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Hannaford Supermarkets Sustainability Team

Agenda

- Hannaford Organizational Overview
- Sustainability at Hannaford
- EPA Food Recovery Hierarchy



• Hannaford's Processes within the Hierarchy

Who Are We?



DELHAIZE 寿 GROUP

Belgium parent company

- Operating food retail outlets in Belgium, Greece, Indonesia, Romania & US



179 stores serving ME, NH, VT, MA, & NY

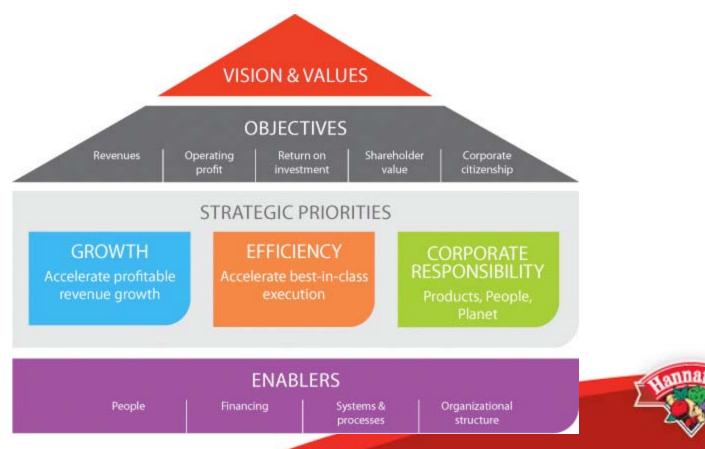
- Full service grocer in 35K sf to 56K sf formats
- Focused on "Fresh" Produce, Meats, Seafood & Deli
- 27,000 Associates



Our Commitment to Sustainability

"We aspire to enrich the lives of our customers, associates, and the communities we serve in a sustainable way."

PRODUCTS ~ PEOPLE ~ PLANET





Food Recovery Hierarchy

www.epa.gov/foodrecoverychallenge

Source Reduction Reduce the volume of surplus food generated

Feed Hungry People Donate extra food to food banks, soup kitchens and shelters

> Feed Animals Divert food scraps to animal feed

Industrial Uses Provide waste oils for rendering and fuel conversion and food scraps for digestion to recover energy

> Composting Create a nutrient-rich soil amendment

> > Landfill/

Incineration Last resort to

disposal

"Hannaford Supermarkets is continuously working to reduce waste and increase recycling while remaining committed to our hunger relief efforts."

Molly Tarleton, Community Relations



Source Reduction

Reduce the volume of surplus food generated

- 7 Day Fresh Deliveries Started in 2010
 - Past: forecast out orders, order too little or too much, end up with excess product
 - Consider a fresh truck delivery everyday
 - Led to more accurate ordering, less shrink, and improvement in quality and SALES!
- CAO (Computer Assisted Ordering)
 - Applies to warehouse products and fresh items with a UPC (packaged meats, bagged salads, etc.)
 - Considers sales predictions and inventory level criteria to keep store stocked
 - Orders appropriately
 - Reduction in duplicates and excess

Feed Hungry People

Donate extra food to food banks, soup kitchens, and shelters

- Retail Fresh Rescue
- Reclamation Product
 - 3,376 Tons Donated in 2010

The Good Shepherd Food Bank –Maine
The NH Food Bank – New Hampshire
The Vermont Food Bank—Vermont
Central NY Food Bank—New York
Northeastern Regional Food Bank – New York
Worcester County Food Bank ---Massachusetts
The Greater Boston Food Bank ---Massachusetts
Merrimack Valley Food Bank ---Massachusetts



Feed Animals

Divert food scraps to animal feed

Livestock Farm Donation Program

- Approximately 20 area stores work with local farms
- Hannaford provides detailed guidance to stores
- No cost to Hannaford
- Program diverts reusable food scraps/waste and helps to provide a nutritious feed





