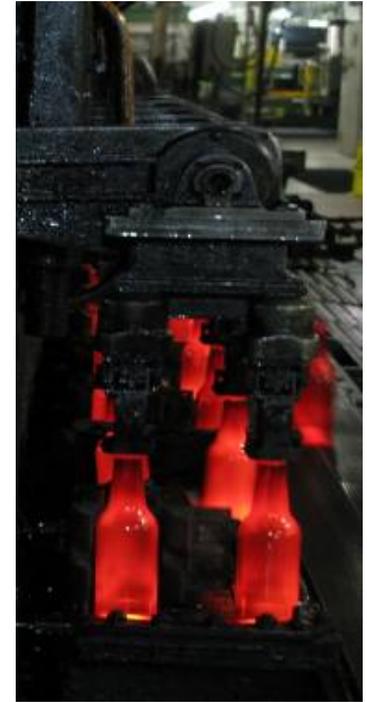




# Missouri Department of Natural Resources – Solid Waste & Materials Management Forum

# Anheuser-Busch InBev

- ▶ Annual revenue of 39 billion
- ▶ Diverse consumer products company:
  - ▶ Brewing
    - ▶▶ 151 beverage plants
    - ▶▶ Over 300 brands
    - ▶▶ 48.5% share of US beer sales
  - ▶ Packaging
    - ▶▶ Aluminum cans and lids, glass bottles and bottle labels
    - ▶▶ Anheuser-Busch Recycling
- ▶ Distribution through wholesalers



# Environmental Priorities

- ▶ Water conservation and watershed protection
- ▶ Energy conservation, renewable energy, climate change
- ▶ Recycling, packaging, litter prevention



# Mission

*“To brew, package and ship the freshest, highest quality beer in the world in the most responsible and efficient manner possible”*



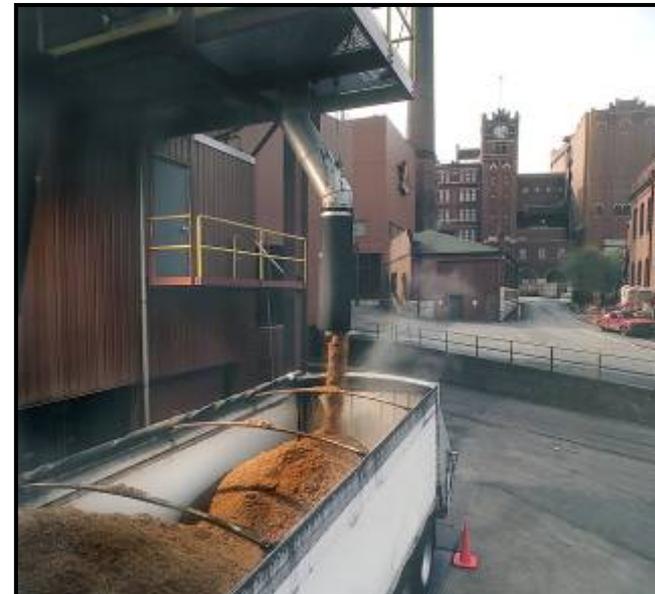
# A History of Environmental Stewardship

- ▶ Improving efficiency, minimizing waste and supporting conservation efforts for more than 100 years
  - ▶ Spent grain recycled into cattle feed since 1890s
  - ▶ A-B Recycling Corporation formed in 1978, recycles more aluminum cans than packaged
  - ▶ World's largest operator of Bio-Energy Recovery Systems that convert nutrients from the brewing process into renewable fuel
    - Started using technology in 1985



# Leaders in Waste Reduction and Recycling

- ▶ Reduced the amount of material used in cans, glass and cardboard packaging
- ▶ Recycle more than 99% of solid waste generated at breweries
- ▶ Recycle more than 4.4 billion pounds of materials a year
- ▶ Inducted into EPA's WasteWise Hall of Fame in 2005 for voluntary efforts in reducing waste and recycling



Preserving Resources.  
Preventing Waste.

