

Weis Markets and American Bio soils & Compost, LLC

“Closing the Loop on Supermarket Recycling”

United States Compost Council
“The Magic of Compost”
21st Annual National Conference
January 29, 2013



Unmistakably



What we will cover

- Who is Weis
- Who is ABC
- “Our Story”
- Summary of lessons learned



Unmistakably



Weis Markets is...

- Regional grocery retailer with 164 stores in 5 states- PA,MD,VA,NY,NJ
- Headquarters in Sunbury PA
- Locally owned and operated for 101 years
- Annual sales of \$2.5 billion



Unmistakably



Weis Mission

To deliver an exceptional shopping experience by offering the best service, value, quality, and freshest products while being good stewards of our environment and giving back to the communities we serve.



Why are Retailers taking the lead?

- All out effort to address food waste because:
 - Landfilling is lost opportunity!
 - A Desire and responsibility to help feed the hungry
 - Hopefully Reduces trash disposal costs and related issues such as odors
 - Reduces Carbon Footprint!



Unmistakably



Why Weis wants to compost

- “Sustainable Practice” for the company
- Food waste diversion is a piece of the *zero waste puzzle*
- Up to 70% of trash is organic
 - Reduce the trash volume, reduce costs
- Reduces carbon footprint
- Produce a value added product and “close the loop” through bagged compost sales



Unmistakably



The Vision

- To have an organics recycling program at every store
- Annually composting 11,700 tons food waste chain wide (150 stores) reduces CO₂ = 4.5% of total Carbon Footprint
- Equal to:
 - 2,544 passenger cars off the road
 - 1,618 home electricity usage for a year
 - 1,454,343 gallons of gasoline consumed



Unmistakably



The Business Case

- 11,700 tons per year x \$75 per ton for disposal = \$877,500.00
- Avoided disposal costs through food donations and composting
 - Donations reduce product loss or shrink and helps with inventory control
 - Increases strength of community relations
- Reduces our carbon footprint



Unmistakably



The Weis Story

- Evaluated food waste composting at 9 select stores in 2010
 - Hauling costs and tip fees exceeded landfill costs
 - Program had to have financial benefit
 - Economics didn't work



Unmistakably



The Weis Team

The “Buy-In” Squad

- VP Store Development
- VP Operations
- VP Marketing
- Director of Communications
- Director Operational Efficiencies
- Director of Engineering
- Director of Store Services
- Manager of Store Equipment
- Director of Purchasing
- District Managers of stores
- Store Managers
- Store Associates



Unmistakably



Document and measure

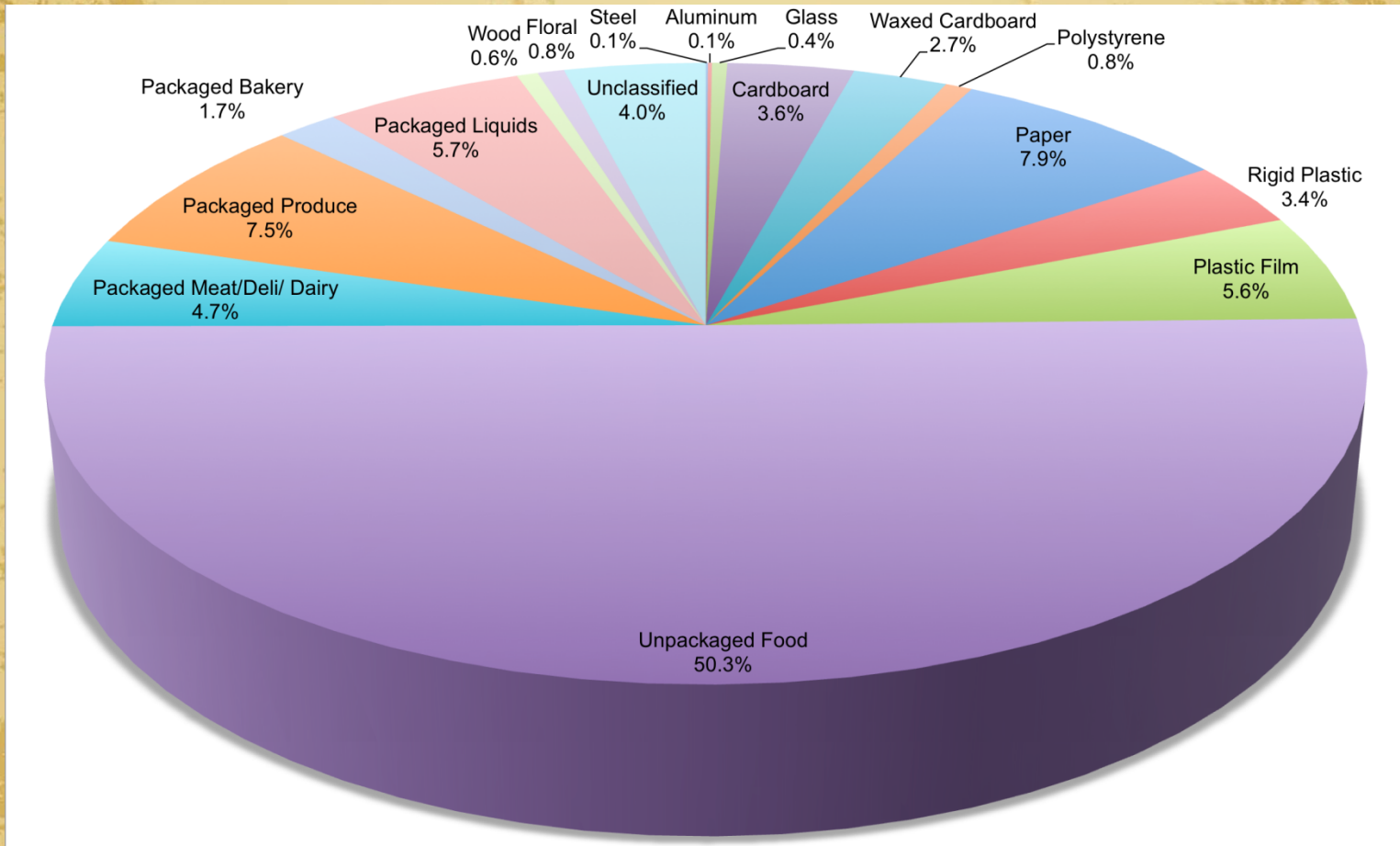
- Waste Audits (5 stores)
- A MUST!
 - Front load containers and compactors
 - Results
 - Excess container service capacity
 - Largest category by weight-food waste
 - Largest category by volume-cardboard, waxed cardboard, food waste
 - 50 to 73% total weight per store was packaged and unpackaged food waste
- Future – continue waste audits to measure success and opportunities



