

PRODUCT EXPO ANTITRUST GUIDELINES

While attending this meeting we require that you avoid discussing:

- Costs of goods or pricing
- Terms of sale
- Your competitive strategies
- Promotional plans
- Dividing markets or customers
- Your business plans with other retail customers
- Any other competitively sensitive information

If you have an opportunity to discuss strategic issues with your Walmart buying team – do not do so in front of your competitors.

Follow your company's antitrust policy and these Walmart Product Expo Guidelines.

If you have any questions, please contact your company's legal counsel.

Walmart US Legal



Sustainable Chemistry Information Session

Wednesday, April 30, 2014

8:00am – 9:30am



Al Dominguez

SVP Household Chemicals & Paper goods
Walmart U.S.



“Customers should not have to choose between products that they can afford and products that are better for them and the environment.”

Motivate

- Why sustainable chemistry?

Educate

- Walmart Policy on Sustainable Chemistry
- EPA’s Design for the Environment (DfE) Safer Product Labeling
- Introduce partners and resources

Inspire

- Commitment to achieve policy
- Voluntary leadership

Sustainable Chemistry Information Session

Welcome, Objectives & Agenda

Why Sustainable Chemistry? - Environmental Defense Fund

Overview of Walmart's Sustainable Chemistry Policy

Transparency of Ingredients

Safer Formulation of Products & Design for the Environment

Supplier Panel – J&J, SC Johnson, Clorox, & Earth Friendly Products

Closing

Chemicals: An Integral Part of Sustainability

Michelle Harvey
Environmental Defense Fund



- Founded in 1967
- Our mission: To preserve the natural systems on which all life depends. Guided by science and economics, we find practical and lasting solutions to the most serious environmental problems.
- Over 400 dedicated staff across the world
- A history of finding win-win solutions for the environment and the economy
 - ❖ McDonald's – sustainable packaging
 - ❖ FedEx – hybrid electric vehicles
 - ❖ AT&T – water efficiency
 - ❖ Climate Corps – corporate energy management
 - ❖ Walmart – fertilizer optimization, Sustainability Index



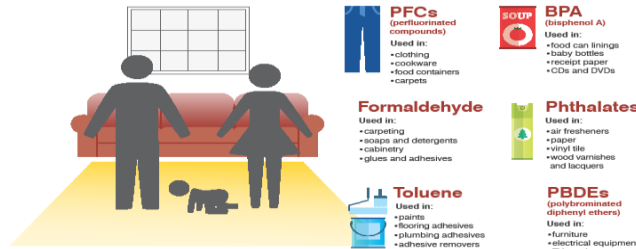
- Continuous improvement is a hallmark of Sustainability
- Chemical safety is an often overlooked aspect of Sustainability with great opportunity for continuous improvement



- Major advancements in our scientific understanding of environmental impacts on human health
- Linkages between certain chemicals exposures and particular diseases and disorders
- Consumers demanding transparency and robust assessment of chemical safety