# WasteWise Program Benefits

- ▶ WasteWise supports our new company initiatives:
- ▶ Recycling is one of three key Goals under the Company's "**Best Beer Company in a Better World**" vision.
- ▶ Goal is to increase our waste and byproduct recycling to 99% by 2010: 11 of 12 North American breweries have achieved this milestone.
- ▶ The A-B Inbev North American Zone is the Global Leader in our newly formed organization with our recycling achievements.



# WasteWise Recognition

- ▶ Anheuser-Busch is proud of our recycling success – we have referenced our participation with WasteWise in our Corporate Social Responsibility reports.
- ▶ A-B needs to build upon our partnership with USEPA and further identify and highlight this partnership in communication to company stakeholders (Corporate Social Responsibility reports as an example).



# WasteWise EPA WARM Model

## Environmental Sustainability Emissions Saved

- ▶ Greenhouse gases – Equiv.
- ▶ BBLs of oil saved
- ▶ Gallons of gas saved
- ▶ Household energy Eqiv.
- ▶ **Provides and interesting way to tell your recycling story**



# WasteWise & Recycling Awareness

- ▶ Recycling awareness within the brewery operations is high – new focus on byproduct generation and revenue has further elevated this awareness.
- ▶ Breweries have monthly KPI report outs on byproduct revenue versus budget.
- ▶ NA brewery annual revenue - \$30 to \$35 million per year.



# Opportunities – Maximizing Revenue

- ▶ Spent brewer's grain revenue is 75+% of revenue and pricing is clearly tied into the corn/soy index.
- ▶ Aluminum sales contracts are managed through the A-B Recycling – market is very well understood.
- ▶ **Plastics, paper & cardboard, cullet, scrap metals, bio-mass & Pallets – these materials are regularly moved from the plant**

**did not know if we were getting the best price for these other smaller value materials leaving the site.**

# Opportunities – Maximizing Revenue

- ▶ A-B is currently reviewing and re-writing byproduct contracts through our procurement department to:
  - ▶ Ensure byproduct sales are prices upon a market index such as the OCC “yellow Sheet” for cardboard and paper; American Metal Market for aluminum and other scrap; and Plastic News for various plastic streams.
  - ▶ We seek to receive a fair market value for byproduct materials with this effort.
- ▶ Byproduct sales are monitored and reported out on a monthly basis.

# Opportunities

- ▶ A complete byproduct management system has been implemented at our NA facilities
  - ▶ Ensures byproduct materials are properly separated and are clean
  - ▶ Projects are evaluated to add value to byproducts sold – bailers, aluminum briquettes, dewatering of wet grain, etc.
  - ▶ Quality byproducts without contamination provide additional revenue to the company.
- ▶ Corporate and facility byproduct teams have been formed to improve overall management systems, track progress and share best practices.



## COST AWARENESS

### Cost of Full Bottle

- 1 Hopper...\$200.00
- 1 24 Pack.....\$5.00
- 1 12 Pack.....\$2.50
- 1 Bottle.....\$0.21

### Cost of Empty Bottle

- 1 Hopper... \$110.00
- 1 24 Pack.....\$2.40
- 1 12 Pack.....\$1.20
- 1 Bottle.....\$0.10

Correcting Material Loss  
Equals  
**\$ Savings**



- Library
- Pictures**
- Lists**
- Contacts
- Tasks
- Discussions**
- General Discussion
- Surveys**
- Byproduct Deep Dive

**Wet Grain Moisture Testing - Sampling Procedures** 3/3/2010 7:39 AM  
 by Kraft, Kirby  
 Attached are guidelines to be used for wet grain moisture testing.  
 Kirby Kraft

**Pallet Savings - Gordon Stengel, Jeff Martin, Sue Hoskins** 11/13/2009 4:24 PM  
 by Derr, Bryan  
 \$390,000 in byproduct savings from pallets returned to Mead Westvaco

