Sustainability at Wegmans
Today, Tomorrow, Together

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Sustainability Coordinator
Wegmans Definition of Sustainability

Business practices and strategies that promote the long term well being of the environment, people and our company.

- Wegmans Sustainability Team 2007
Are Customers Concerned?

Customers were asked how often sustainability influenced purchasing decisions:

- 18% Usually
- 58% Sometimes
- 24% Rarely

- Hartman 2008 Survey
Consumers Define Sustainability Differently

- Ability to last over time: 76%
- Ability to support oneself (self-reliance): 55%
- Conserving natural resources: 44%
- Recycle, reuse, reduce: 44%
- Responsibility: 35%
- Environmentally friendly: 33%
- Economic viability: 32%
- Responsible farming methods: 25%
- Green: 23%
- Reducing carbon footprint: 22%
- High quality: 17%
- Humane treatment of animals: 12%
- Fair trade: 12%
- Simple living: 12%
- All natural: 11%
- Organic: 11%
- Connecting with others: 9%
- Local: 7%
- Social activism: 6%
- Reduction of meat consumption: 4%

<table>
<thead>
<tr>
<th>Sustainability Practices</th>
<th>% of Respondents</th>
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<tbody>
<tr>
<td>Provides quality products</td>
<td>85%</td>
</tr>
<tr>
<td>Provides safe working conditions for its employees</td>
<td>79%</td>
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<tr>
<td>Sells products/services at low prices</td>
<td>77%</td>
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<tr>
<td>Tries to reduce waste and pollution</td>
<td>76%</td>
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<tr>
<td>Tries to minimize the environmental impact of its production</td>
<td>76%</td>
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<tr>
<td>Produces and distributes products in an energy-efficient manner</td>
<td>75%</td>
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<tr>
<td>Provides good wages and benefits to its workers</td>
<td>72%</td>
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<tr>
<td>Avoids inhumane treatment of animals</td>
<td>71%</td>
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<tr>
<td>Tries to reduce the use of non-renewable resources</td>
<td>70%</td>
</tr>
<tr>
<td>Takes steps to reduce its carbon footprint</td>
<td>66%</td>
</tr>
<tr>
<td>Avoids unnecessary packaging</td>
<td>63%</td>
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<tr>
<td>Uses green building techniques in its manufacturing and facilities</td>
<td>62%</td>
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<tr>
<td>Represents the principles I agree with</td>
<td>61%</td>
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<tr>
<td>Maintains supportive relationship with local community</td>
<td>54%</td>
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<tr>
<td>Ensures the best possible return to its shareholders</td>
<td>45%</td>
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Our Priorities

• Based upon the factors of environmental impact, associated cost and customer comments, we identified our priorities as:

• **Carbon Footprint Reduction** (lighting, refrigeration, transportation, facility design)

• **Packaging & Recycling** (reduce, reuse, recycle)

• **Products** (organic, local, earth-friendly)
Wegmans Carbon Foot Print

- Transportation: 1%
- Refrigerant: 32%
- Buildings: 57%
- Electricity: 10%

Categories: Transportation, Refrigerant, Buildings, Electricity
Electric Load Breakdown

- Refrigeration: 61%
- Lighting: 25%
- Misc: 14%
Carbon Footprint Reduction

- Lighting
  - New Install’s
  - Retro-fit’s
  - Removing un-needed

- Refrigeration
  - Upgrades
  - Re-commissioning
  - Refrigerants

- Fleet
  - New Trucks w/ PF
  - ULSD
  - Miles

- Buildings
  - Controls
  - Daylighting
  - Load Shedding
Lighting Projects

- Lighting fixtures were replaced by high efficiency fluorescents in stores and facilities in 2008 & 2009
- LED lights used in freezers & coolers
- Better light quality for our people
- Retro-fit’s continue

- The electricity saved from these projects can power over 7000 homes for one year!!!!
Refrigeration Projects

• Re-commissioning (tune-ups) of 21 stores

• Refrigeration and HVAC upgrades (CO2)

