



DelHaize America

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About us. . .

- Private fleet consisting of:
 - 700 plus class 8 tractors
 - 2600 plus trailers (1800 refrigerated)
- Current footprint
 - Operating in 12 states
 - Running over 60,000,000 miles annually
 - Primarily regional operations



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Introduction

- Affirm what you already know-
- Provide some 'global' reasons for the pursuit of being green-
- Provide some general guidelines on some of our initiatives-
- Be a little more 'granular' in terms of what we are doing with our refrigerated trailer fleet-

What's the Big Way to Improve on Fuel Economy and Reduce our Carbon Footprint?





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Reasons for Pursuit of Green

- Brand Image (Goodwill)
- Sustainability (Social, Economic, Environmental)
- Being corporate stewards
- Energy Security
- Drive toward consistent budgeting
- Growth potential- others dealing with 'green' partners
- Legislative requirements
- Marketing implications
- Stewardship
- Build trust
- Attract diverse talent
- Reduce noise
- Reduce fuel usage
- Green to Gold (intangible being considered)- ROI may need to consider intangibles

Inside the Box Thinking

One Size Does NOT Fit All!



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General Considerations

- Right tires for the right routes
- Low rolling resistance tires
- Effective tire inflation program
- Automated Transmissions
- APUs for sleeper units
- Truck Aerodynamics
- Trailer thermal efficiencies
- Loading practices
- Side skirts
- Electric standby refrigeration units
- Driver training/feedback
- Good PM program
- Proper vehicle alignment
- Speed limitations
- Doing the little things right!



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Refrigerated Fleet

- Low Rolling Resistance Tires
- Auto Inflation Systems
- Trailer skirts
- Proper trailer linings- reduces impact of outgassing (reduces run time, fuel consumption, maintenance costs)
- Appropriate refrigeration unit
- Testing electric hybrid units
- Loading procedures



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Refrigerated Fleet

- Efficiency- key to lower costs, sustainability, and an enabler for new technologies
- Less engine run time (15% in start/stop)- warranty extended and reduced maintenance costs
- Electric power- (up to 24% less)
- Environmental (fewer emissions and lower refrigerant charge)
- Lower noise
- Quality and Service are top priorities!



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Joint Project-

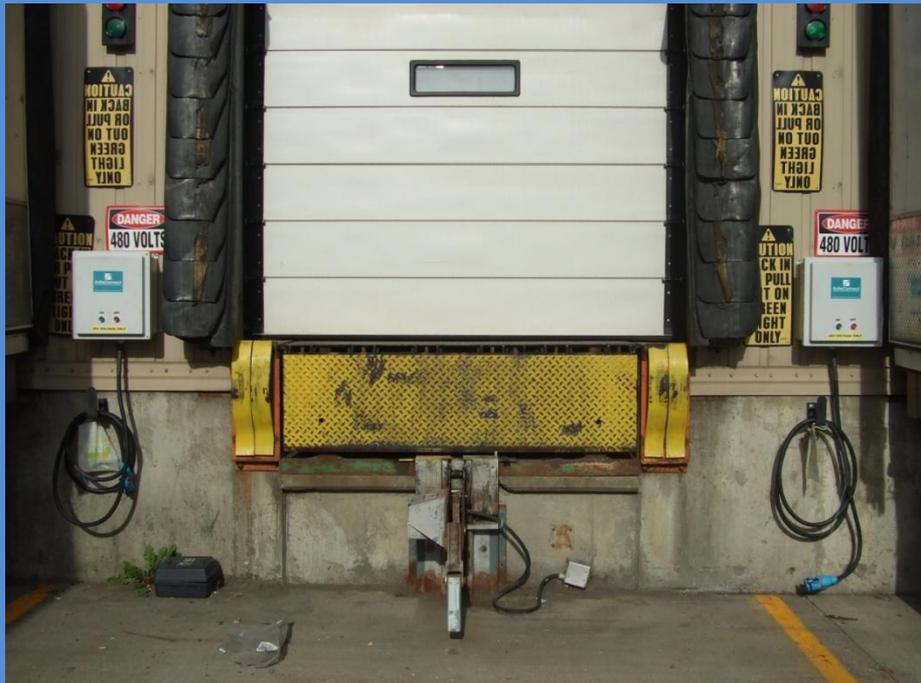
- Our Smartway involvement led to a joint partnership with NYSERDA (New York State Energy Research Authority) and New West Technologies to test electric standby at our Schodak, NY distribution center
- Safety concerns with electric-hybrid units
 - Atlantic Dynamics (Safe Connect Connection)-recessed plug; disruption circuit; quick release plug
 - Testing will now resume



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Pictures of the infrastructure drops





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Pictures of the infrastructure drops





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Joint Project-

- Why? Lower carbon footprint
- How many assets to test? 15 Trailers and 9 drops
- Why electric standby?
 - Reduced emissions
 - Decreased maintenance spend
 - Resell value
 - Customer perceptions
 - Noise reduction opportunities
 - Corporate stewardship

What's the Conclusion?

- There's definitely a Corporate piece of the puzzle that needs to be worked through! (Culture, Education, Understanding)
- There's an operational aspect that continues to be required (Does it make sense? Operationally and Financially)
- There are existing things you can do today that may help you!