Add new announcement

**General Discussion**

Subject	Replies	Posted By	Modified
+ Plastic covers from grain car hatches	0	Jost, Philip R.	3/31/2010 5:27 PM
+ Plastic and metal recycling from hops room	0	Jost, Philip R.	3/31/2010 5:26 PM
+ Yellow Vinyl Airbags	0	Aiello, Lindsey	2/25/2010 11:49 AM
+ OCC Cores	4	Aiello, Lindsey	11/19/2009 8:49 AM
+ Can baler	0	Dempsey, John D.	11/18/2009 3:15 PM
+ Newly Implemented Recycling Streams	1	Everett, Blair	11/17/2009 1:50 PM
+ Waste & Recycling News	0	Kraft, Kirby	11/13/2009 12:26 PM
+ Sandwich Baling	2	Kraft, Kirby	11/12/2009 4:03 PM
+ Wet Grain	0	Jost, Philip R.	11/12/2009 8:21 AM
+ Wet Grain	0	Stengel, Gordon W.	11/17/2009 6:45 AM
+ Wet Grain	0	Everett, Blair	11/17/2009 1:41 PM
+ CO2 "Sales" or Transfers	2	Blake, Thomas K.	11/6/2009 3:40 PM
+ Metal Prices	1	Dempsey, John D.	11/3/2009 8:06 AM
+ NA Zone BP Team - Kraft	0	Derr, Bryan	11/2/2009 8:11 AM
+ gaylord boxes	4	Everett, Blair	10/30/2009 1:44 PM
+ New Technology Update	0	Derr, Bryan	11/3/2009 7:44 AM

Add new discussion

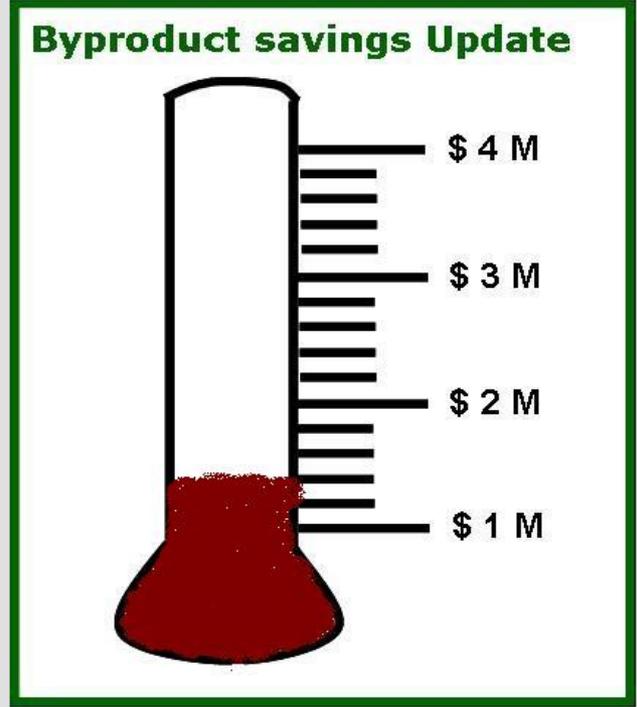
**AB Document Library**

Type	Name	File Class	Modified By
	2010_Byproducts SOP	Transient	Aiello, Lindsey
	BP- July 2010 Brewery Call	Transient	Kraft, Kirby
	BP- June 2010 Brewery Call	Transient	Kraft, Kirby
	BP- May 2010 Brewery Call	Transient	Kraft, Kirby
	BP- April 2010 Brewery Call	Transient	Kraft, Kirby
	By-Products and Hops 03 28 10	Transient	Pendleton, Dale A.
	BP- March 2010 Brewery Call	Transient	Kraft, Kirby
	2010 Meeting 2-9	Copy	Stengel, Gordon W.

