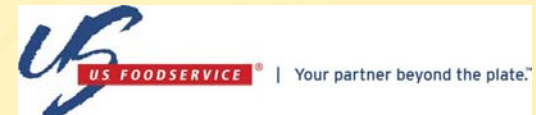


What can a distributor deliver?

Sustainability @ U.S. Foodservice

Rachel Fineberg Sylvan
Manager, Corporate Responsibility and Sustainability



Two Ways of Looking at a Distributor

1



2

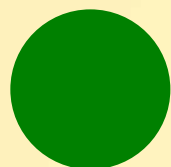
- Valued Advisor
- Connector
- Steward

Corporate Sustainability is a **business approach** that creates long-term shareholder value by embracing opportunities and managing risks deriving from economic, environmental and social developments.

-- Dow Jones Sustainability Index

Our Commitments





Better Environmental Performance

Climate Change - Energy - Air Quality - Water - Waste

Consider:

U.S. recycles approximately **32 percent** of its waste which saves an equivalent amount of greenhouse gases to removing 39,618 cars from the road. Increasing the recycling rate to **35 percent** would **reduce greenhouse gas emissions** by an additional **5.2 Million Metric Tons** of Carbon Dioxide Equivalent.

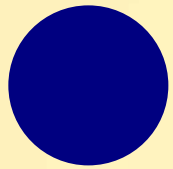
(www.epa.gov)

Other Examples

SmartWay Transport



Energy Star Buildings

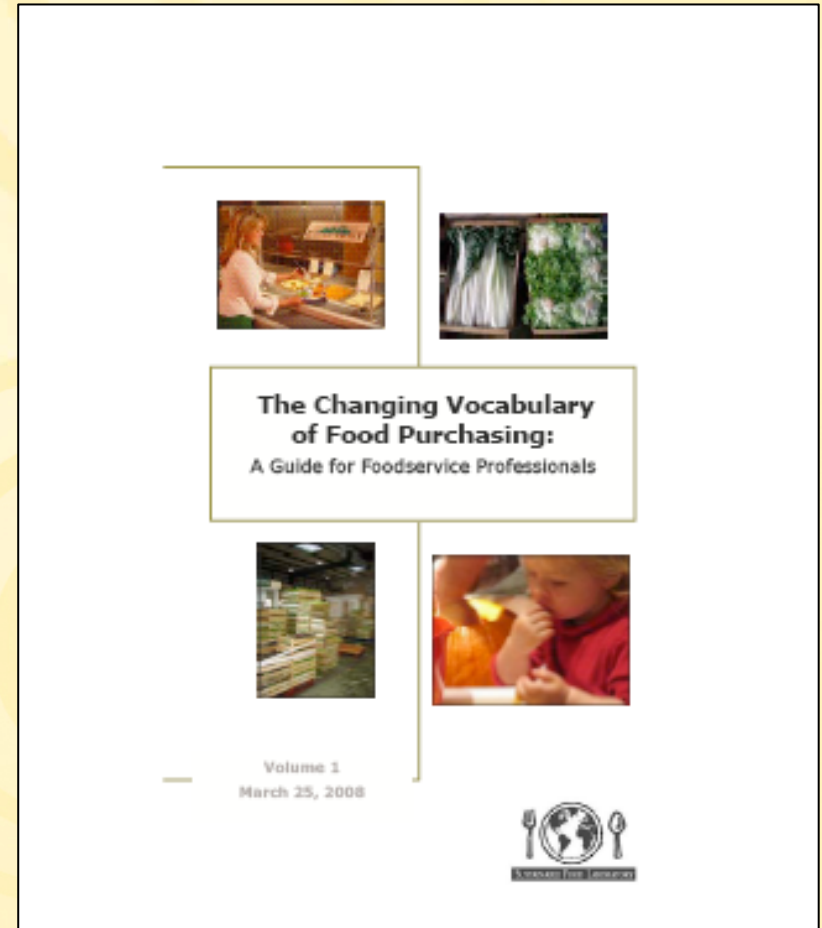


Growth in “Sustainable Offerings”

Global food and agriculture, influences the way:

- **one quarter** of the world’s population earns a living,
- **half the world’s** habitable land is cared for, and
- **two-thirds** of the world’s fresh water is used.
- “With such influence comes opportunity and responsibility.”
 - - *From Sustainable Food Lab, Call to Action*

