



***GC3 Green Chemistry
& Commerce Council
Innovators Roundtable
April 26-28, 2010***

SYSCO'S Heritage

- ❑ Founded in 1969 by John Baugh in Houston, Texas
- ❑ Vision to become the first “broadline” distributor.
- ❑ SYSCO → **S**ystems and **S**ervices **C**ompany.

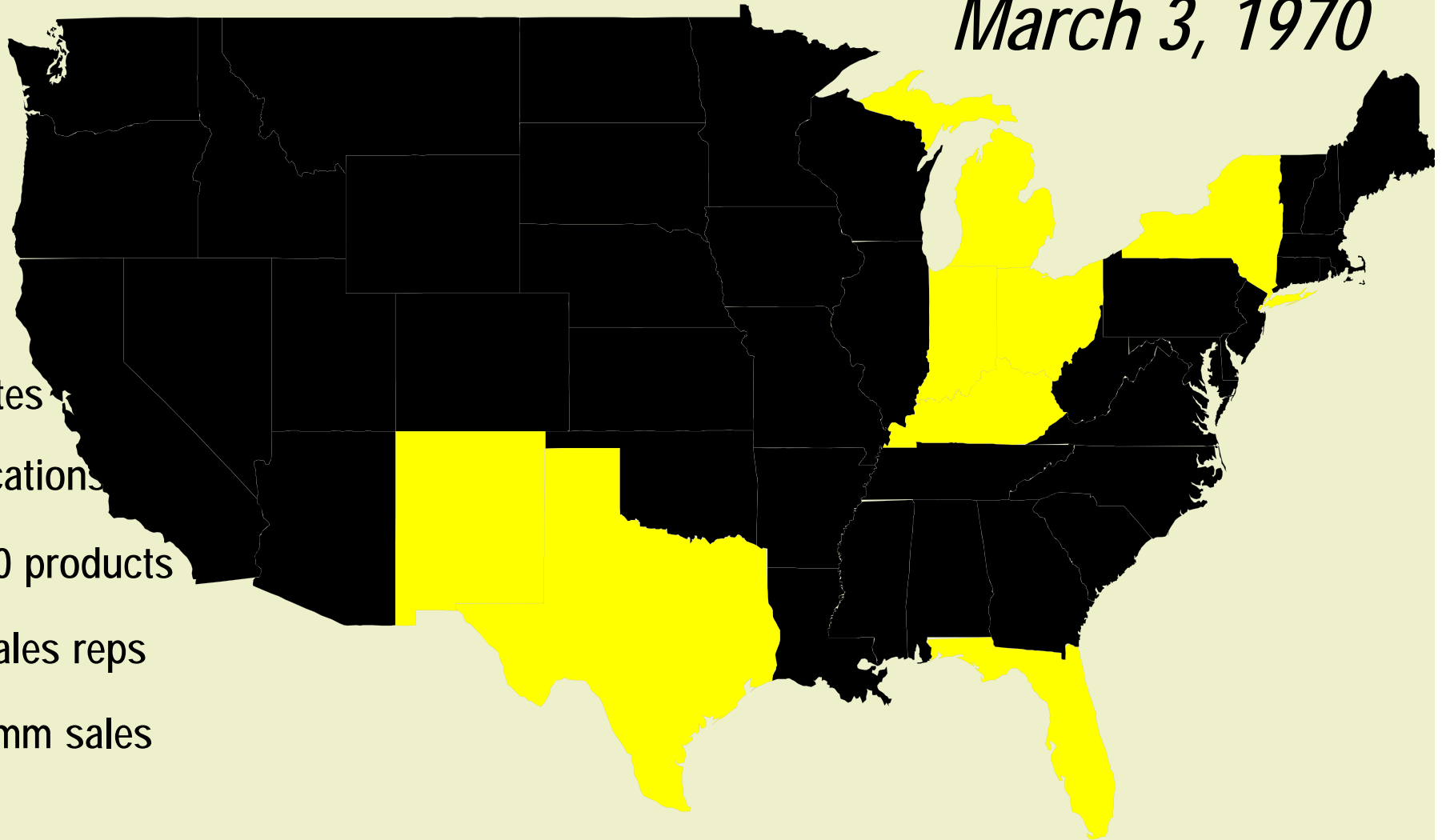




SYSCO Public Offering

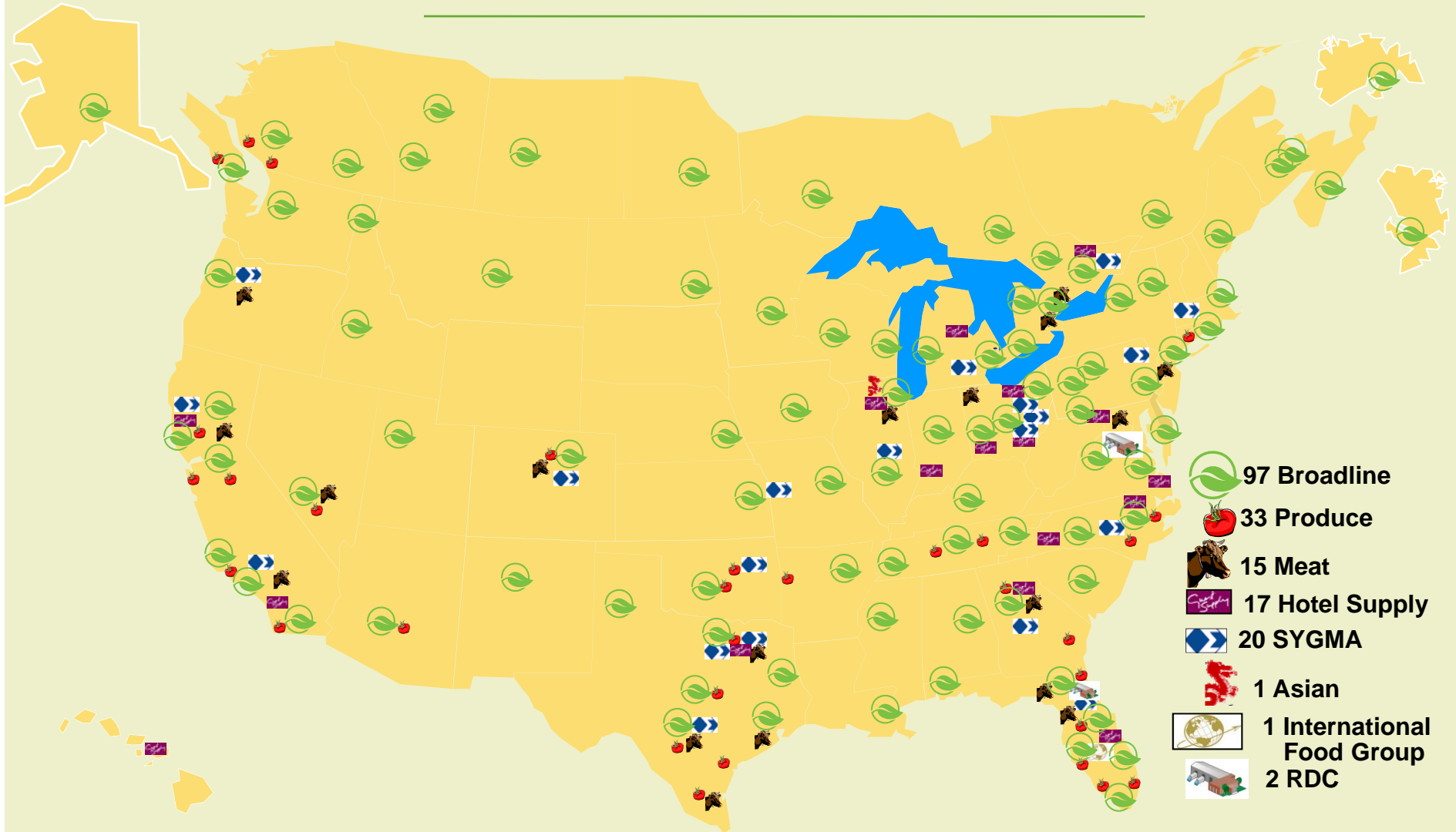
March 3, 1970

8 states
24 locations
10,000 products
240 sales reps
\$115 mm sales



Sysco Map

186 Distribution Locations





Sysco Quick Facts



- North America's #1 foodservice marketer & distributor**
- FY 2008 sales of over \$37 billion**
- Serve \$200+ billion foodservice & hospitality market**



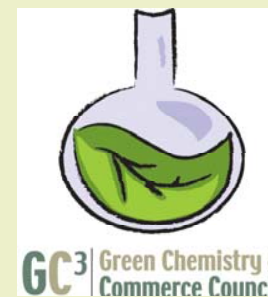
Sysco Quick Facts



- Broad reach - 400,000 customers**
- Depth of product selection - more than 360,000 products, including approx. 38,000 SYSCO Brand products**



Sysco Quick Facts



- ❑ **Largest private truck fleet in North America – 9,000 trucks**
- ❑ **Approx. 50,000 employees**
- ❑ **Deliver over 1.2 billion cases of food and related products every year**