Toxic chemicals are in your home



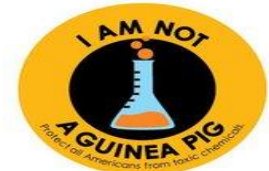
Toxic chemicals are in your body



They're putting your health at risk



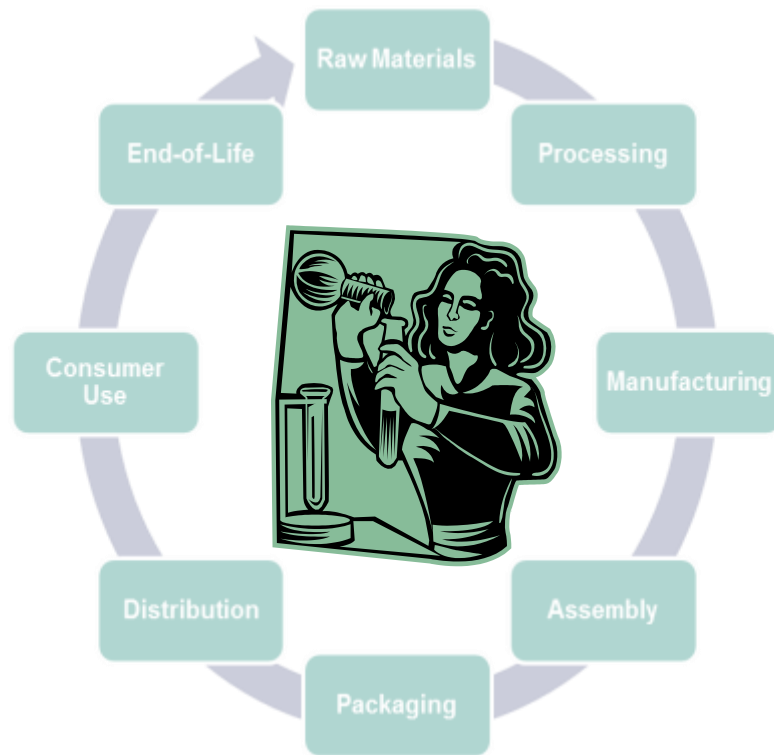
And many more may be just as dangerous



- We are at a pivotal time in market transitions to sustainable chemistry and safer products
- Walmart's Sustainable Chemistry Policy marks a significant milestone for market-based solutions
- We see 4 key principles underlying the policy that demonstrate outstanding leadership in this space:
 - ❖ Chemistry as a part of Sustainability
 - ❖ Transparency
 - ❖ Safer Substitution
 - ❖ Progress Tracking



- Continuous improvement in chemical design is fundamental to our shared goals of protecting health, preserving natural resources, and sustaining economic growth
- We believe Walmart's sustainable chemistry policy is a bold and necessary step towards realizing our sustainable future





Michelle Harvey
mharvey@edf.org



Walmart's Safer Chemistry Policy - Overview

Pamela Gaik – Sam's Club



Scope of the Policy

Formulated consumables products sold in Walmart U.S. and Sam's Club U.S.

Walmart U.S. Departments

- 2-Health & Beauty Aids
- 4-Household Paper
- 8-Pets & Supplies
- 13-Household Chemicals
- 46-Cosmetics & Skincare
- 79-Infant Consumable Hardlines

Sam's Club U.S. Categories

- 2-Health & Beauty Aids
- 4-Tabletop & Bags
- 8-Pet Supplies
- 13-Laundry & Home Care
- 47-Baby Care
- 94-Paper Goods
- 98-Janitorial

Policy on Sustainable Chemistry

“Customers should not have to choose between products that they can afford and products that are better for them and the environment.”

Transparency

- Online ingredient disclosure beginning 2015
- Priority chemicals on pack beginning 2018

Safer Formulation

- Reduce, restrict and eliminate use of priority chemicals using informed substitution

DfE in Private Brands

- Strive for Design for the Environment certification of private brands to the extent possible

Commitment to Every Day Low Cost (EDLC) and performance

Transparency

Pamela Gaik – Sam's Club



Policy on Sustainable Chemistry

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Commitment to Every Day Low Cost (EDLC) and performance

Transparency

1. Disclose full product formulations to the WERCS through WERCSmart
2. Disclose all product ingredients online by product beginning January 2015
3. Disclose priority chemicals on pack beginning January 2018

Resources for Transparency

- The WERCS
- CSPA's Consumer Product Ingredient Communication Initiative
- U.S. EPA's Design for the Environment Standard for Safer Products

Measurement of Transparency

Policy Element	Metrics
Disclose full product formulation to The WERCS	<ul style="list-style-type: none">• % of supplier's products fully disclosed to WERCS
Disclose product ingredients online beginning Jan 2015	<ul style="list-style-type: none">• % of supplier's products with online ingredient disclosure
Disclose priority chemicals on pack beginning Jan 2018	<ul style="list-style-type: none">• % of supplier's products containing Priority Chemicals with on pack disclosure of said chemicals



Who is The WERCs?

WE SPEAK
ENVIRONMENTAL,
HEALTH AND
SAFETY.
GLOBALLY.



- **Established 1984**
- **Software tools and services to help advance the health & safety of the environment**
- **Transform the supply chain by providing better information**
- **Offer global solutions in areas such as**
 - Multilingual GHS compliant (M)SDS authoring
 - Management and distribution software and services
 - Retailer compliance
 - Manufacturing chemical materials management and supply chain compliance
 - Green chemistry and sustainability solutions
 - Comprehensive tools address thousands of global regulations, numerous regional requirements and are capable of producing documents in over 45 languages
- **Division of UL**
 - Premier global independent safety science company that has championed progress for 120 years.
 - UL mission to promote safe working and living environments for all people.
 - Certification, testing, inspection, advisory and education services,

WERCS Leverages UL's Trusted Safety Reputation

- Regulatory compliance
- Accurate measurement of sustainability initiatives
- Protecting confidential information



WERCS Database

Success of The WERCS relies on our ability to protect suppliers confidential information

Our goal is to protect the confidentiality of supplier's critical business information

Communication with Suppliers

Supplier Letter February 2014

- ☐ Update on Walmart's Chemical Policy
- ☐ Initial identification of PCs or HPCs by UPC (Snapshot in time)