Title	Assigned To
ITF to develop SOP for obtaining byproduct vendor bids	Aiello, Lindsey
Used Oil Contract	Kraft, Kirby
Newark and Fairfield Vendor Evaluations	Stengel, Gordon W.
Cardboard Price Followup	Kraft, Kirby
Grain % Moisture in CVL and JAX	Graney, Katherine L.
Aluminum	Kraft, Kirby
Define shipping cost of aluminum trailers	Stengel, Gordon W.
Breweries - Aluminum Can Moisture Contents	Kraft, Kirby
Aluminum Cans - Direct to Buyers	Stengel, Gordon W.
Breweries - Aluminum Trailer Load Weights	Kraft, Kirby

Add new item

**Image Web Part**



**Links**

[Yellow Sheet Link](#)

# Summary



- ▶ Anheuser-Busch and ABI have a long and rich history of environmental protection
- ▶ We continue to evaluate strategies to reduce our impacts and integrate environmental sustainability into the DNA of our company
- ▶ **Our plan includes developing strategic partnerships within our communities and with leading organizations such as the WasteWise Program.**



# Our Dream

To be the  
Best Beer Company  
in a *Better World*



Best Beer Company  
in a **Better** World

# The End!



Salem Sue – The Worlds Largest  
Holstein Cow!

Our Biggest Byproduct Customer – Dairy Cows

# Back-up



## 2008 LANDFILL AND RECYCLE RESULTS as modified by Kirby Kraft

(ALL QUANTITIES ARE IN TONS UNLESS OTHERWISE NOTED)