• Leak detection / tracking (44 stores)

• Energy reduction from re-commissioning (5% reduction per store from previous year)

• Using glycol (med. temp cases) in new stores reduces refrigerant charge by 30% and leaks by 35%

• 11,880 tons of carbon avoided, Electricity for 1,574 homes
• CO2 will reduce charge by 200% and leaks by 50%.
Fuel Reduction

• Increased Fuel Efficiency Initiative (MPG)
  – Our current MPG average is 5.63 (3.5 million gallons of fuel based on 20 million miles traveled).
  – Goal is to increase fuel economy and reduce miles by
    • Setting speed limit of trucks to 65 mph
    • Improved % use of cruise control
    • 5 min idle engine shutoff
    • Improved driver performance training
    • Better route planning/backhauls
  – Our 2009 efforts decreased our fuel consumption by over 100,000 gallons annually

• Environmental Benefit: This reduction is the equivalent of taking 100 vehicles off of the road for one year.
Integrated Waste Management

In 2009 we recycled:

- 88 M lbs. of cardboard and paper (440,000 trees)
- 2.93 M lbs. plastic bags/wrap (362 homes/year)
- 16 M lbs. of food/non perishables donated (avoids landfill)
- 2.7 M lbs. of organic waste composted/livestock (avoids landfill)
- 734,000 lbs. of fryer vegetable oil (animal feed/bio-fuels)
- 25 M lbs. of deposit bottle/cans (bottle bill’s)
- 470,000 lbs. of metal and E-Waste (scrap/smelting)

- Over 150 million lbs. diverted from landfills!
Construction Recycling

- Developed comprehensive construction recycling program with Waste Management
- Program was piloted at the new Rochester store - now underway at all future store locations

- 1.6 tons of cardboard
- 10.9 tons of steel
- 10.9 tons of wood
Packaging

• Packaging guidelines for merchants/buyers
• Renewable (sugarcane, pulp/grass, palm fiber, PLA, starch’s)
• 100% recycled content paper
• Light weighted plastics
• Increasing recyclable options (#1, #2)
• Kraft products (no bleaching)
Packaging Case Studies

• Rotisserie Chicken
  – packaging changed from wax cardboard to non wax
  – purge liquid is then poured down the drain, not compactor.
  – 1 M lbs./year in the compactor (wax cardboard + liquid)
  – Now ½ million lbs. recycled cardboard + avoids the landfill

• Adjusted pack for commodity chicken; fewer boxes
  – Saves 400,000 lbs of cardboard/yr
  – 64 fewer inbound deliveries
Reusable Bags

- Over 4 million bags sold YTD 2010
- Using 5000 fewer plastic bags per day/per store
Front End Bags

- Plastic bag improvements
  - removing tie tab at top of bag
  - bag dimension changing to 22” tall (currently 24”)
  - 1M lbs. resin reduction = 19 truck loads of bags!!

- Currently testing 40% recycled content bag
Products
(natural, organic, local)

- Locally grown produce (over 500 local farms)
- Natures Marketplace (natural foods selection)
- Sustainable Farmed King Salmon, Sea Bass, Shrimp
- Organic grass fed beef, Organic “free range” chicken
- “Green” “eco-friendly” products sector
Wegmans Organic Research Farm

- 50 acres total
- Helps us understand challenges of organic growing
- Share learning's with our local grower community
- Learning to extend growing season
- Enhances people’s knowledge and appreciation of the growing process
Floral Dept

• Store Best Practices
  – Using arrangements “in bag”
  – Reduces waste, able to reuse arrangements
  – Recycled Content Vases
  – Reducing wax cardboard shipments
  – Ship potted plant on racks (reuse)
  – Locally grown when possible
  – Working with WORF to understand pesticide free

• Grower/Partners
  – Most if not all are certified
  – IPM
Sustainability at Wegmans

Good for our People

Good for our Environment

Good for our Company

Thank You!