WERCS Supplier Portal

- ☐ Suppliers enter new product formulas
- ☐ Immediately receive notification regarding presence of PCs or HPCs

Protecting Suppliers' Proprietary Information

Goal:

**Provide Suppliers
information to enable
informed substitution**

Supplier Specific Reports Contain

- ☐ UPC
- ☐ WPSID
- ☐ Product Name
- ☐ HPC CAS#

Protecting Suppliers' Confidential Information

Goal: Measurement

Walmart Reports Contain

- ☐ Aggregate Data
 - ☐ Weight of PC and HPC sold
 - ☐ Number of products containing PC and HPC

- ☐ *No association of CAS # with specific product or manufacturer*

CSPA Guidelines for Public Disclosure

Beth L. Law

Assistant General Counsel

Vice President, International Affairs

Consumer Specialty Products Association



Consumer Specialty Products Association Voluntary Ingredient Communication Initiative

WHY did CSPA embark on a voluntary ingredient communication effort?

- Provides a useful way for consumers to access ingredient information
- Provide increased consumer access to ingredient information
- Priority for NGOs
- Growing number of state regulations and federal bills

WHEN did CSPA start down this path?

- Started developing an approach in 2008, so we have been involved in this issue for a long time

Elements of CSPA Voluntary Ingredient Communication

<http://www.cspa.org/sustainability-product-stewardship/ingredient-communication-initiative.html>

ACME PRODUCT LABEL

INGREDIENTS

CAS #

Water.....	7732-18-5
Dipropylene glycol n-methyl ether.....	34590-94-8
Dodecanol ethoxylate	68131-39-5
Potassium carbonate	584-08-7
Sodium carbonate	5968-11-6

CSPA Product Ingredients Dictionary

A Tool for Ingredient Communication

- Developed with significant input from formulators
- Facilitates voluntary ingredient communication
- Uses functional descriptors
- Provides standardized names for chemicals, mixtures, or botanical extracts
- Working on accessibility of a consumer-facing component that is readable, accurate, and transparent

For More Information

Contact: Beth L. Law

Email: blaw@cspa.org

Phone: 202-872-8110

Web: <http://www.cspa.org/sustainability-product-stewardship>

Safer Formulation of Products

Pamela Gaik – Sam's Club



Policy on Sustainable Chemistry

Transparency

- Online ingredient disclosure beginning 2015
- Priority chemicals on pack beginning 2018

Safer Formulation

- Reduce, restrict and eliminate use of priority chemicals using informed substitution

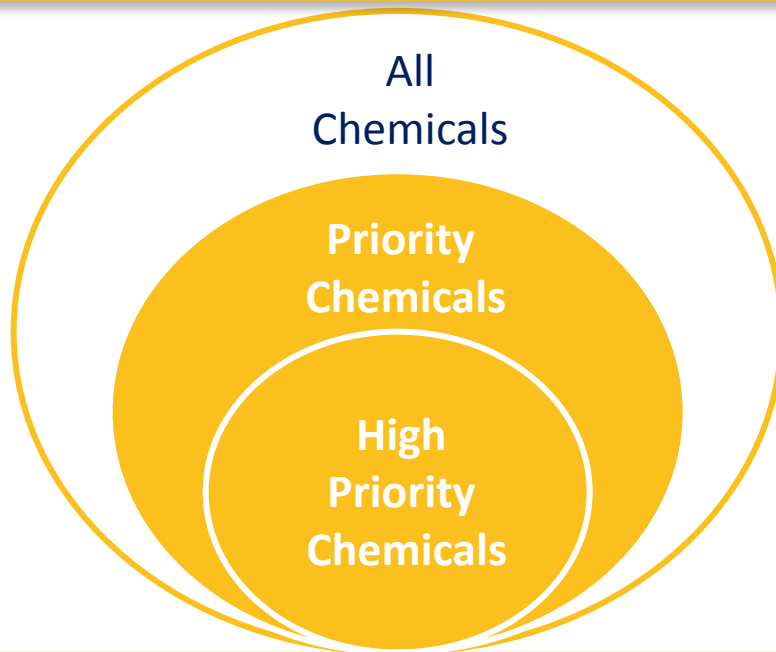
DfE in Private Brands

- Strive for Design for the Environment certification of private brands to the extent possible

Commitment to Every Day Low Cost (EDLC) and performance

Advancing safer formulation of products

**Reduce, restrict and eliminate use of priority chemicals
using informed substitution principles**



Identifying High Priority Chemicals

Hazard Assessment

Listed by one or more authoritative hazard list included in GreenWERCS

Relevance Ranking

Combination of business volume or distribution and exposure/product type

Prioritization

Considered emerging regulations, stakeholder concerns, and feasibility of safer substitution or innovation

