

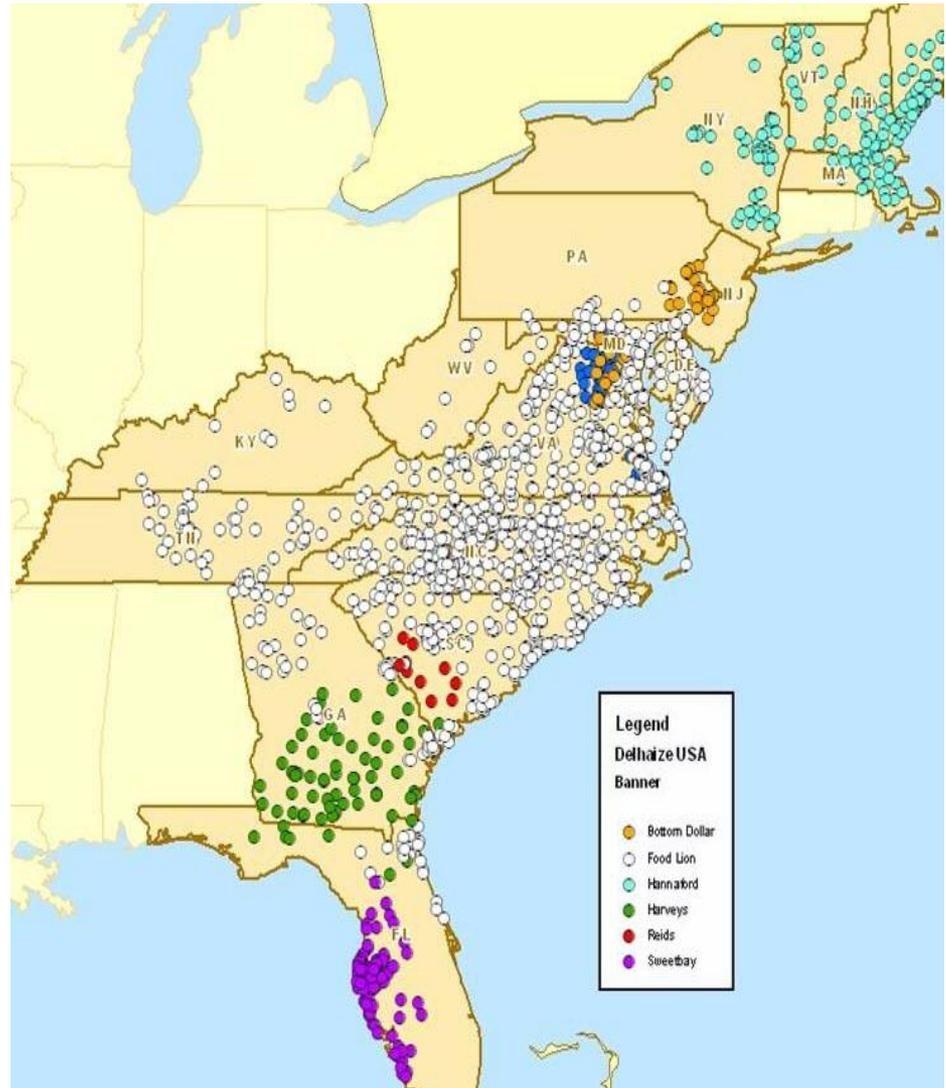


# Proven Energy Management Practices

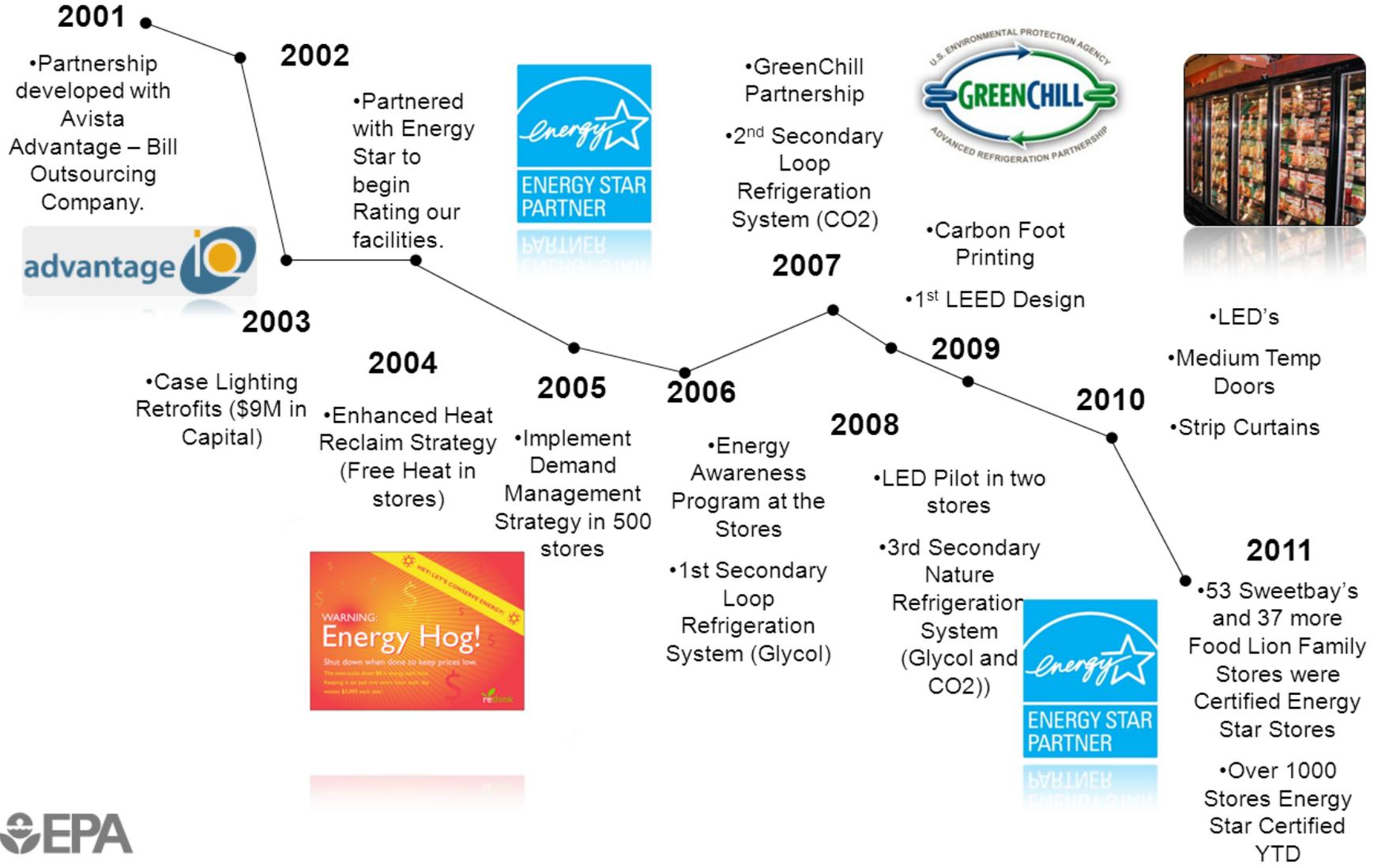
## Food Lion, LLC

Delhaize America Shared Services Group, LLC

# Delhaize America



# Historical Milestones



# Energy & Maintenance Team



## Maintenance Team

- Refrigeration Technicians
- Set-Point Guide
- Score Cards

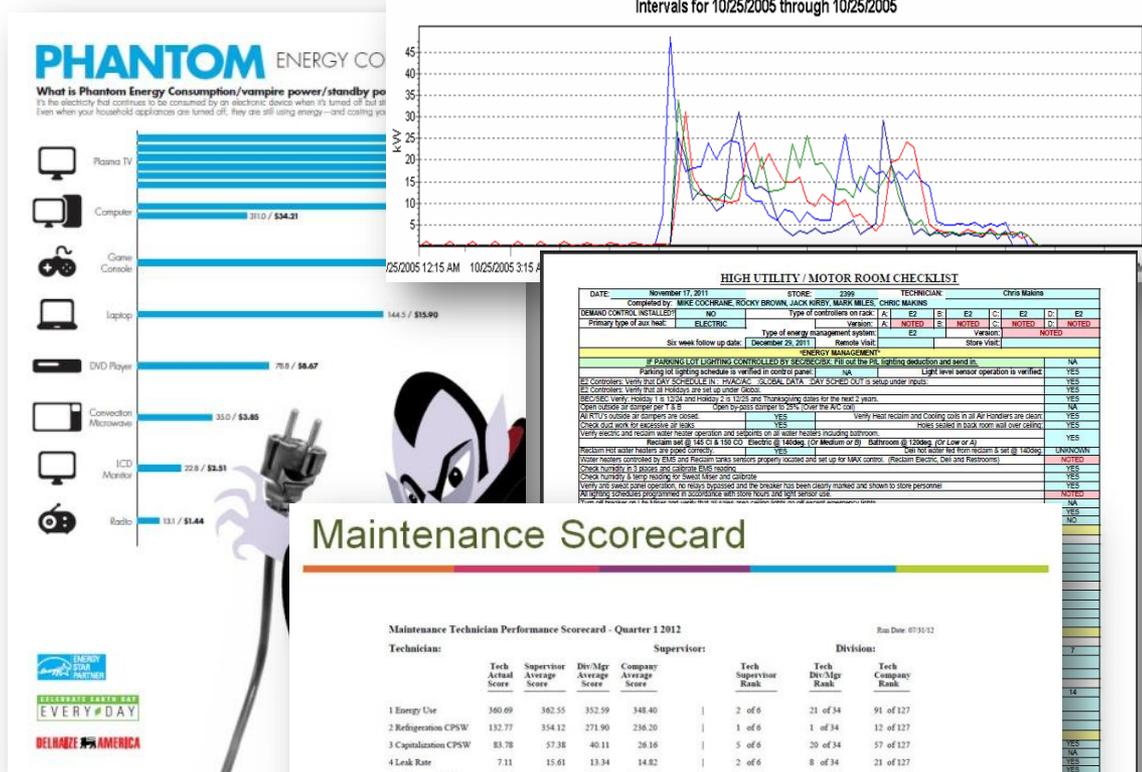
## Energy Team

- Highly Skill Refrigeration Technicians
- Commissioning (RCC)
- Re-Commissioning (HUC)

