



Oppenheimer's Sustainable Supply Chain Initiatives

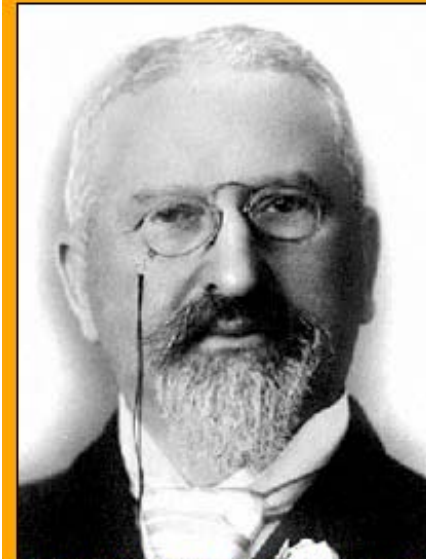


- Current Course: Ethics, Corporate Social Responsibility (CSR), and Sustainability
- Milton Freeman 1970 essay, The social responsibility of business is to increase profits
 - Shareholders vs Stakeholders
 - Skilled, Structured and Motive
 - Social Responsibility of Government of Business
- Important topic in industry, business focus
- Embedded into an organization or Green Washing?
 - Needs of the organization or CSR needs of society
 - What if there is a conflict with profitability
 - Is there Balance when meeting CSR needs and receiving some benefits?

David Oppenheimer and Associates

- Oppenheimer roots are built on CSR
- Founded in 1858, Oppenheimer is a Global Marketer and Distributor of Fresh Produce
- The oldest registered company in BC
- David Oppenheimer was 2nd Mayor 1888 – 1891 **without pay**:
 - **Donated his own land for schools and parks**
 - David Oppenheimer also officially opened Stanley Park and established the Parks Board.
 - The first Cambie and Granville Street Bridges
 - He established the lighting company (later B.C. Electric, now B.C. Hydro.)
 - Street paving were initiated and intro streetcars
 - Purchase of the water works and the sewage system

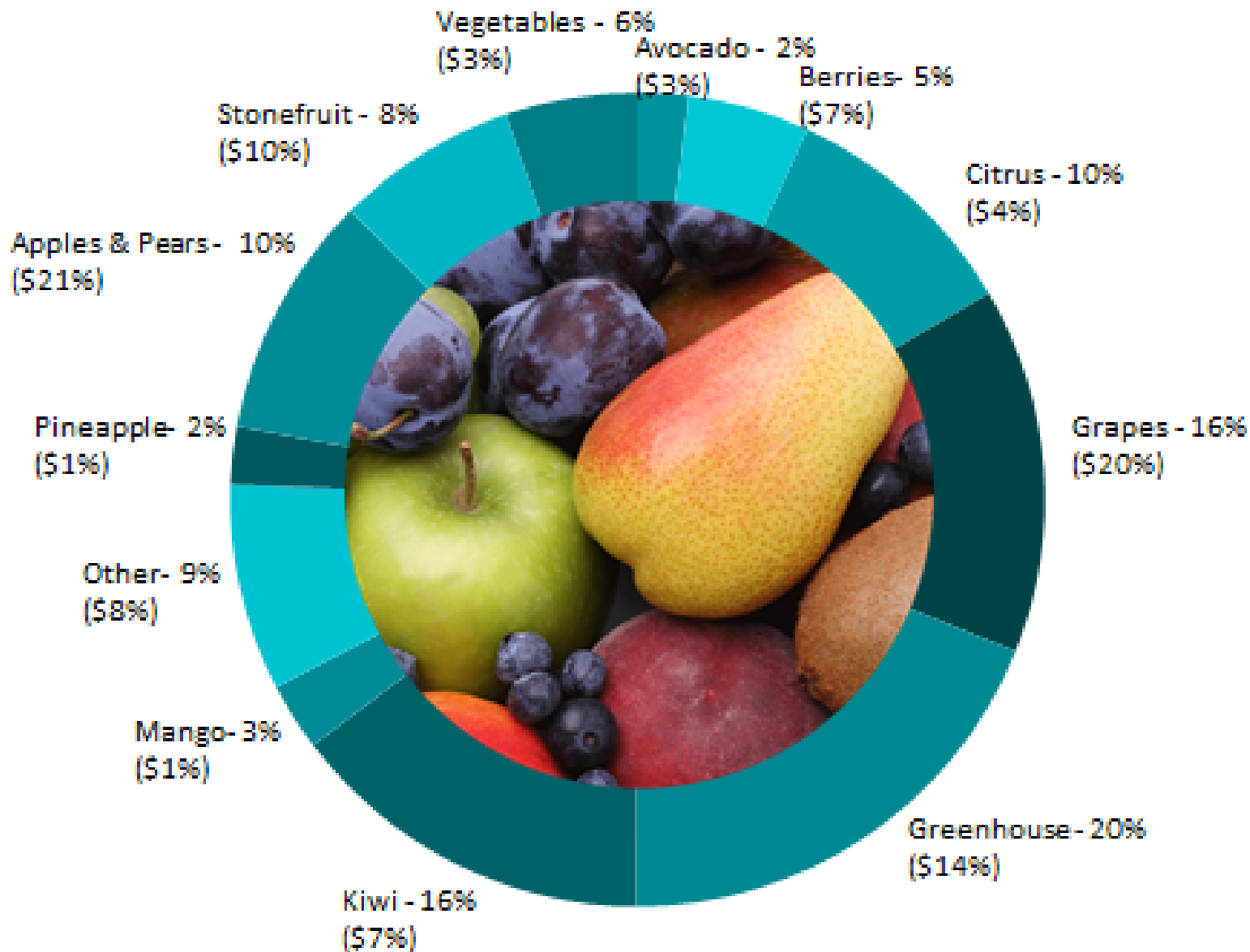
http://www.vancouverhistory.ca/archives_oppenheimer.htm