High priority chemicals targeted for reduction, elimination, or restriction

Partners

EDF, BizNGO, US EPA's DfE, The Sustainability Consortium, GreenWERCS,



Resources for Safer Formulation

- WERCSmart Portal - ability to identify Priority Chemicals and High Priority Chemicals within formulations
- NSF
- ToxServices
- EPA – Design for the Environment

Measurement of Safer Formulation

Policy Element	Metrics
Reduce volume of priority chemicals	<ul style="list-style-type: none"> • Weight volume of PCs/HPCs in aggregate
Restrict and eliminate priority chemicals	<ul style="list-style-type: none"> • Number of UPCs with PCs/HPCs • Sales volume of UPCs with PCs/HPCs • Number of suppliers with PCs/HPCs
Use informed substitution	<ul style="list-style-type: none"> • GreenWERCS Score • Number of products formulated exclusively with DfE approved ingredients

Teresa McGrath, Senior Managing Toxicologist, Green Chemistry Programs
NSF International



Tools to Promote Safer Formulation

Margaret H. Whittaker, Ph.D., M.P.H., CBiol., F.S.B., E.R.T., D.A.B.T.
ToxServices LLC



Third Party Providers to Promote Safer Formulation

Who is ToxServices?

- *Founded in 2003, ToxServices provides toxicology, regulatory, and sustainability-based consulting services*
- *We help clients formulate at all levels of the supply chain to make products that are safer and more sustainable*



Who is NSF International?

- *NSF International is an independent, not-for-profit, non governmental public health and safety organization.*
- *Testing and certifying products for safety, health and the environment since 1944*
- *Our mission and focus has always been protecting and improving human health!*



Introduction to ToxServices



ToxServices Provides Science Based Solutions

ToxServices scientists are team players ready to help you

- Facilitate transparency and safer formulation
- Identify and substitute Priority Chemicals
- Achieve DfE Recognition of your products



Submit Online at
www.toxservices.com

Key Areas of ToxServices Expertise

- U.S. EPA's Design for the Environment (DfE) Safer Product Labeling
- CleanGredients®
- GreenScreen® for Safer Chemicals
- Cradle to Cradle™ (C2C)
- Health Product Declarations (HPDs)
- ToxServices is unique in that we are the only organization who has been trusted to evaluate under all of these paradigms
- We are focused on finding science based solutions



ToxServices Supports Design for the Environment Private Labeling Program

ToxServices staff and software are ready to serve!

- ToxServices' project portal, Viride, makes it easy for you and your suppliers to upload and manage DfE submissions
 - Viride facilitates project status tracking
- We ensure budgets and timelines are maintained
- Our staff of toxicologists, chemists, and environmental scientists are the best in the field



Submit Online at
www.toxservices.com

Introduction to NSF International

The Health and Safety Company®



Live safer.™



NSF supports advancing safer formulations

NSF's team of toxicologists can help you

- *Identify priority chemicals throughout your supply chain*
- *Identify safer alternatives using informed substitution*



CLEANGREDIENTS



NSF Sustainability supports the EPA DfE Private Labeling Program

NSF's team provides

- Exceptional customer service
- Dedicated project managers
- Experienced toxicologists
- Timely & cost effective reviews
- Reliable, consistent results
- Online project tracking – NSF Online™



NSF Online™



NSF Additional Supporting Services

- Performance Testing
- Non-Toxic Certification
- Environmental Claim Validation
- Product Transparency Reporting
- Store brand technical and regulatory expertise



Tools for advancing safer formulation

Identify Priority Chemicals

Intentionally Added:

WERCS

Hidden in your supply chain:

- ToxServices
- NSF International

Identify Safer Alternatives

EPA Safer Chemical Ingredients List

CleanGredients

GreenWercs

Others: Pharos, IC2..etc

Identify Priority Chemicals

- Global supply chains are complex
- Priority chemicals can be hidden in the supply chain
- NSF and ToxServices have trusted relationships with your suppliers and can review your ingredients for priority chemicals

