connected with people and planet***
- ***Totally about supply chain engagement***
- ***Suppliers, customers, NGO, academia, regulation***



“ Within any company, even under challenging economic times, sustainable work will continue provided this philosophy is a strong component of the company’s strategic business plan.”



Agricultural Sustainability Initiatives

- ***Integrated Pest Management***
- ***Life Cycle Assessment (LCA)***
- ***Seafood Sustainability***
- ***Wallace Center Project***
- ***Social Audit Program***
- ***Animal Welfare***



Integrated Pest Management

- *Project began in 2004*
- *First 2005 growing season*
- *2008 Sustainable Indicators of Change*
- *Branded Suppliers of Canned/Frozen Fruits/Vegetables/Potatoes*
- *75 Suppliers, 180 Factories, 690,000 acres, 4350 Growers*
- *Pesticide Avoidance: 601,500 pounds*
 - *1.3 million pounds in past three years*
- *Fertilizer Avoidance: 18.3 million pounds N&P*
- *Recycled Products: 123 million pounds*
- *Recycled Waste: 201.6 million tons*
- *Advisory Council*
- *USDA, Academia, NGO, Suppliers*
- *What is the economic benefit to a Grower?*



Sustainable Operation & Distribution Initiatives

- ***Kilowatt Hour Reductions***
 - ***Warehouse Upgrades***
 - *Facility design*
 - *Monitoring systems*
 - *Lighting/motion systems*
 - ***Single versus Triple Pallet Jacks***
 - ***28.7% KWH reduction in past (3) years***
- ***Diesel Fuel Reduction***
 - ***Computerized Routing System***
 - *Delivery miles*
 - *Cases per Truck*
 - *Off Hour/Night Delivery*
 - ***Delivery Truck Modifications***
 - *Automatic shut-offs*
 - *Collapsible bulkheads*
 - ***Regional Redistribution Centers***
 - ***Truck to Rail Conversions***
 - ***8-10% diesel fuel reduction***
- ***LEED Gold Certification: Corporate Office Complex***
- ***Other Initiatives under Consideration***