David Oppenheimer served as mayor of Vancouver without pay from 1888 to 1891



40 million cartons of 25 different commodities



250 grower partners from 27 countries

USA
CHILE
MEXICO
NEW ZEALAND
CANADA
PERU
ITALY

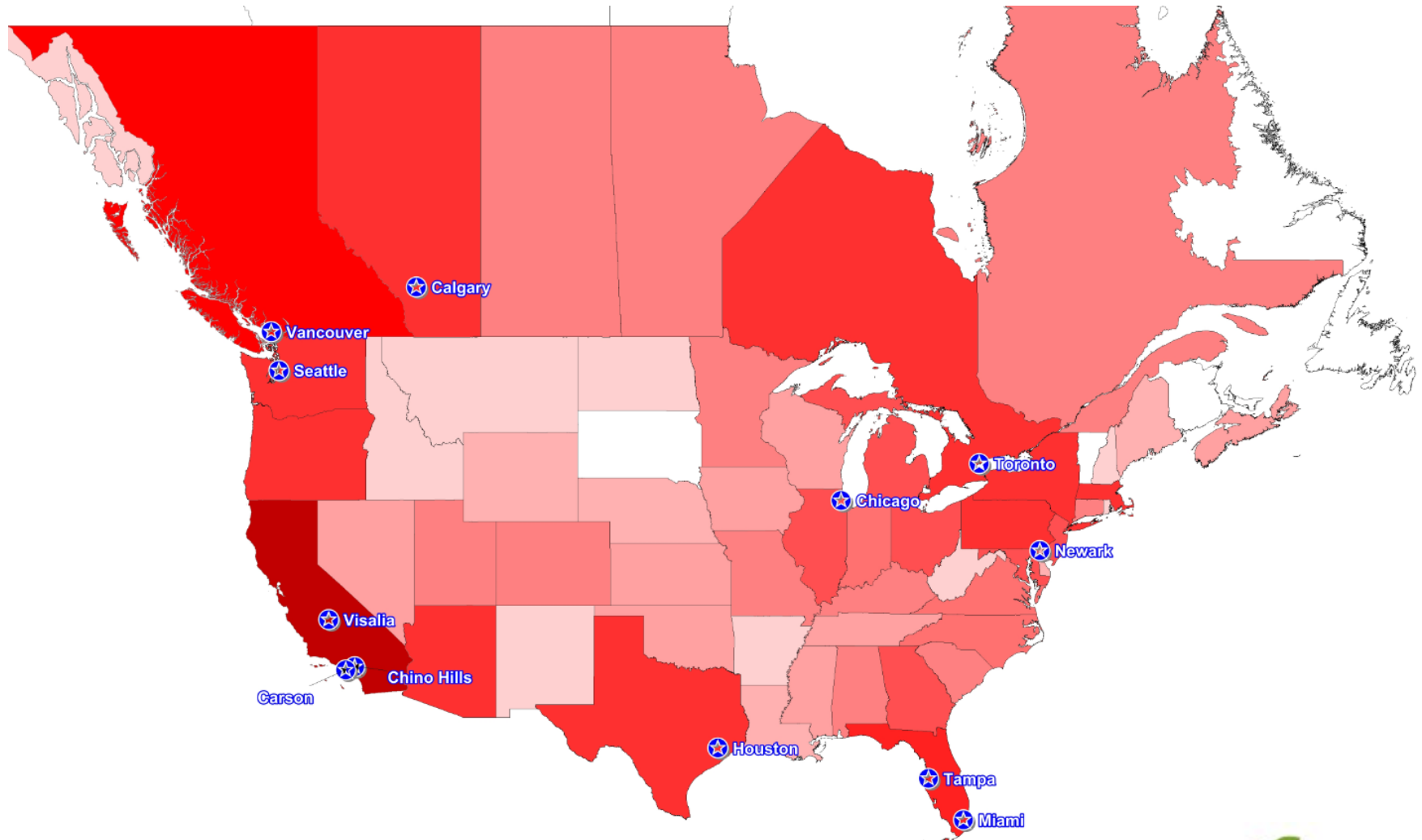
COSTA RICA
CHINA
ARGENTINA
JAPAN
URUGUAY
BRAZIL
AUSTRALIA