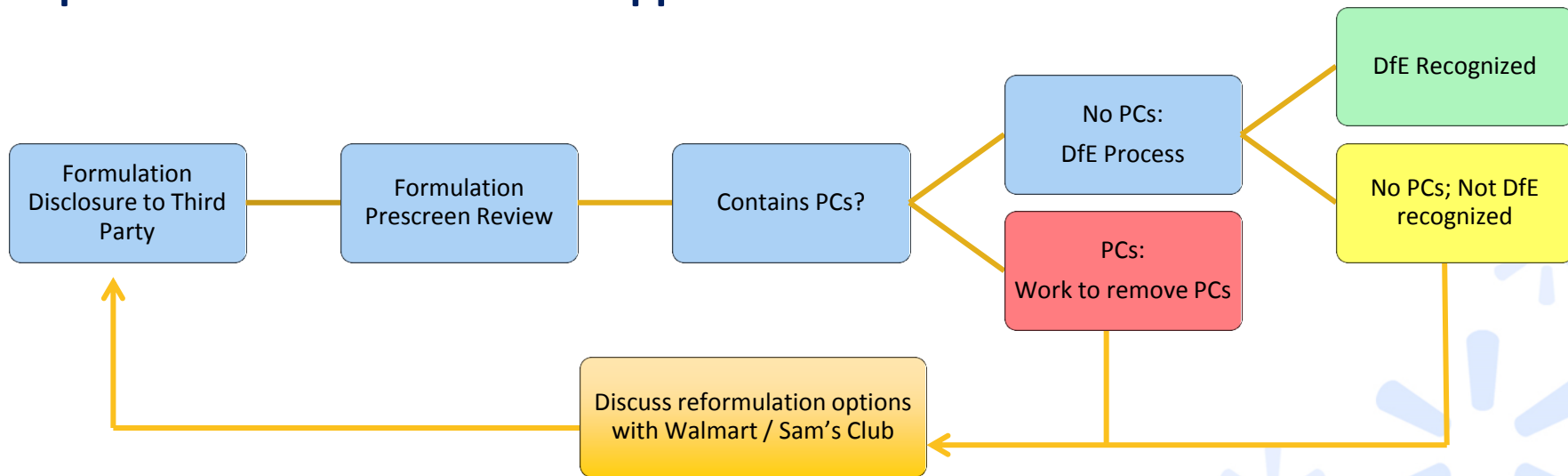


Identify Safer Alternatives

Safer Chemical Ingredients List (SCIL)	CleanGredients
Chemicals that can be used in DfE products	Ingredients that can be used in DfE products
650+ chemicals	350+ ingredients
Listed by CAS number, chemical name, functional class	Listed by trade name, includes manufacturer contact information
www.epa.gov/dfe/saferingredients	www.cleangredients.org

Process Overview

Mandatory for Private Brand Suppliers
Optional for National Brand Suppliers



PC = priority chemicals

Policy on Sustainable Chemistry

Transparency

- Online ingredient disclosure beginning 2015
- Priority chemicals on pack beginning 2018

Safer Formulation

- Reduce, restrict and eliminate use of priority chemicals using informed substitution

DfE in Private Brands

- Strive for Design for the Environment certification of private brands to the extent possible

Commitment to Every Day Low Cost (EDLC) and performance

Resources for Design for the Environment (DfE)

- U.S. EPA Design for the Environment (DfE) Program
- NSF - DfE Third Party Provider
- ToxServices - DfE Third Party Provider

Measurement of DfE in Private Brands

Policy Element	Metrics
Formulate and label private brands in accordance with DfE to the extent possible	<ul style="list-style-type: none">• % of private brand products in product categories covered by DfE which are DfE certified• % of private brand products that are DfE certified

Introduction to Design for the Environment

Clive Davies





Design for the Environment Safer Product Labeling Program



Walmart Sustainability Product Expo 2014

Sustainable Chemistry Information Session

EPA's Design for the Environment

Safer chemicals and safer products

Voluntary leadership in green chemistry

Strengthen health and environmental protection

Benefits to product manufacturers:

- Complementary expertise
- Open and transparent criteria development
- Green messaging
- DfE-labeled products listed on EPA website

DfE's Safer Product Label

EPA allows DfE logo on ~2,500 products that:

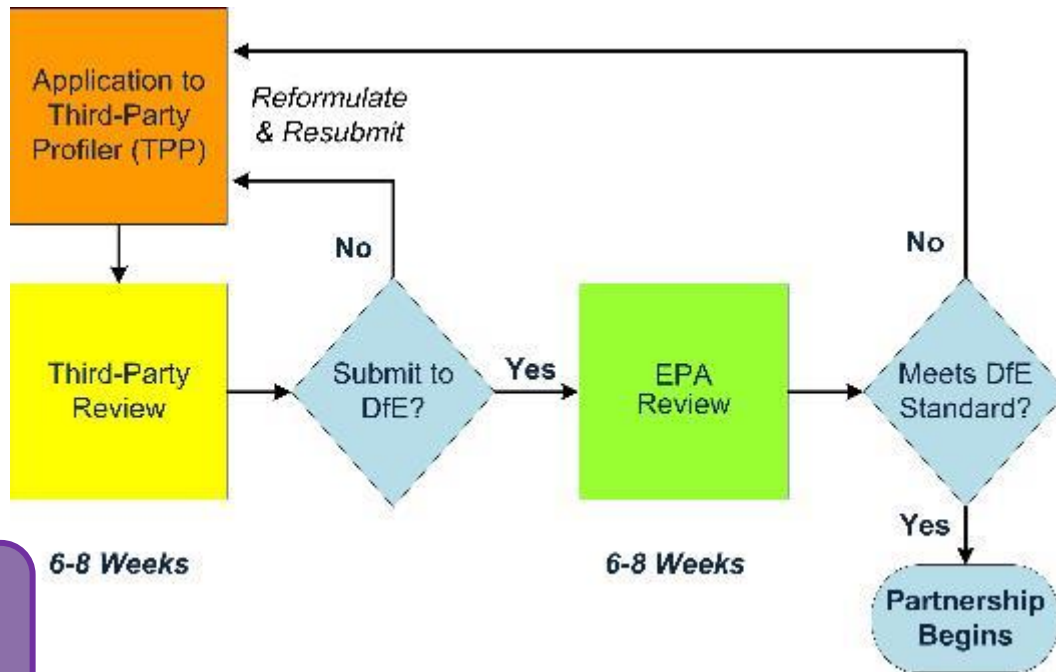
- Meet the DfE Standard for Safer Products:
 - Ingredient-level: health, environmental, and disclosure criteria
 - Product-level: performance, packaging, and environmental criteria
- Sign a Partnership Agreement with EPA
- Undergo Annual Audits



**Recognized for
Safer Chemistry**

www.epa.gov/dfe

Steps to the DfE Label



See the “How to Partner with DfE” handout

Looking Forward: DfE Logo Redesign



Redesign could help better convey *human health*
and environmental benefits of safer products

How to Get Involved

- Contact a Third Party Provider to Start the Process:
 - NSF: Amy McDade (amcdade@nsf.org; 734-827-5660)
 - ToxServices: Erica Harriman (eharriman@toxservices.com; 202-429-8789)
- Contact DfE Staff with Questions about the Program:
 - Visit our booth at the Expo
 - We're available anytime by phone or email:
 - Melanie Adams (adams.melanie@epa.gov; 202-564-1843)
 - Bridget Williams (williams.bridget@epa.gov; 202-564-8558)
 - Aly Lorenz (lorenz.alysen@epa.gov; 202-564-1065)
- Visit the DfE Website for More Information:
 - www.epa.gov/dfe

See the “Design for the Environment” handout

Jam Stewart Cathy Salerno Scott Mobley Jenna Arkin

SC Johnson

Johnson & Johnson

The Clorox Company

Earth Friendly Products



THE JOHNSON & JOHNSON Safety & Care Commitment

Our *Safety and Care Commitment* means products are supported by science, recommended by healthcare professionals, and trusted by people around the world.

- Provide consumers with peace of mind on ingredients under discussion
- Share our approach on ingredient and product safety
- Share our ingredient policies online
- Create a dialogue with consumers
- Engage with NGOs, Customers, and Media
- Publish Sustainability Goals



Reformulating for Trust

Ingredient	Baby	Adult
Formaldehyde releasers	Removal of formaldehyde releasers completed December, 2013.	Use for new products is by exception only
1,4 dioxane	Reduction to 4 or less ppm completed December, 2013.	Reduce to 10 ppm by December, 2015.
Parabens	Remove all parabens by December, 2015.	Phase out of parabens except for methyl, ethyl and propyl paraben in formulas and raw materials by December 2015. No new uses of parabens other than methyl, ethyl and propyl.
Triclosan	None in current portfolio. Not permitted in new products	No new uses of triclosan. Remove from all products by December, 2015.
Materials in Fragrances	No new uses of the following materials. Existing uses must be removed by 2015: phthalates¹ nitro musks, polycyclic musks, animal derived ingredients, tagetes, rose crystal, diacetyl.	
	¹ Removal from baby product complete in 2011	

Over 100 baby products reformulated worldwide.

Transparency Matters

**Honesty/transparency is
among the most important
reasons for a company to be
seen as “Responsible”**

Unprompted, combined mentions, USA, 2013



Communicating our Ingredient Choices

- **Transparency = earning consumer trust**
- **Consumers read labels**
- **More informed choices**
- **Educated consumers begin dialogue**

The screenshot shows the SC Johnson 'What's Inside' website for the Glade Expressions™ Fragrance Mist Starter - Lavender & Juniper Berry. The page features a product image of the mist starter kit, a list of ingredients, and a section titled 'What's NOT Inside Matters Even More'.

