# THE BATTLE TO DO GOOD

Praise for The Battle To Do Good:

Bob Langert is a pioneer of the sustainability field and an artful storyteller. *The Battle To Do Good* is a compelling narrative about an iconic company's journey to be the best it can be for society and its shareowners. It is a new type of business book for leaders in the twenty-first century marketplace. The book is overflowing with great stories from the frontlines in sustainability and activism, as well as the back rooms of one of the most influential companies on the planet. A fun and informative read!

**Dave Stangis**, VP, Corporate Responsibility and Chief Sustainability Officer, Campbell Soup Company

The collaboration between McDonald's and EDF 30 years ago changed the corporate sustainability landscape. Bob was there, and he stayed with the company for another quarter century, leading them through many sustainability initiatives. In *The Battle To Do Good*, he provides a first-hand account of the most interesting and impactful of those episodes in what amounts to a series of well-told stories interspersed with pithy take-aways and principles. Bob's insights into the complex interactions with internal and external stakeholders are especially compelling. Anyone curious about the messy reality of leading meaningful change in corporations will find this fascinating, and because the stories amount to a series of real-world case studies, it is also ideal for college classes in sustainability.

Jonathan Johnson, Walton College Professor of Sustainability, Sam M. Walton College of Business, University of Arkansas; Founder and Chairman of the Board, The Sustainability Consortium

Transforming the world's largest fast-food chain into a sustainability leader is not for the faint of heart, but Bob Langert embraced it wholeheartedly. His remarkable story is not just a great read about an enviable career, but a hero's journey through the history of sustainable business and what it takes to be a leader, sometimes against the greatest of odds. Business students and corporate leaders alike should study and heed the lessons contained in these pages.

**Joel Makower**, Chairman and Executive Editor, GreenBiz Group The Battle To Do Good really deserves attention and recognition considering how important corporate social responsibility is for businesses today. Utilizing this book provides the processes to manage such a daunting task. Bob Langert details step by step the journey he took. I loved this book!

Jan Fields, former President of McDonald's USA

Having been a vegetarian since the 1970s, and having been sued (unsuccessfully) by McDonald's because of our 1988 book *The Green Consumer Guide*, I loved slogans like "McCruelty" and "McSpotlight." Plus, the high drama of the "McLibel" trial. But Bob Langert does us all a service by explaining the journey McDonald's has been on as a result. Hard-Knock Nuggets indeed!

**John Elkington**, called the "Godfather of Sustainability," cofounded SustainAbility in 1987, collided with McDonald's in 1989, and is now Chairman and Chief Pollinator at Volans

Bob Langert is a true sustainability pioneer. *The Battle To Do Good* is a must-read account of how Bob led many changes that helped McDonald's address big issues that leveraged its brand and market presence to achieve big results. Bob's story has much to teach any sustainable business leader looking to make real change on crucial and complex questions ranging from beef, to animal welfare, water, and global labor conditions.

**Aron Cramer**, President and CEO, Business for Social Responsibility

The Battle To Do Good is an informative and insightful behind-the-scenes look at McDonalds' incredible sustainability journey over the past several decades. Bob Langert provides us with a detailed and compelling narrative of how the company struggled and ultimately succeeded in partnering with NGOs and experts to dramatically improve environmental practices, animal welfare, and more. Langert weaves concrete lessons learned and helpful tips into each chapter, making this a perfect playbook for any student or corporate professional aspiring to help their company's sustainability efforts. I recommend this book highly.

Liz Maw, CEO, Net Impact

This page intentionally left blank

## THE BATTLE TO DO GOOD

Inside McDonald's Sustainability Journey

## BY BOB LANGERT



United Kingdom – North America – Japan India – Malaysia – China Emerald Publishing Limited Howard House, Wagon Lane, Bingley BD16 1WA, UK

First edition 2019

Copyright © 2019 Emerald Publishing Limited

#### Reprints and permissions service

Contact: permissions@emeraldinsight.com

No part of this book may be reproduced, stored in a retrieval system, transmitted in any form or by any means electronic, mechanical, photocopying, recording or otherwise without either the prior written permission of the publisher or a licence permitting restricted copying issued in the UK by The Copyright Licensing Agency and in the USA by The Copyright Clearance Center. Any opinions expressed in the chapters are those of the authors. Whilst Emerald makes every effort to ensure the quality and accuracy of its content, Emerald makes no representation implied or otherwise, as to the chapters' suitability and application and disclaims any warranties, express or implied, to their use.

#### British Library Cataloguing in Publication Data

A catalogue record for this book is available from the British Library

ISBN: 978-1-78756-816-7 (Print) ISBN: 978-1-78756-815-0 (Online) ISBN: 978-1-78756-817-4 (Epub)



ISOQAR certified Management System, awarded to Emerald for adherence to Environmental standard ISO 14001:2004.