### Total (All Months)

LANDFILLED	STL	NWK	LA	HTN	COL	JKS	MER	WMS	FFD	BLDV	FTCO	CAR	A-BI
TRASH	1,428	866	518	337	685	491	289	632	159	46	300	396	6,146.03
DE LF	0	179	0	0	95	0	0	1,067	568	0	0	0	1,907.98
CHIPS LF	0	0	0	0	5	206	224	0	0	0	0	91	516.90
SCREENINGS	0	0	0	55	127	522	19	0	0	0	716	146	1,585.86
MISC LF	42	0	71	7	735	166	0	0	0	0	0	0	1,021.46
<b>TOTAL LF</b>	<b>1,470</b>	<b>1,045</b>	<b>589</b>	<b>399</b>	<b>1,647</b>	<b>1,376</b>	<b>532</b>	<b>1,699</b>	<b>727</b>	<b>46</b>	<b>1,016</b>	<b>633</b>	<b>11,178</b>
RECYCLED	STL	NWK	LA	HTN	COL	JKS	MER	WMS	FFD	BLDV	FTCO	CAR	A-BI
CHIPS RC	1,407	181	577	590	376	30	0	240	144	186	878	242	4,850.10
DE RC	0	167	2,209	2,581	402	0	441	340	397	1,084	1,589	0	9,209.48
STRAP	111	57	208	243	154	142	32	159	42	40	90	98	1,375.40
APL BACKING	322	33	174	371	244	158	59	115	69	94	209	214	2,060.73
STRETCHWRAP	32	30	74	30	33	0	10	58	25	189	34	72	585.82
OFFICE PAPER	119	5	0	2	103	0	7	42	23	17	30	10	355.78
CORRUGATED	2,771	1,658	1,219	2,249	1,314	2,320	421	2,240	570	1,429	1,780	1,435	19,407.13
CORRUGATED (UNBALED)	98	65	906	326	384	0	309	61	41	0	11	403	2,603.39
CULLET	2,923	2,547	2,275	3,035	2,461	3,595	939	2,270	804	2,197	1,239	2,620	26,904.76
ALUMINUM	219	112	168	294	153	123	47	153	98	162	97	105	1,731.77
SCRAP METAL	122	250	264	270	66	120	386	153	210	362	105	120	2,428.34
GRAIN	169,506	136,026	190,019	147,826	191,773	171,380	65,632	122,770	76,417	114,941	179,590	174,776	1,740,655.26
<b>PALLETS (EACH)</b>	<b>43,375</b>	<b>19,000</b>	<b>59,739</b>	<b>41,850</b>	<b>41,189</b>	<b>33,476</b>	<b>11,352</b>	<b>32,262</b>	<b>15,919</b>	<b>15,467</b>	<b>43,733</b>	<b>31,739</b>	<b>389,100.52</b>
ETHANOL (GAL)	0	0	0	0	0	0	0	2,075	696	0	2,072	0	4,842.74
YEAST	13,952	6,113	24,270	13,552	6,030	0	0	0	0	0	0	7,889	71,807.70
SCREENINGS	614	0	868	0	0	0	54	0	0	170	0	0	1,706.26
MISC RC	18,522	154	197	2,104	690	39	726	115	58	15,902	10	31	38,547.55
<b>TOTAL RC</b>	<b>211,586.18</b>	<b>147,777.81</b>	<b>224,623.01</b>	<b>174,309.85</b>	<b>205,008.88</b>	<b>178,576.42</b>	<b>69,289.21</b>	<b>131,433.90</b>	<b>79,911.46</b>	<b>137,080.79</b>	<b>188,607.23</b>	<b>188,649.49</b>	<b>1,936,854.22</b>
PRODUCTION	STL	NWK	LA	HTN	COL	JKS	MER	WMS	FFD	BLDV	FTCO	CAR	A-BI
MMBL	15,497	7.11	11.48	11.01	10.26	8.03	2.99	9.45	2.86	6.45	7.41	8.18	100.747
TONS LF/MMBL	94.85	146.82	51.31	36.20	160.50	171.30	177.77	179.85	253.62	7.09	137.10	77.37	110.95
Total LF & Recyc	213,056	148,822	225,212	174,709	206,656	179,952	69,821	133,133	80,638	137,126	189,624	189,283	1,948,032
<b>Recycling Rates</b>	<b>99.310%</b>	<b>99.30%</b>	<b>99.74%</b>	<b>99.77%</b>	<b>99.20%</b>	<b>99.24%</b>	<b>99.24%</b>	<b>98.72%</b>	<b>99.10%</b>	<b>99.97%</b>	<b>99.46%</b>	<b>99.67%</b>	<b>99.39%</b>

## 2009 LANDFILL AND RECYCLE RESULTS

(ALL QUANTITIES ARE IN TONS UNLESS OTHERWISE NOTED)

Total (All Months)

