





Food waste prevention at Spar




Vienna, 25. Feb 2016

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## SPAR AUSTRIA GROUP

### From an Austrian retail company to a Central European retail group

SPAR Presentation 2015





## GROWTH LEADERSHIP

### On our way to a Central European retail group

SPAR Presentation 2015





**FACTS & FIGURES**  
2014

**GROWTH LEADERSHIP**


## The business year 2014

- growth leader for the fifth year in a row
- food retail business in Austria: turnover of 5.91 billion euros (+1,9%)
- market share Food retail business 29.9%
- turnover of the SPAR Austria Group: 12.63 billion euros (+1.9%)
- all information: [www.spar.at/unternehmen](http://www.spar.at/unternehmen)

SPAR Presentation 2015



6

## Regional and local Sourcing



40.000 regional Products

2.400 regional supplier



The map illustrates the regional sourcing network across Austria, with various central and regional hubs marked by SPAR logos. Key locations labeled include:

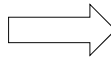
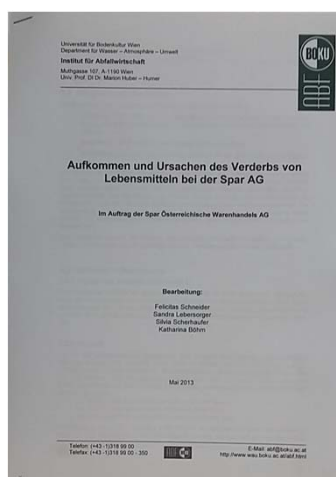
- SPAR-Zentrale Dornbirn
- SPAR-Zentrale Wörgl
- SPAR-Hauptzentrale Salzburg
- SPAR-Zentrallager Wels
- SPAR-Zentrale Marchtrenk
- REGIO Kaffeerösterei
- SPAR-Zentrale St. Pölten
- WEINGUT SCHLOSS FELS
- TANN Fleisch- und Wurstspezialitäten Föderlach
- SPAR-Zentrale Maria Saal
- SPAR-Zentrale Graz

## Rise Awareness in Management

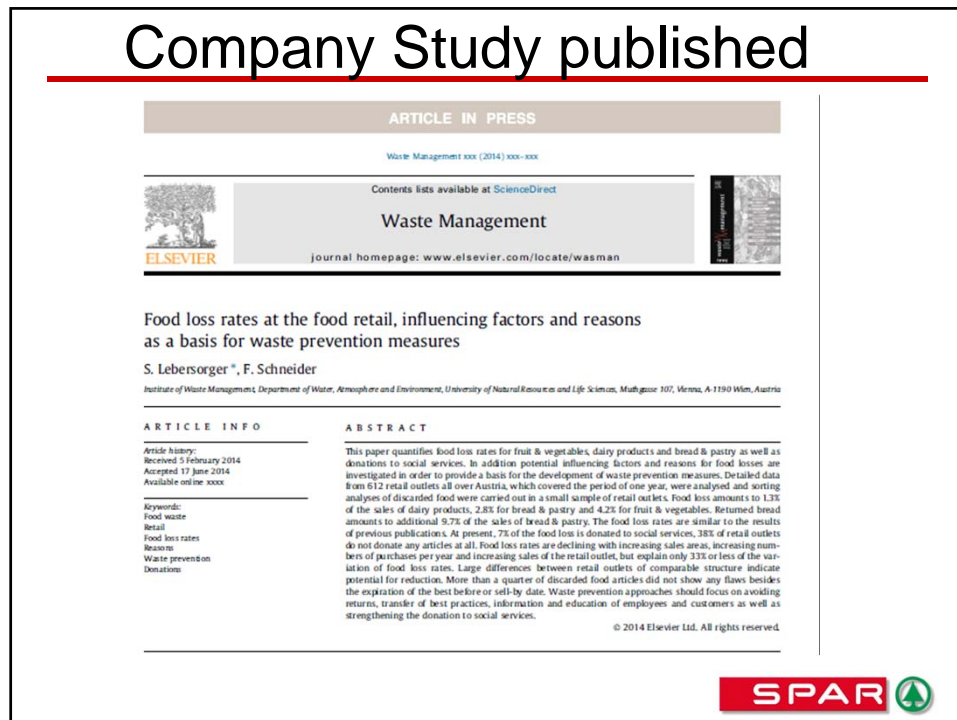


## Where to start

From Company analysis (2012) to Austrian food retail analysis 2014



## Company Study published



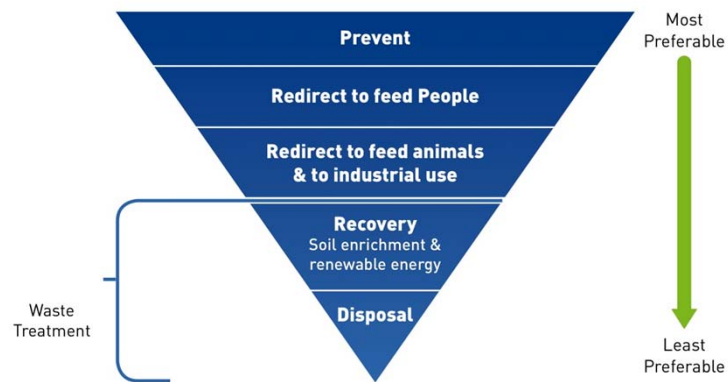
## Where to start: analysing data

- 1.4% of Austrian Food Sales are wasted in SPAR stores
- Gap between stores
  - Smaller stores have a higher rate of food losses
  - No big difference between urban and rural areas
  - Transfer of best practices is key
- Find a solution for bread and pastry



## Food Wastage Hierarchy

The following image depicts this hierarchy, and is based on existing food waste hierarchies<sup>49</sup>.