Craig Watson
Vice President
Agricultural Sustainability



***GC3 Green Chemistry
& Commerce Council
Innovators Roundtable
April 26-28, 2010***



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*



Agricultural Sustainability Initiatives

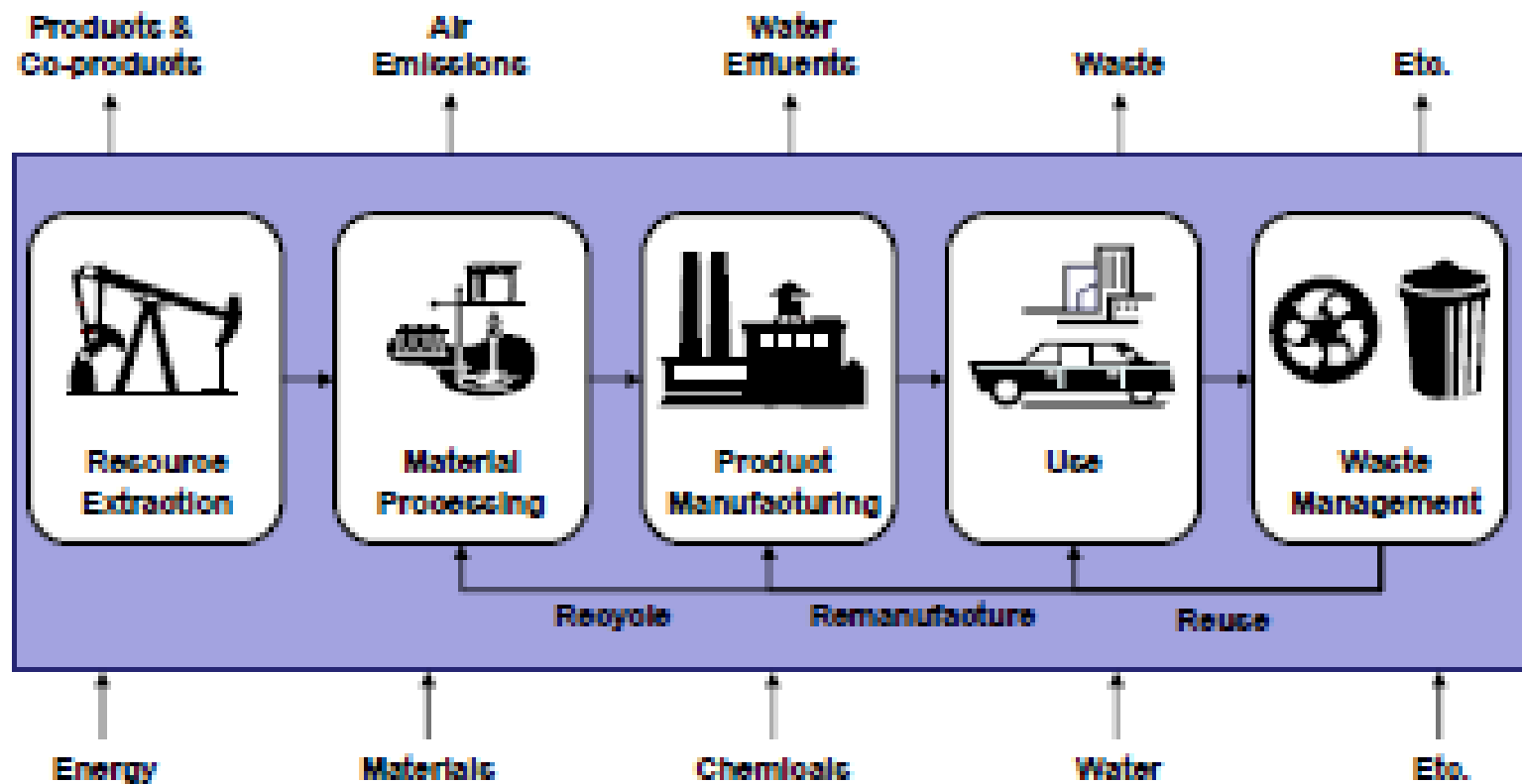
- *Integrated Pest Management*
- *Life Cycle Assessment (LCA)*
- *Wallace Center Project*
- *Social Audit Program*
- *Animal Welfare*