ECUADOR
MOROCCO
FLORIDA
GUATEMALA
HONDURAS
SOUTH AFRICA
ISRAEL

COLOMBIA
PANAMA
SPAIN
KOREA
FRANCE
EGYPT



Distribution by volume in North America



Providing a year round supply of healthy fresh fruits and vegetables
Supporting local growers in-season



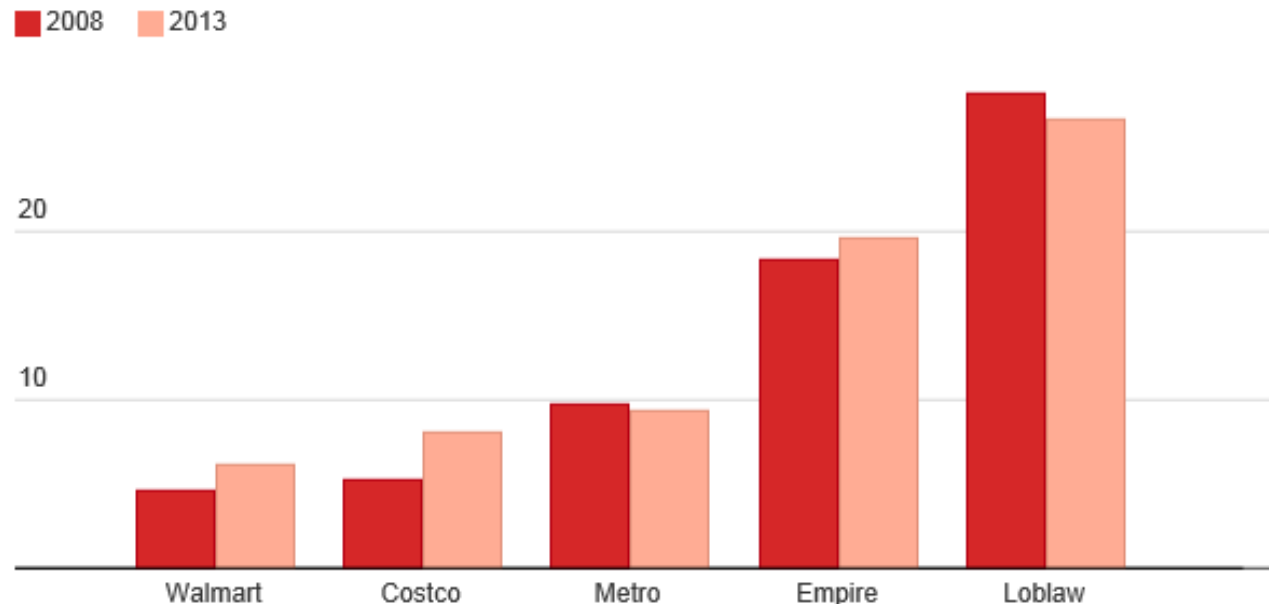
Industry Challenges

- **Complex Industry:**
 - Just-in-time, small deliveries
 - Remote retail distribution
 - Customer product specifications, getting the right product to the right customer
 - Cold Chain, Multi-Temp, Ethelyne
 - Technology requirements: EDI, Traceability
- **Increased costs:**
 - Labour, Fuel, Industry Requirements, Currency

Retail Consolidation

Who gets your grocery dollars

% of Cdn grocery sales 2008 vs 2013. Walmart and Costco have made headway in Canada.