What's Inside SC Johnson
A Closer Look at the Ingredients Inside Our Products

Change Location | Share | Print | English | Español

Home | Products by Brand | **Glade®** | Glade® Expressions™ Fragrance Mist Starter - Lavender & Juniper Berry

Glade®
Glade® Expressions™ Fragrance Mist Starter - Lavender & Juniper Berry

A stylish holder that releases a longer-lasting, finer mist of fragrance. Just squeeze to spray, then refill the holder with your favorite fragrance.

Formula Number (1) 20110501

Ingredients

Water	(1)
Hydrogenated Castor Oil	(Emulsifier) (1)
Secondary Alcohol Ethoxylate	(Emulsifier) (1)
Nitrogen	(Propellant) (1)
Citric Acid	(pH Adjuster) (1)
Sodium Citrate	(pH Adjuster) (1)
Fragrance from SC Johnson Fragrance Palette	Fragrance (1)
Propylene Glycol	(Solubilizer) (1)
Methylisothiazolinone	(Preservative) (1)

What's NOT Inside Matters Even More

If we wouldn't want it for our family, we wouldn't ask you to use it near yours. We don't formulate our products with these ingredients:

- Bisphenol A (BPA)
- Chlorofluorocarbons (CFCs)
- Formaldehyde
- Hexane
- Lead
- Mercury
- Nanomaterials
- Nonylphenol ethoxylates (NPEO or NPE)
- Perfluorooctanoic acid (PFDA)
- Polyvinyl Chloride (PVC)

? Have a Question?

See our **Frequently Asked Questions**, contact us using **this form** or call us at 1-800-555-5252. We'd love to hear from you.

Selecting Better Ingredients - Greenlist™ Process

Our internally developed **Greenlist™ environmental classification process** helps us annually increase the proportion of ingredients in our products that have **a lesser impact on the environment and human health.**

Each potential ingredient is rated as “Best,” “Better,” “Good” or “0-rated,” for materials that can be used only in special circumstances.

Since 2001, we have **increased our percentage of “Better” or “Best” ingredients from 18 percent to 44 percent.**



EARTHWARDS™ Process

EARTHWARDS® is an J&J corporate-wide program recognizing & rewarding advances in sustainable product design across a broad range of product lifecycle elements.

	MATERIALS <ul style="list-style-type: none"> • Meet consumer needs with less material. • Use more environmentally preferable material.
	PACKAGING <ul style="list-style-type: none"> • Reduce packaging. • Use more sustainable packaging materials.
	ENERGY <ul style="list-style-type: none"> • Create a less energy-intensive product. • Use more efficient manufacturing and distribution processes.
	WASTE <ul style="list-style-type: none"> • Reduce waste during manufacturing. • Recover more product for reuse or recycling.
	WATER <ul style="list-style-type: none"> • Generate a more water-efficient product. • Make manufacturing process more water-efficient.
	INNOVATION <ul style="list-style-type: none"> • Initiate quantifiable environmental improvements in a product process that have not been captured in another scorecard category.
	SOCIAL <ul style="list-style-type: none"> • Use fair-trade materials, select socially responsible suppliers, or support causes with clear social/environmental benefits.

Earning EARTHWARDS® Recognition
Teams use the scorecard to go through a four-step process.

1. SATISFY PRE-REQUISITES
Teams answer a series of questions that gauge their general understanding of the sustainable attributes of their product.

- What materials are we using?
- Where do they come from?
- What happens to a product after it's used?

Earning EARTHWARDS® Recognition
Teams use the scorecard to go through a four-step process.

2. UNDERGO SCREENING
The product undergoes a life cycle screening that examines its environmental impacts and quantifies its improvements in up to seven different categories.

Earning EARTHWARDS® Recognition
Teams use the scorecard to go through a four-step process.

3. IDENTIFY IMPROVEMENTS
A product must show three significant sustainability improvements across the seven category areas in order to be recognized as an EARTHWARDS® product.

Earning EARTHWARDS® Recognition
Teams use the scorecard to go through a four-step process.

4. SUBMIT FOR REVIEW
Teams then submit a scorecard with their results to a review board of both internal and an external product sustainability expert. The board then determines if the product warrants EARTHWARDS® recognition and provides suggestions for further improvements.

