



Walmart and Greater Sacramento Urban League Partner on Stakeholder and Local Supplier Summit

*Event brought local businesses and stakeholders together
to learn more about working with Walmart*

SACRAMENTO, Calif. (July 31, 2014) – On July 22nd, Walmart hosted a Stakeholder and Local Supplier Summit for small businesses and stakeholders in the Sacramento region. Conducted in partnership with the Greater Sacramento Urban League and held at its headquarters in Sacramento, the forum was designed to educate local stakeholders about opportunities to partner with Walmart to address critical community needs and provide local businesses guidance on how to become a Walmart supplier.

Opening remarks by Kim Sentovich, Senior Vice President of Walmart's Pacific Division, set the tone for the gathering. "Walmart's Supplier Program was created to help businesses build capacity and achieve long-term success," she said. "By embedding this program into our overall strategic business objectives, we help stimulate local economies and provide our customers with the products they want. Additionally, through partnerships with local stakeholders we're helping provide access to affordable groceries and meaningful employment opportunities across the Sacramento region."

State and local organizations representing Sacramento's wide range of diversity attended, including the California Asian Chamber of Commerce; California Black Chamber of Commerce; California Hispanic Chamber of Commerce; Sacramento Area Women's Chamber of Commerce; California Manufacturers & Technology Association; Organization for Chinese Americans, Sacramento chapter; California Farm Bureau Federation; and the Sacramento Regional Builders Exchange.

The first panel of Walmart representatives focused on the company's hunger relief initiatives, community giving, and workforce development efforts. In discussing partnership opportunities, panelists noted that last year, in California, Walmart and the Walmart Foundation donated more than \$47 million to local non-profits and more than 23 million pounds of food to local food banks, the equivalent of more than 19 million meals to people in need. Later in the day, attendees gained substantive information about doing business with Walmart and how to get Walmart buyers interested in your product.

The Sacramento event follows Walmart's first-ever "Made in the USA" Open Call for suppliers held July 8th at the company's headquarters in Bentonville, AR. More than 500 businesses pitched their products to Walmart, many receiving contracts on the spot. The supplier summits are part of Walmart's commitment to spend an additional \$250 million on products that support US manufacturing through 2023.

Attendees at the Sacramento meeting heard from Walmart representatives about the "do's and don'ts" of pitching to Walmart as well as from local Walmart suppliers [Reeve-Knight Construction, Inc.](#) of Roseville and [Rapid Ramen Cooker](#) of Sacramento who shared their experiences as Walmart vendors.

About his experience as a Walmart supplier, Chris Johnson, CEO of Rapid Ramen Cooker says, "The Rapid Ramen Cooker brand has seen significant growth since our products became available at Walmart. Those who participated in this event learned a lot of valuable information which help them better understand the details associated with becoming a Walmart supplier."

Within its Supplier Program, Walmart is keenly focused on supporting supplier diversity. The Supplier Diversity Program is designed to improve and increase the participation of minority-owned businesses within the supply chain and offer a broader assortment of products customers want at prices they can afford, while also providing growth and development opportunities. In 2013, Walmart procured more than \$12 billion worth of goods and services from more than 3,000 diverse suppliers in the U.S.

To learn more about how to become a Walmart supplier, visit: <http://corporate.walmart.com/suppliers/>.

About Walmart

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