<http://globalnews.ca/news/1678970/heres-whos-really-winning-canadas-grocery-wars/>

Retail consolidation and industry requirements reduces the capability of many growers to enter the market.

Economic Challenges – Local or Global?

- US Department of Agriculture reported 54.3% fresh fruits and 25.2% fresh vegetables in US produce market were imports between 1999-2010
- Growing regions around the world rely on international markets, global sustainability bring jobs and economic return to local growing regions around the world
- Domestic growers sell to export markets at a premium offsetting domestic costs

Oppenheimer allows growers to be growers

Growers are Experts in Growing Produce

Oppenheimer has expertise in:

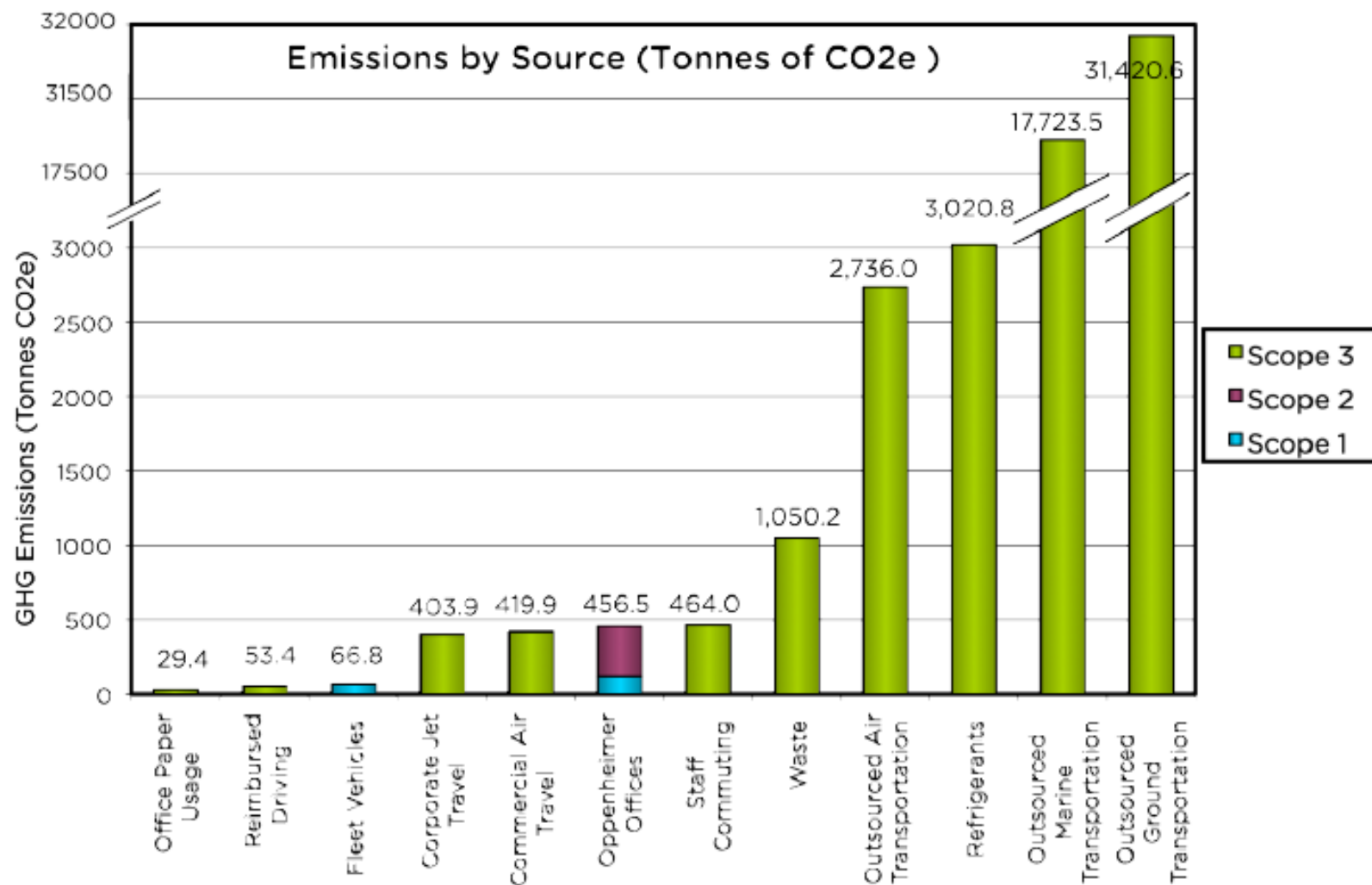
- Economies of scale
- Category Management
- Marketing & Sales
 - Retailer programs
 - Local growers
 - Import programs
- Market Intelligence
 - What to grow
 - Retail specifications
- Growers Financing
- Import and Export
- Supply Chain Efficiency
- Technology
- Food Safety
- Traceability
- **Global Sustainability**
- Import Requirements
- Cold Chain Management
- Quality Assurance
- Transportation