LANDFILLED	STL	NWK	LA	HTN	COL	JKS	MER	WMS	FFD	BLDV	FTCO	CAR	A-BI
TRASH	1,043	579	112	208	471	561	225	490	104	0	341	367	4,522.07
DE LF	0	0	0	0	0	0	0	0	0	0	0	0	0.00
CHIPS LF	0	0	0	0	32	181	179	0	0	0	0	0	399.71
SCREENINGS	0	0	0	55	114	439	0	0	0	0	392	100	1,100.00
MISC LF	457	0	251	61	5,977	159	0	0	0	4	0	0	6,908.27
<b>TOTAL LF</b>	<b>1,501</b>	<b>579</b>	<b>362</b>	<b>324</b>	<b>6,594</b>	<b>1,311</b>	<b>404</b>	<b>490</b>	<b>104</b>	<b>4</b>	<b>733</b>	<b>467</b>	<b>12,873</b>
RECYCLED	STL	NWK	LA	HTN	COL	JKS	MER	WMS	FFD	BLDV	FTCO	CAR	A-BI
CHIPS RC	1,275	94	430	740	310	46	0	148	126	123	545	312	4,148.17
DE RC	117	450	1,880	5,296	0	0	440	1,685	1,101	1,001	1,477	0	13,447.81
STRAP	155	88	148	227	97	152	38	151	41	127	92	115	1,429.22
APL BACKING	227	78	157	312	200	181	42	86	23	158	227	207	1,897.02
STRETCHWRAP	33	1	71	34	16	18	12	58	47	42	31	37	401.29
Scrap Paper	2,446	934	1,826	2,258	1,566	2,075	726	1,702	786	1,066	875	1,910	18,170.07
CULLET	1,198	645	2,009	2,613	1,731	2,494	659	1,954	502	1,669	2,011	2,327	19,811.44
ALUMINUM	243	77	138	236	97	142	46	135	89	138	87	142	1,567.08
SCRAP METAL	251	134	201	267	126	137	108	161	65	146	77	111	1,782.33
GRAIN	167,310	111,260	159,949	131,509	169,092	166,667	55,999	91,931	57,176	96,970	161,849	155,056	1,524,768.86
PALLETS (EACH)	37,428	14,370	49,553	35,176	32,502	28,372	12,069	35,366	14,920	16,029	41,251	24,669	341,705.27
Pallets (ton)	131	21	92	68	70	56	34	863	18	33	89	61	1,536.43
ETHANOL (Tons)	0	0	0	0	0	0	0	1,689	0	0	2,061	0	3,750.05
YEAST	14,237	6,599	22,206	18,900	7,282	0	0	0	0	0	0	7,175	76,398.48
SCREENINGS	315	0	546	0	0	92	33	0	0	160	0	0	1,145.48
MISC RC	17,325	272	338	9,707	3,294	302	363	94	9	10,392	185	28	42,307.50
<b>TOTAL RC</b>	<b>205,262.06</b>	<b>120,652.73</b>	<b>189,991.48</b>	<b>172,166.96</b>	<b>183,878.91</b>	<b>172,360.36</b>	<b>58,499.18</b>	<b>100,655.55</b>	<b>59,984.07</b>	<b>112,025.41</b>	<b>169,604.08</b>	<b>167,480.44</b>	<b>1,712,561.23</b>
PRODUCTION	STL	NWK	LA	HTN	COL	JKS	MER	WMS	FFD	BLDV	FTCO	CAR	A-BI
MMBL	14.643	7.03	11.02	11.94	10.01	8.81	3.04	8.11	4.11	5.96	8.96	7.78	101.400
TONS LF/MMBL	102.48	82.38	32.90	27.10	658.75	148.92	133.00	60.48	25.40	0.59	81.89	59.99	126.96
Total LF & Recyc	206,763	121,232	190,354	172,491	190,473	173,672	58,903	101,146	60,089	112,029	170,338	167,947	1,725,435
<b>Recycling Rates</b>	<b>99.27%</b>	<b>99.52%</b>	<b>99.81%</b>	<b>99.81%</b>	<b>96.54%</b>	<b>99.24%</b>	<b>99.31%</b>	<b>99.52%</b>	<b>99.83%</b>	<b>100.00%</b>	<b>99.57%</b>	<b>99.72%</b>	<b>99.35%</b>

## 2010 LANDFILL AND RECYCLE RESULTS

(ALL QUANTITIES ARE IN TONS UNLESS OTHERWISE NOTED)