## Prevent: Customers First



Consumers choose the quantity they need for all the fresh categories



## Prevent: Food Losses 30% ?



## Prevent: replenishment tools, delist nonsellers

Order right quantity: Computer aided  
Replenishment for all categories

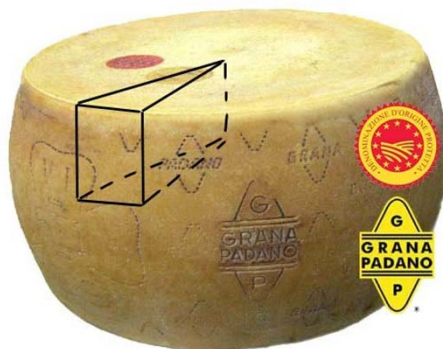
Category Managers analysed their SKUs  
and delisted nonsellers





## Prevent: Evaluate Best Before Date

ripened slowly for at least 9 months



Best before date:  
30 days instead of 10

amatulli &  
eccellenza italiana



## Prevent: repack





## Prevent: Communicate the **Value** not only the **reduced price**



Eine Initiative des Lebensministeriums



## Prevent: communicate to employees



Unser Ziel:  
Weniger Verderb!

- So können wir die **Verderbquote** deutlich senken:
- Die Möglichkeit der täglich **frischen Bestellung** bzw. Lieferung nutzen
  - Überlager im **Kühlraum** vermeiden (bis zu 2% Trocknungsverlust pro Tag!)
  - **Kühlzonen** einhalten, **Kühlkette** nur kurz unterbrechen
  - **Haltbarkeitsdatum** genau kontrollieren und rechtzeitig mit dem Abverkauf beginnen
  - **First In/First Out** Prinzip laufend umsetzen

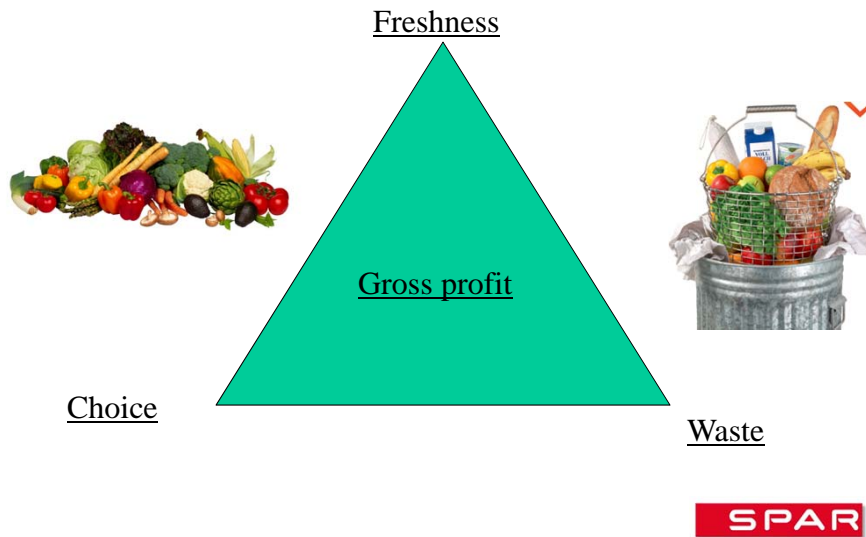


Store managers  
have ethical  
problems with food  
waste

So they expect  
good solutions



## Challenge for Food Retailers



## Challenge for Food Retailers

**SPIEGEL ONLINE WIRTSCHAFT**

Politik | Wirtschaft | Panorama | Sport | Kultur | Netzwelt | Wissenschaft | Gesundheit | einestages | Karriere | Uni | Reise | Auto | Stil

Nachrichten > Wirtschaft > Verbraucher & Service > Verbraucherschutz > Supermärkte verkaufen laut NDR verschimmeltes Obst und Gemüse

**NDR-Bericht: Supermärkte verkaufen verschimmeltes Obst und Gemüse**

Obsttheke: Gesund? Nein, eklig und gesundheitsgefährdend sind die Waren in einigen großen Supermärkten und Discountern

**Nicht nur eklig, sondern auch gesundheitsgefährdend: Laut NDR bieten fast alle getesteten Filialen von Rewe, Edeka, Aldi und Lidl vergammelte und verschimmelte Ware an. Die Produkte dürften eigentlich nicht mehr verkauft werden.**

Sonntag, 24.01.2016 - 16:47 Uhr

Drucken | Merken

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Paprika, Tomaten, Gurken, Auberginen, Mandarinen, Zitronen, Salat:  
Tester des NDR-Magazins "Markt" haben in 15 von 17 besuchten Filialen der Supermarkt- und Discounterketten Rewe, Edeka, Aldi und Lidl Obst

SPAR

Redirect to feed People



**More than 90% of SPAR stores have a contract with Charities**

Food banks, SOMA,  
Caritas, Youth center,  
Foodsharing etc



+86% food donation



Redirect to feed animals: unsold bread and pastry

Start: Feb 2015



## Waste Treatment: Renewal Energy

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**ENTSORGUNG**  
**FACHBETRIEB**

**Quicki**  
 MOBIL-WC's von **MUT**  
**05372/90804**  
[www.quicki.at](http://www.quicki.at)

### Biogasanlage Kaiserwinkl



**SPAR** 

## Prevent Upstream: collaboration with Fruit & Veg Suppliers



Damage  
caused by hail

**SPAR** 

## Summary



- Food retailers are THE experts in food – so they offer solutions for reducing food losses.
- Awareness: rise the value of food
- Food waste at retail stores: edible, but consumers are not willing to pay the price
- Each member in the value chain has special responsibility and solutions



**For more Information**  
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