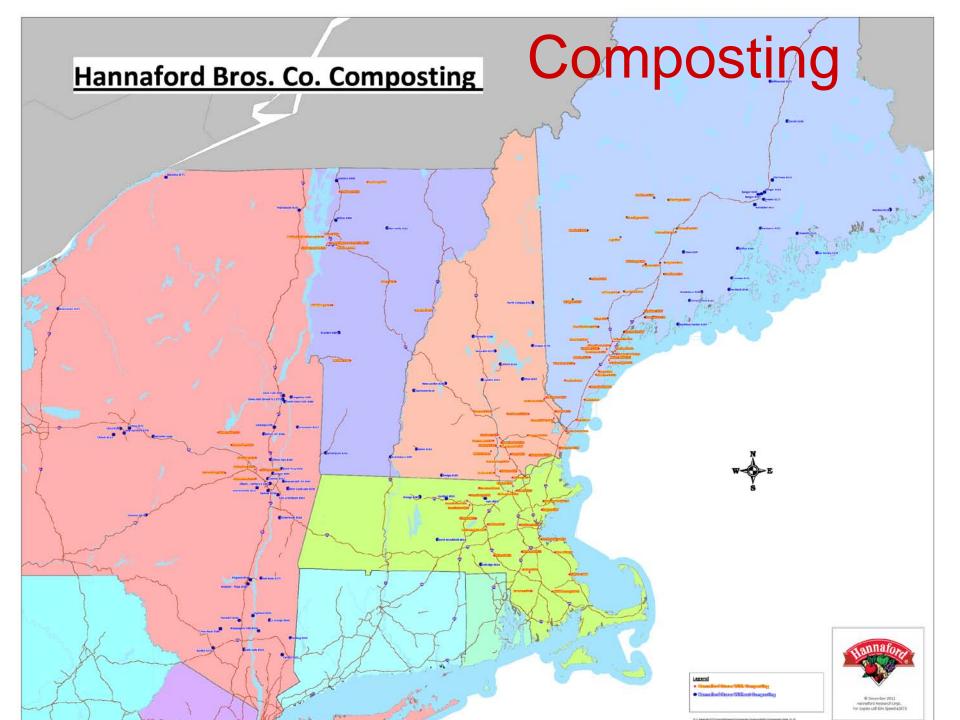
Industrial Uses

Provide waste oils for rendering and fuel conversion and food scraps for digestion to recover energy

• Rendering - Raw material from food animals recycled into animal feeds

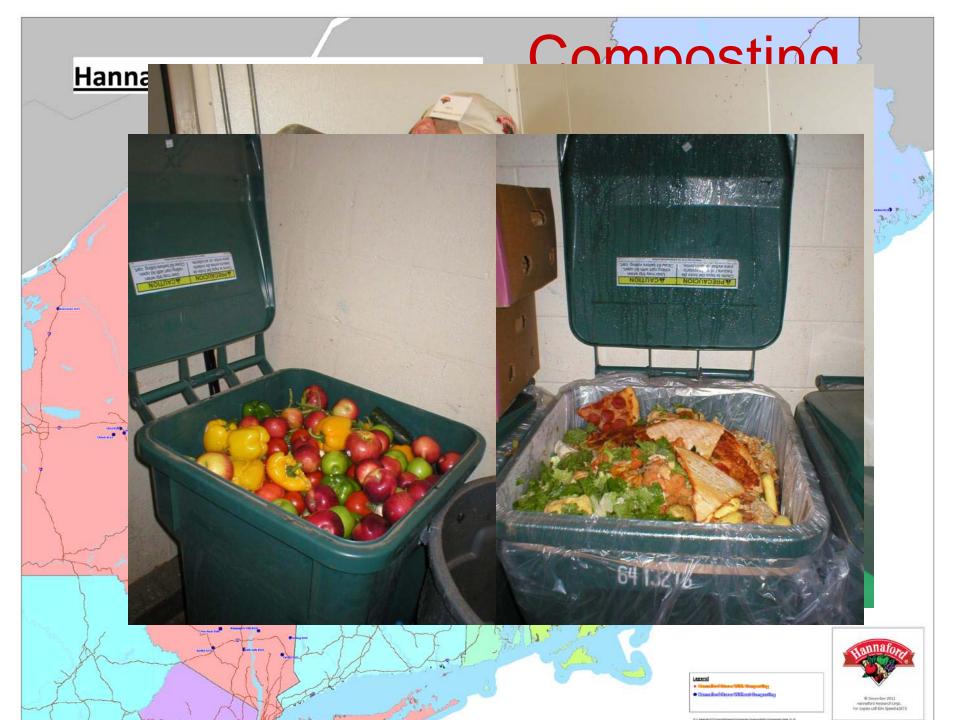
- Meat, Deli, Seafood
- Grease
 - Removed from deli departments
 - Made into animal feed
 - Production of bio-fuels
- 2,400 tons recycled in 2010