## Corporate Energy Team

- Metrics
- Communications

## Focus on Best Practices



## Maintenance Scorecard

Maintenance Technician Performance Scorecard - Quarter 1 2012

Technician: \_\_\_\_\_ Supervisor: \_\_\_\_\_ Division: \_\_\_\_\_

	Tech Actual Score	Supervisor Average Score	Div/Mgr Average Score	Company Average Score	Tech Supervisor Rank	Tech Div/Mgr Rank	Tech Company Rank
1 Energy Use	360.69	362.55	352.59	348.40	2 of 6	21 of 34	91 of 127
2 Refrigeration CPSW	132.77	354.12	271.90	236.20	1 of 6	1 of 34	12 of 127
3 Capitalization CPSW	83.78	57.38	40.11	26.16	5 of 6	20 of 34	57 of 127
4 Leak Rate	7.11	15.61	13.34	14.82	2 of 6	8 of 34	21 of 127
5 Refrigerant Added	100.63	162.57	93.94	111.44	2 of 6	14 of 34	49 of 127
6 Refrigerant Inv Var	00	20.09	24.81	120.53	1 of 6	1 of 34	1 of 127
7 TOTAL	212.77	242.25	220.70	225.11	3 of 6	19 of 34	55 of 127

This score is sum of the above scores after they have been multiplied by the appropriate percentage.