### Total (All Months)

LANDFILLED	STL	NWK	LA	HTN	COL	JAX	MER	WMS	FFD	BVL	FCL	CVL	ABI
TRASH	412	245	52	107	153	268	115	229	55	0	202	165	2,052.57
DE LF	0	0	0	0	0	0	0	0	0	0	0	0	0.00
CHIPS LF	0	0	0	0	22	95	107	0	0	0	0	0	224.61
SCREENINGS	0	0	0	23	30	56	0	0	0	0	137	73	215.04
MISC LF	276	0	147	21	4,114	0	0	0	0	0	0	0	4,558.46
<b>TOTAL LF</b>	<b>688</b>	<b>245</b>	<b>199</b>	<b>152</b>	<b>4,319</b>	<b>469</b>	<b>222</b>	<b>278</b>	<b>55</b>	<b>0</b>	<b>235</b>	<b>238</b>	<b>7,100</b>
RECYCLED	STL	NWK	LA	HTN	COL	JKS	MER	WMS	FFD	BLDV	FTCO	CAR	A-BI
CHIPS RC	700	24	220	225	95	12	0	65	70	53	215	140	1,820.17
DE RC	0	0	934	1,497	0	18	266	1,024	688	586	1,267	0	6,279.95
STRAP	83	43	89	129	71	91	28	83	22	77	55	50	820.87
	150	38	76	158	95	122	40	52	8	68	117	120	1,045.24
STRETCHWRAP	0	2	56	16	18	4	12	27	22	26	15	28	224.53
Scrap Paper	1,304	634	1,163	1,047	922	1,117	265	920	374	623	835	739	9,941.66
CULLET	1,057	928	1,151	1,488	874	1,418	364	1,070	155	783	968	1,254	11,509.34
ALUMINUM	132	43	82	130	64	68	26	60	37	92	74	42	851.90
SCRAP METAL	52	21	146	93	45	62	38	44	34	150	47	31	763.79
GRAIN	93,930	74,341	102,324	77,598	108,543	106,823	36,610	55,166	32,643	58,844	112,604	89,408	948,834.71
PALLETS (EACH)	22,555	7,673	30,709	20,855	18,588	20,861	7,214	28,559	9,157	9,960	23,916	15,996	216,043.20
Pallets (ton)	564	192	768	521	465	522	173	693	219	249	598	400	5,363.62
ETHANOL (Tons)	0	0	0	0	0	0	0	906	0	1,125	4,880	0	6,910.49
YEAST	7,634	4,771	17,546	11,687	5,273	0	0	0	0	0	0	3,804	50,714.28
SCREENINGS	137	0	319	0	0	371	26	0	0	66	514	0	1,433.47
MISC RC	9,670	24	269	149	3,223	775	645	27	0	6,684	29	1,962	23,457.84
<b>TOTAL RC</b>	<b>115,413.88</b>	<b>81,060.93</b>	<b>125,143.59</b>	<b>94,738.05</b>	<b>119,688.17</b>	<b>111,403.05</b>	<b>38,493.27</b>	<b>60,135.21</b>	<b>34,272.56</b>	<b>69,425.86</b>	<b>122,219.14</b>	<b>97,978.16</b>	<b>1,069,971.86</b>
PRODUCTION	STL	NWK	LA	HTN	COL	JKS	MER	WMS	FFD	BLDV	FTCO	CAR	A-BI
MMBL	8.087	4.37	6.51	6.99	6.02	3.36	1.83	4.62	2.34	3.47	4.17	3.20	54.959
TONS LF/MMBL	85.08	56.20	30.52	21.70	717.90	139.76	121.65	60.28	23.33	0.00	56.28	74.35	129.19
Total LF & Recyc	116,102	81,306	125,342	94,890	124,007	111,872	38,715	60,413	34,327	69,426	122,454	98,216	1,077,072
<b>Recycling Rates</b>	<b>99.41%</b>	<b>99.70%</b>	<b>99.84%</b>	<b>99.84%</b>	<b>96.52%</b>	<b>99.58%</b>	<b>99.43%</b>	<b>99.54%</b>	<b>99.84%</b>	<b>100.00%</b>	<b>99.81%</b>	<b>99.76%</b>	<b>99.34%</b>

# Zone Report



# St. Louis Brewery Revenue Enhancement – March 31, 2010 Conference Call Report Out

Byproduct	Description	Revenue
Trash diverted from landfill	Compacted trash from the 202 building will be diverted to "single stream" recycling and sold for \$80/ton	\$8320/yr based upon 2 tons per wk sold
	Landfill cost avoidance	\$3,744/yr