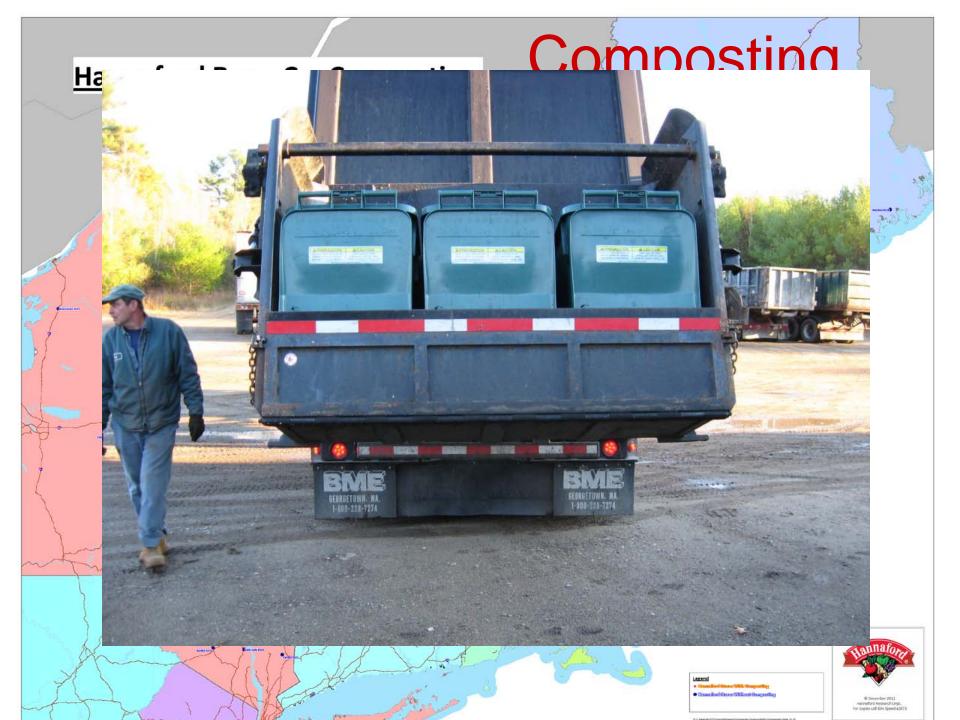


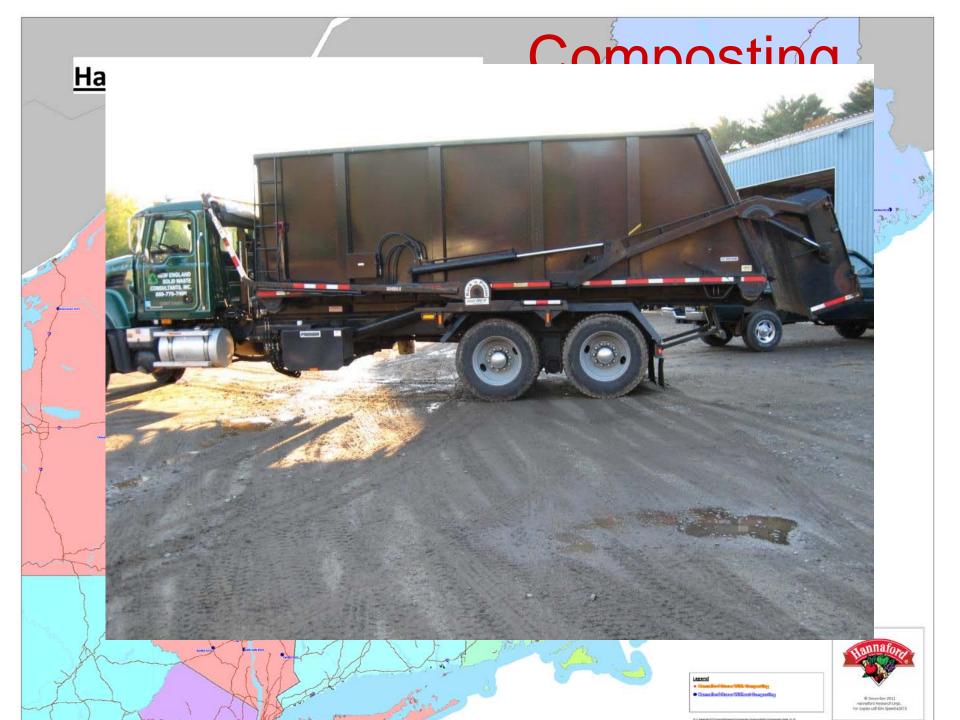


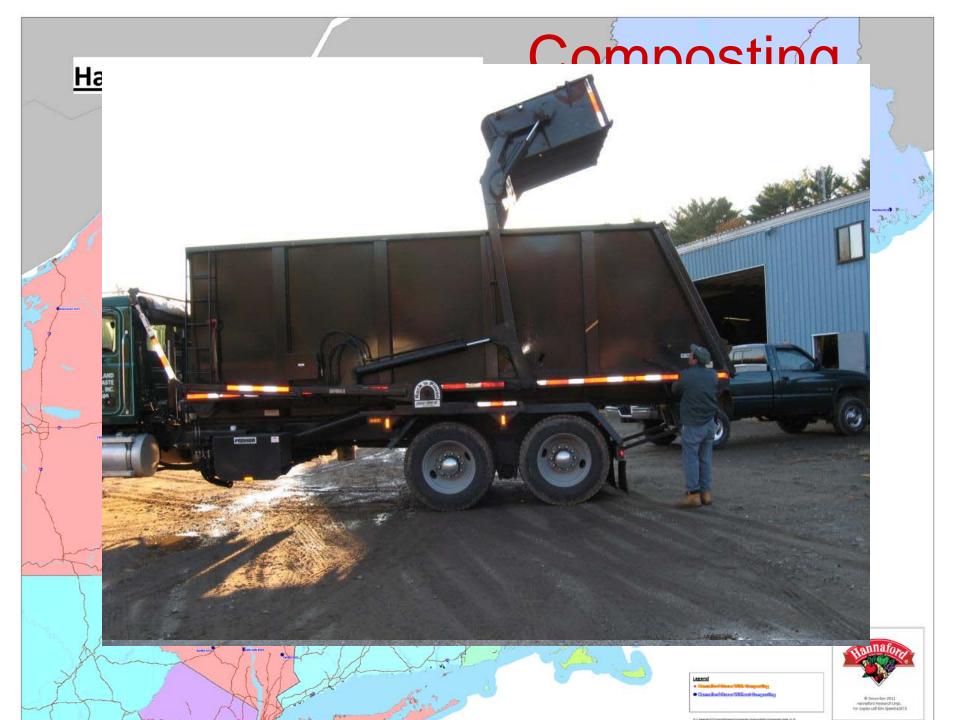








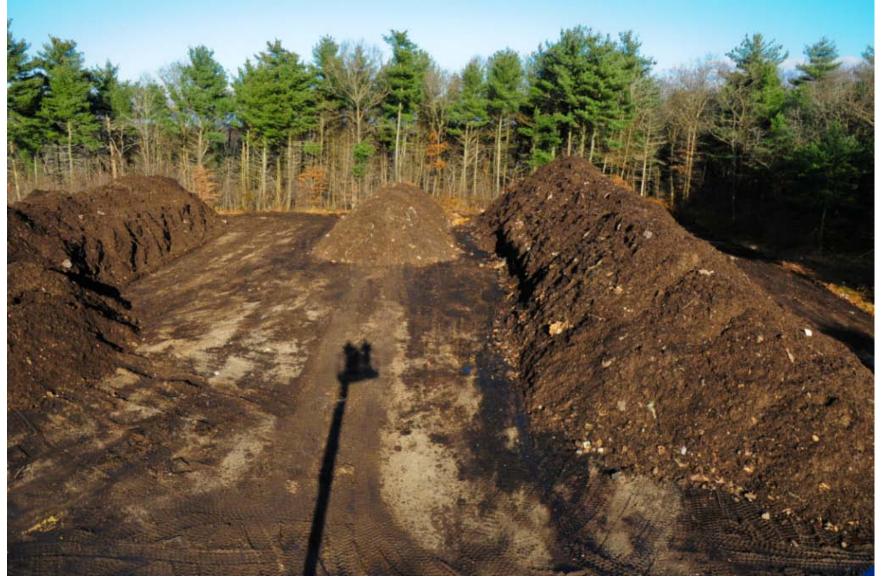


















2010 WINS for Hannaford!

- Hannaford recycled 67.29% of total waste in 2010!
- Above industry average!
- Excited to grow that percentage in 2012!
- Supermarket Recycling Program Certification
- Environmental Leader Program Certification



Thank You!

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