- 1 Energy measurement = BTU/SqFt/Day contact John Laughrad ext. 2406
- 2 Refriger Engage = YTD Dallas Store Weeks per man. year for the current year (2X100)
- 3 Capitalization = YTD Dallas Store Weeks per man. year for the current year (2X100)
- 4 Leak Rate = (Total lbs of refrigerant added Total lbs of refrigerant charge capacity per Cook for your area) \* 100% (rolling 1 year of data required by the EPA)
- 5 Refrigerant Added = refrigerant added during current quarter. Remember to contact Nick Cordasco ext. 4824 if you have any difficulty closing leak records.
- 6 Refrigerant Inventory Variance = lbs variance of refrigerant (+/-) from prior quarter's inventory to the current inventory (next inventory (October 15-19) will be a full inventory (parts, tools, refrigerant & cylinders))
- 7 Total = Weighted 50 Energy, 10 Refi, 10 Cap, 10 Leak Rate, 10 Refrigerant Added, 10 Refrigerant Inv Var

These are updated with important dates, information, and contacts.



# Energy Projects



- Refrigerated Case Lighting Retrofits T12 to T8 (2002-2004)
- Reclaim Coils & BAS (2008)
- Medium Temperature Case Doors (2010 - Present)
- Low Temperature Case LED (2010 - Present)
- Walk-in Cooler/Freezer BI-Swing PVC Curtains (2012)
- Projects Adopted into all Remodels and New Stores



# Total Cost of Ownership



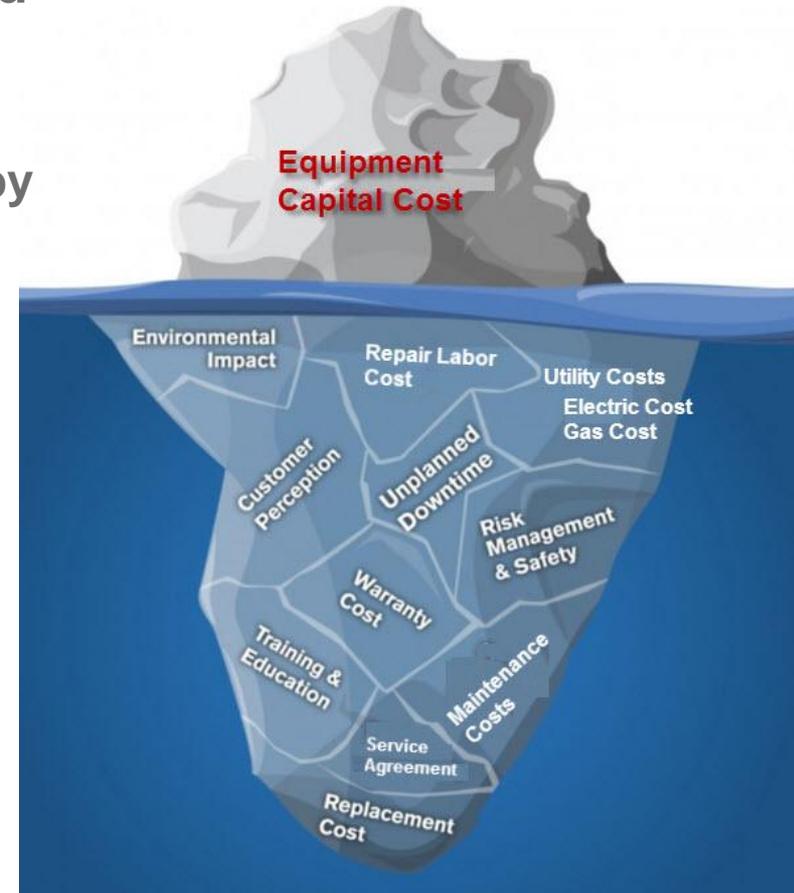
- **Initial Capital Cost vs. Maintenance and Energy Costs**

- **Sourcing Event, Vendors are Ranked by**

- Energy Use
- Replacement Parts
- Installation costs
- Service Requirements
- Environmental Impacts

- **Results: Competitive Environment**

- Reduce Initial cost
- Improve Energy Consumption
- Improved Product Reliability
- Sustainability



# Energy Capital Investment versus Energy Consumption Reduction