Measuring your Carbon Footprint



climatesmart
business2013

Figure 1: GHGs by Source



Balanced Team Approach

- Transportation Emissions
- Office Initiatives reducing GHG
- Warehouse, Refrigeration, and Food Waste
- Grower Working Conditions and Growing Environment
- Packaging Initiatives
- Oppenheimer People and Local Communities

- Plan and Implement (Monthly Meetings)
 - Team Member Involvement
 - Annual Goals with 5 Year Plan
 - Measure progress

Transportation: Global Distribution

Trip	Method	CO2e
Container of Kiwi from NZ to Vancouver (2200 cartons)	Ocean	4.2 tonnes
Container of Kiwi from Vancouver to Kelowna (2200 cartons)	Truck	2.1 tonnes
5km round trip consumer pickup one 22lb carton	Midsized Econ. Car	2.7 tonnes
5km round trip consumer pickup one 5 kiwis	Midsized Econ. Car	49.3 tonnes

Transportation Initiatives

- Develop local growers
 - Washington Apples vs Chile
- Intermodal for long-haul
- Transportation Team
 - Consolidation of small order to fill trucks
 - Optimize pickup and delivery
 - Develop 3rd Party Logistics
 - Back haul, Increase volumes, Reduce costs
- EPA SmartWay Certification
 - Low emission carriers



Initiatives to reduce the carbon footprint

- Cooler Refrigerants
 - Transition cooling units from ozone depleting to chlorine free
- Air Travel
 - Video conferencing, Limiting trips, Bundle trips
- Office Heating – Programmable thermostats
- Office Electricity – Motion sensors, high energy t5 lighting, sleep mode copiers & computers

Warehouse LED Lighting - 2015

- 34,000 square foot warehouse space
- Convert 450W metal halide to 70W & 130W LED
- \$9400 annual cost savings, less than 4 year payback
- 102,411 kWh annual reduction in warehouse energy use



GHG Reduction Initiatives

- Paper Usage
 - Electronic data storage
 - Invoices by EDI, email or fax
- Packaging
 - Top Seal packaging, 30% less packaging for clamshells
- Waste Management
 - Replaced garbage bags with wet containers and bins
 - Donations to food bank, shelters, pig farms, composting
 - Office composting and recycling

Enterra Food Waste Management

- Introduce black soldier fly larva to food waste
- Generate Renewable food for plants and animals: Enterra meal, feed oil and natural fertilizer



Community

- Oppenheimer has entered a 5 year commitment with BC Women's Hospital to donate a \$125,000 newborn incubator
 - Annual staff fundraising (\$16K in 2014 and 15) which is topped up each year to meet the \$25K annual donation
- In addition, an annual donation to BC Women's Hospital in partnership with Overwaitea Foods based on annual sales
 - 2105 donation of \$95,000, four year total of nearly \$300,000

Grower Sustainability Initiatives

- Fair Trade Certification
- Rainforest Alliance Certification
- Fair for Life (In progress)
- Water, Heat and CO2 capture
- Solar Panel Energy



Fair Trade: Divemex Peppers, Mexico

- 50 cents per 11# carton sale is donated to the community
- Education scholarships for elementary, high school, college, university and adults
 - 2012: 44, 2013: 88, 2014: 303, 2015: 967
 - Transport, uniforms, books, tuition, \$50 per month for maintaining a B average
- Created child care facilities to keep children from work
- Dental facility in Culiacan, 2014-15
- Culiacan schools: repair, restrooms, technology room, security fence, water reservoir, kitchen and dining area

Thank you...
You mean the world to us

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