Unmistakably



SUMMARY OF SORT EVENTS AND DATA COLLECTION



STORE #88: WASTE SORT RESULTS - PERCENTAGE BY WEIGHT



Unmistakably



Evaluation of Proposals

- Open top
- Compactor
- Backhauling
- Single container outside
- Single container inside
- Toters
- Digesters
- Dehydrators



Unmistakably

weis

Every Store is Exactly Different

- Custom Evaluations
- Stores have different waste capacities, haulers and service
- Different size footprints
- No consistency
- Difficult to 'generalize' any services
- **MUST SHOW POSITIVE BOTTOM LINE IMPACT!**



Unmistakably



Toter Model Selected

- Low capital investment
- Flexible at store level
- Addresses security policy
- Utilizes existing store infrastructure
- Less chance for odors/nuisances



Unmistakably



American BioSoils Compost

- TPA partnership and Haines and Kibblehouse
- Joint venture to build and operated decentralized compost sites throughout the mid-atlantic
- Focus on food waste and high value blended end- product sales



Unmistakably



The Phone call - "It cannot fail..."

- Weis expectations for a program
- ABC – can we deliver?
- ABC vision – decentralized compost sites
- reduce carbon footprint
- reduce trucking
- lower risk
- tap into infrastructure – Quarries
- Lightbulb moment – Weis stores are located in the same areas as H&K quarries



Unmistakably





Unmistakably



The Engagement

- Commitment between both companies
 - Taking the necessary time to make it right for all parties
- Reviewed mutual assests
 - Permits, Store locations, hauling miles and costs
 - Knowing lack of infrastructure for food waste composting



Unmistakably



ABC moving forward

- Commitment and partnership with ABC and Weis has allowed us to create the infrastructure for the mid-atlantic region



Unmistakably



Weis Choice Compost

- Weis Private Brand label
- USSC - STA approved
- Pa Dept of Ag approved
- “Closed Loop” Product
- Weis has internal qa/qc requirements
- Future - expand with more value added products



weis choice
compost

Recycle & Reduce Waste.

Our compost is made by recycling organic waste generated in our stores.



Unmistakably **weis**
green



H and K Compost Bag Plant

- Using existing stone bagging plant capacity for compost packaging



Unmistakably



Associate Engagement! = SUCCESS!



Unmistakably

weis

Lessons Learned

- Nationwide efforts - Food waste composting is here to stay and will only increase in intensity and volumes
- Industry is driving the creation of infrastructure
- Regulators can be an asset
- Economics, Economics, Economics!!!
- Identify your brick walls and learn how to get around them
- Find your Compost Champion!



Unmistakably



Contact Info

Patti Olenick, Sustainability Manager

Weis Markets

polenick@weismarkets.com

www.weismarkets.com

Ned Foley, Managing Member
American Biosoils and Compost
LLC.

efoley@americanbiosoils.com

www.twoparticulraracres.com



Unmistakably

