

# Bio Diesel

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SYSCO Corporation



# SYSCO Corporation

- Largest food service company in the U.S. and Canada with sales exceeding \$37 billion annually.
- Largest independent dedicated fleet in the U. S.
  - 6000 Class 8 Tractors
  - 7500 Trailers
- 177 locations in the United States and Canada
- SYSCO consumes in excess of 65 million gallons diesel per year.
- We serve a customer base of over 390,000.



# Bio Diesel

- Currently purchased at 8 SYSCO location.
  - Miami, FL
  - Rivera Beach, FL
  - Minneapolis, MN (2)
  - Harrisburg, PA
  - Jacksonville, FL
  - Chicago, IL
  - Hampton Roads, VA
  - Ocoee, FL
- 780 tractors and straight trucks on Bio Diesel.
  - Primarily Cummins ISMs with some Cats and Macks
- Purchase B2, B5 and B20.
  - Most OEs will not warrant engines above B5.



# Bio Diesel

- Since the beginning we have used only BQ9000 providers (TMG Navitus Platform) and have not experienced any quality problems to date.
- Our preference is to use only Soy based product.
- Done in conjunction with quality focus on diesel supply chain.



# Results

- No mechanical issues at any location.
- No gelling issues.
- No driver complaints associated with reduced power.
- No bulk tank contamination problems.
- Effects the same regardless of blended strength.
- Increase our fuel filter replacement cycle.
- Have recently had one location complain that they are not getting the fuel economy they were getting prior to using Bio Diesel. (currently running side by side comparison)



# SYSCO's Issues

- Product availability is not consistent in all markets.
- Price – Only competitive in those states that provide some form of tax incentive, rebate, or mandated usage.
- Quality – Soy is our preference. – Not available in all markets.



# Industry Issues

- Quality – High feed stock cost have forced producer to look for low cost alternatives and as a result not all markets have consistence in the finished product.
  - SME, CME, CSME, FAME, PME
- Infrastructure lacking – storage, distribution and blending vary in most markets.
- Climatic differences have an effect on what products are acceptable in certain parts of the country.



# Why are we using Bio Diesel?

- Helps reduce the US dependency on foreign oil.
- Renewable Fuels is a transition that will eventual be the standard – at SYSCO, we want to be on the front side of the change.
  - By the end of next year the ASTM standard is likely to include 5% blend for all diesel.
- Environmentally friendly.
- Our customers like green.



**Thank you!**