Certificate Number 1985 ISO 14001





This page intentionally left blank

## Contents

List of	Figures	xi
About	the Author	xiii
Ackno	wledgments	xv
Introdu	uction	
From D	efense to Offense	1
	e Battle Against Waste Donald's First Societal Clash	7
2. The	e Battle for Farm Animals	
Ног	w Animal Welfare Is Transformed	39
3. The	e Battle of Extremism: McCruelty	
Med	at Is Murder	61
4. The	e Battle to Be Proactive	
	opy Meal Toys and the Ups and Downs of Anticipatory ues Management	79
5. The	e Battle of the Waistline and Brand Health	
The	Obesity Dilemma and a Healthier Happy Meal	89
6. The	e Battle for a Sustainable Supply Chain	
	m Silence to Sustainable Fish, Less Polluting Hogs, and Better Lives	
for	Tomato Pickers	109

7.	The Battle for Values	
	Can You Etch Them in Stone?	147
8.	The Battle Goes to the Board Room A Shareholder Proposal Makes a Difference	159
9.	The Battle for the Amazon Rainforest  How Greenpeace Chickens Changed McDonald's	171
10.	The Battle to Make a Pig's Life Better  How Much Room Does a Sow Need?	189
11.	The Battle for Better Beef The Quest for Sustainable Beef	199
12.	The Battle to Lead Both Business and Society  The Profits of Sustainability	225
Enc	dnotes	249
Ind		259

## List of Figures

Environmental Defense Fund Staff, Richard Denison

Figure 1.1:

	and Jackie Prince, Working in a McDonald's Restaurant, 1990.
Figure 2.1:	Dr. Temple Grandin Is Given the Keys to McDonald's Animal Supply Chain.
Figure 3.1:	PETA Launches Ugly Campaign.
Figure 4.1:	The AIM Model Provides a Playbook for Offense on Emerging Issues.
Figure 5.1:	McDonald's Happy Meal (2018).
Figure 6.1:	The Filet-O-Fish: McDonald's First Global Sustainable Menu Item.
Figure 6.2:	The Natural Step's Four System Conditions.
Figure 6.3:	TNS Backcasting.
Figure 6.4:	TNS Funnel.
Figure 6.5:	Coalition of Immokalee Workers "Truth Tour" Campaign Against McDonald's.
Figure 7.1:	"To Do What Is Right" on the Cover of McDonald's First CSR Report, 2002.
Figure 7.2:	McDonald's Our Values Are Introduced in Australia to Fit Their Culture.
Figure 8.1:	Surprised to Find a Path Toward More Sustainable Potatoes.
Figure 9.1:	Greenpeace Chickens Have Breakfast at McDonald's.
Figure 9.2:	The Author Travelling the Amazon with Greenpeace.
Figure 10.1:	Mother Pigs (Sows) in Gestation Stalls.

- Figure 11.1: This McCow graphic was used by GreenBiz for its exclusive story about McDonald's commitment to purchase sustainable beef by 2016.
- Figure 11.2: WWF/Jason Clay's Performance Curve.
- Figure 12.1: The Shared Value Model I Used as the Primary Rationale for McDonald's 2020 Sustainability Framework.
- Figure 12.2: Leadership Spectrum and Smart Risk Taking.
- Figure 12.3: GlobeScan's Sustainability Leadership Characteristics.
- Figure 12.4: McDonald's 2020 CSR & Sustainability Framework.
- Figure 12.5: Framework for Sustainability Strategy Development.

### About the Author



(Photo courtesy of Stan Cottle)

**Bob Langert** led McDonald's CSR and Sustainability efforts from the late 1980s until 2015, when he retired. Currently he is editor-at-large for the GreenBiz Group, the senior sustainability advisor for The Context Network, and president of Mainstream Sustainability, his consultancy practice.

This page intentionally left blank

### Acknowledgments

I thank George Macko who plucked me from supervising truck drivers and gave me the career I have since cherished. I am forever grateful to Shelby Yastrow, who saw enough in me to hire me into McDonald's in 1991 and mentor me. My adventures at McDonald's, and the thrill and extreme satisfaction of working on so many efforts that made the world a better place, is due to Shelby.

I thank McDonald's. I worked with an amazing array of good, ethical, caring, talented, creative people at McDonald's, including staff, owner-operators, and suppliers. In particular, I thank all the terrific people who worked on my direct team. Each one made major contributions to the McDonald's CSR Journey. Each one had a passion to make a difference: Joe Megacz, Juana Sanchez, Samantha Sturhahn, Heidi Glunz, Kathleen Bannan, Jeff Hogue, Jenny McColloch, Brian Kramer, Kyle Schott, Jessica Yagan, Sheila Young, Townsend Bailey, Nathan Lester, and Sarah Whitmore.

I thank the people featured and interviewed\* for this book. Each one is proof that one person with passion, persistence, and patience can create packaging that is more environmentally sound, make animal welfare standard operating procedure for the entire meat industry, save the rainforest, preserve wild fish, and have the audacity to put a stake in the ground and proclaim McDonald's is going to buy sustainable beef.

I thank my editor Kelli Christiansen whose talent is superb. Her advice, insights, and outstanding editing expertise significantly improved my storytelling.

Thank you to Pete Baker, editorial director at Emerald Publishing, who believed that this story of *The Battle To Do Good* needed to be shared in order to help drive business leaders to what is the new norm of today

<sup>\*</sup> I interviewed 51 people who are directly part of this book. I also interviewed others for context and background, including Cynthia Scott, Dean Danilson, Mike Siemens, Paul Shapiro, Heidi Glunz, Jason Saul, and Matt Sutton-Vermeulen.

and tomorrow: mainstreaming sustainability as fundamental to business success.

Most importantly, I am blessed with a great spouse, friend, and partner, Diane, who gave me the time and space to write this book, in addition to being a helpful first reviewer. To my daughters, Jenny and Laura, and their husbands, Greg and Michael, who give me such a fulfilling family life. And to my six grandchildren, who I hope live in a cleaner, brighter, safer, more sustainable society due in large part to corporate social responsibility and sustainability actions from companies large and small.