IFDA Sales & Marketing Conference

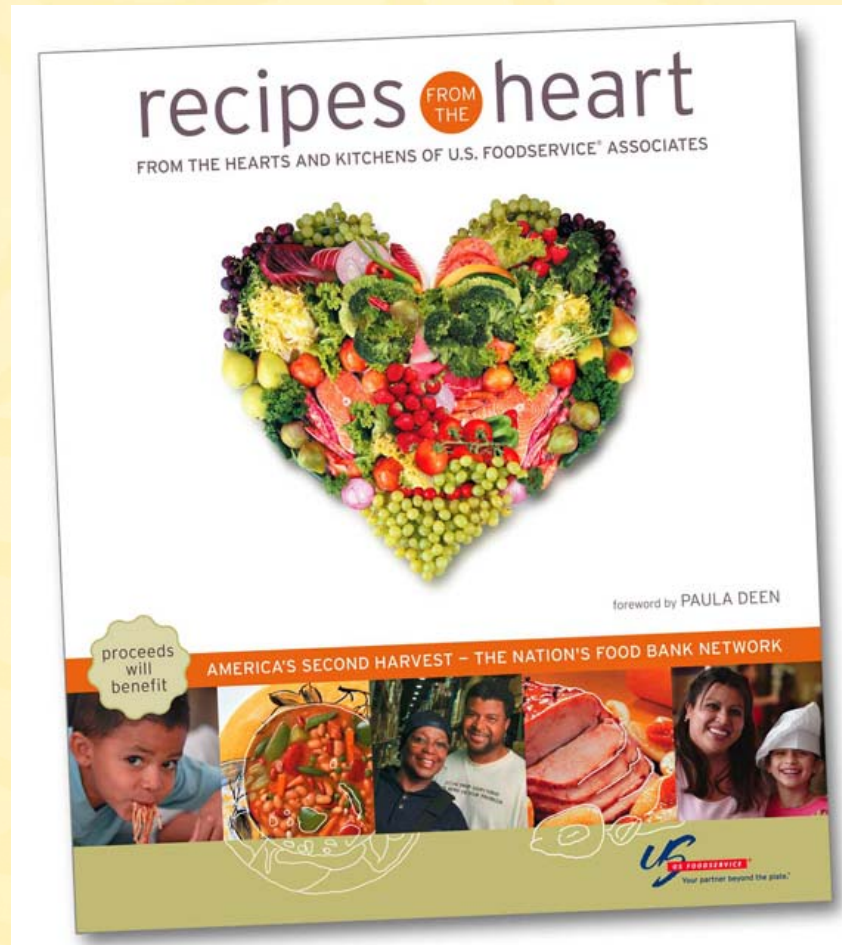


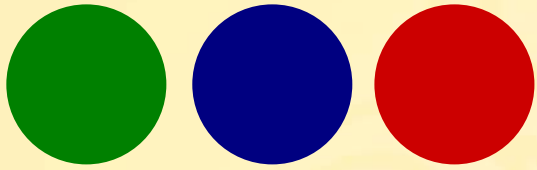


Better Communities

- In 2006, over **30 million Americans** lived in food insecure households, over 20 million adults and over 10 million children.
- In 2006, **households with children** reported food insecurity at **almost double the rate** for those without children.
- Every dollar donated helps **provide 20 pounds of food and grocery** products to men, women, and children facing hunger in the United States.

IFDA Sales & Marketing Conference





A Proud Legacy

Create a Proud Legacy. We are building an enduring company. We strive to create sustainable success through stewardship of natural resources and support of our local communities.

But How?

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Food Bank Donations

Efficient Lighting

Community Partnerships

Organic

Sustainability Communications

Renewable resources

Paperless Systems

Reduce, Reuse, Recycle

Energy Efficiency

Local Procurement

Water Conservation

Idle reduction

Inspire

in·spire \in-'spī(-ə)r\

- to stimulate (a person) to activity or creativity
- spur on or encourage especially by cheers and shouts;
- prompt, motivate, move to action

Inspire, Enable, Evaluate

- Leadership Framework
- Publications
- Earth Day Contests
- Awards
- Communicating Performance
- Goal Setting

Enable

en·able \i-'nā-bəl\

- to provide with the means or opportunity
- to make possible, practical, or easy

Inspire, Enable, Evaluate

- Policies, Procedures, Specifications
- Training
 - Sustainable Food Definitions
 - Sustainable Procurement
 - Review of Eco-Labels
 - How to read your power bill
- Intranet reSource
- Partnerships
- Tools and Networking for Green Teams
- Full Plates Full Lives Toolkits

Evaluate

eval·u·ate - \i-'val-yü-,āt

to determine the significance, worth, or condition of, usually by careful appraisal and study

Early Results

- Utility Cost Savings
- National Energy Baseline Underway
- 23,000 Cookbooks Sold
- Growth in Product Listings

Working together

- Common Product Codes
- Benchmarking
- Education in the Marketplace
- Food Lab
- Support Food Banks

Our
World
is
a



Great
and
wonderful
World