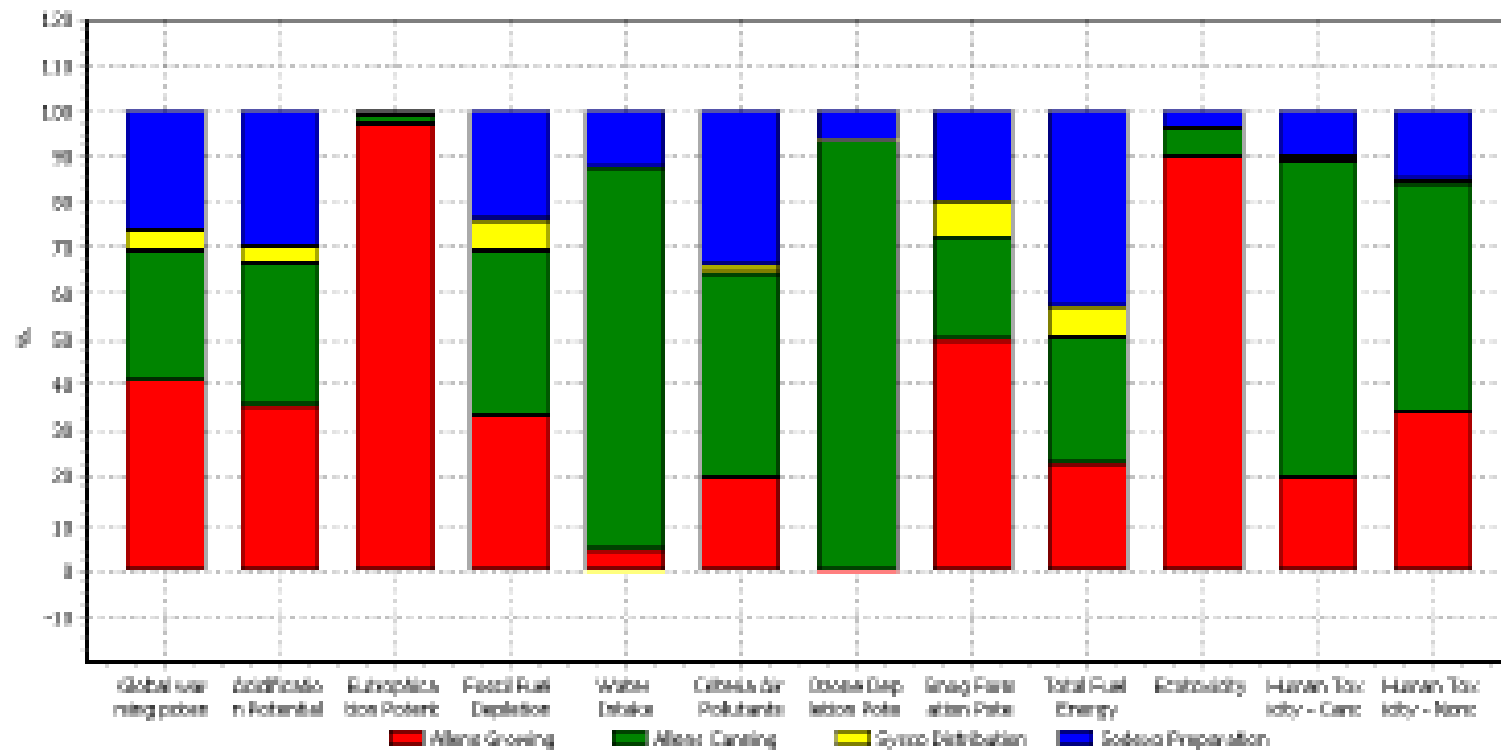
Integrated Pest Management

- *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*

Life Cycle Flows



Life Cycle Results





- ***Henry A. Wallace Center Project***
- ***Division of Winrock International***
- ***Increase customer interest in local foods – products with a food story***
- ***Produce procurement from small family farms – what happened to small rural America***
- ***Test markets: Kansas City, Grand Rapids, Chicago***
- ***Best Business Practice development – GAP Amish Farmers***
- ***Supply Chain Assessment – availability of product i.e. local products used season vs. availability – compatible varieties. Season extensions methods.***
- ***Aggregation key to success - 10-40 farmers/aggregation***



- ***Additional Sustainable Initiatives***
- ***Social Audit Program***
- ***Animal Welfare***
- ***Initiatives Under Development***
 - ***Seafood Sustainability (WWF)***
 - ***Assessment of Current Purchases***
 - ***Establishment of Future Strategy***
 - ***Fishery Improvement Initiative***
 - ***International Small Holder Projects***
 - ***Oxfam/Guatemala***
 - ***USAID/Dominican Republic***
- ***Future Considerations***
 - ***Watershed Quality Assessment***
 - ***Packaging Requirements***
 - ***Green Restaurant Standards***