Ingredient Policies

Preservatives

Formaldehyde Releasers

Parabens

Other Materials

1,4 Dioxane

Fragrances

Microbeads

Phthalates

Triclosan

Ingredient Policies



All of our products worldwide and their ingredients meet the rigorous scientific standards of our five-level safety assurance process. They also meet or exceed government standards in the countries where they are sold, as well as U.S. and E.U. cosmetic ingredient safety guidelines, or whichever is stricter when they differ. If new scientific evidence raises legitimate questions about whether an ingredient is safe, we will innovate to find alternatives and, if necessary, we will reduce it or remove it from our products.

But that's just where we start. We are committed both to the science of safety and to the art of creating products that are gentle on people and the environment. Like you, we have a healthy skepticism when it comes to the use of any chemicals – whether found in nature or made in a factory.

Clorox: A Diverse Retail Product Portfolio



Laundry &
Home Care



Lifestyle

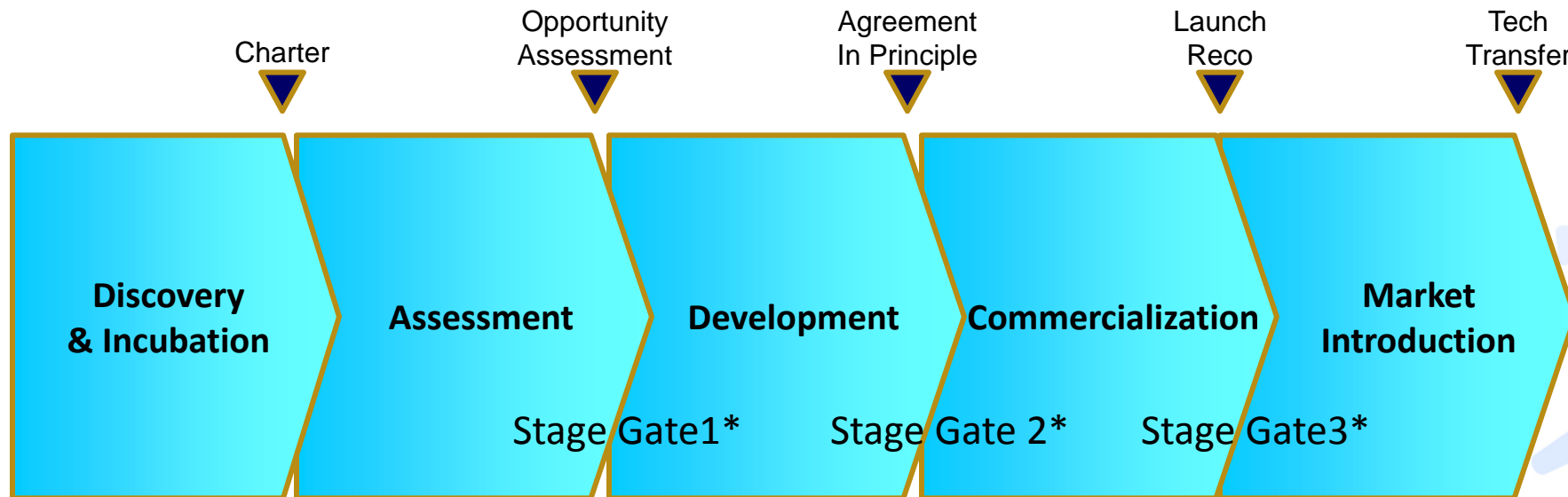
Household

International

Clorox Green Works® Product Sampling



Clorox Innovation and Development Stage Gate Process



*Successfully passing each stage gate (SG) requires a progressively increased understanding of the GreenWERCs product score and other product/ingredient safety information

DfE Product Development

Obtaining DfE begins with ingredients: partnering with raw material suppliers

Continual improvement: R&D is the cornerstone

More than what's in the beaker: DfE includes sustainable packaging requirements, taking a holistic approach to product development



DfE to Drive Sales

DfE is a great opportunity for manufactures to demonstrate **voluntary leadership**. Allows manufactures to showcase their commitment to safer chemistry and continual improvement.

The DfE seal translates this commitment to Retailers and Consumers to drive sales.



Closing

Al Dominguez

SVP Household Chemicals & Paper goods

Walmart U.S.



Resources for Policy on Sustainable Chemistry

- **Walmart Sustainability Hub:** www.walmartsustainabilityhub.com
 - Policy & Implementation Guide
 - FAQs
 - Presentations
- **WERCS**
- **NSF**
- **ToxServices**
- **EPA – Design for the Environment**
- **Webinars for Private Brand Suppliers – Invitation Only**
- **Walmart Sustainability Office – Rob Kaplan**

Next Steps and Closing

- Access the Policy, Guide and today's presentation on the Walmart Sustainability Hub (www.walmartsustainabilityhub.com)
- Identify and connect the appropriate points of contact from your company
- Connect with our implementation partners to learn more