

## APPENDIX A

### **ASW Global**

Location: Mogadore, OH (Akron)

André Thornton is president and CEO of ASW Global LLC, a third-party supply chain company that provides services to 70 Sam's Clubs in Ohio and Michigan. ASW formed a partnership with Wal-Mart more than 15 years ago. ASW Global plays an important business role for Sam's Club, operating two distribution centers. One distribution center is located in Ohio and serves members statewide as well as Pennsylvania, New York and parts of West Virginia. The second distribution center serves all of Michigan and part of Indiana. Thornton is a former Major League Baseball player (Cleveland Indians). The Sam's partnership has opened doors for ASW Global to do business with other major corporations.

### **B2B Transport Market LLC**

Location: Laredo, TX and Dallas, TX

B2B Transport Market (B2B) prides itself in its ability to provide a comprehensive array of transportation related services to Fortune 500, mid-sized and small companies throughout North America. B2B started with Wal-Mart in 2006. They move hundreds of loads a week to more than 10 Wal-Mart distribution centers across the country. They serve both Wal-Mart's general merchandise and grocery channels, hauling both dry goods and goods that require temperature protection and other special handling. As a sister company of Stevens Transport, also a Wal-Mart supplier, B2B employs more than 250 people and have experienced double digit growth since beginning its partnership with Wal-Mart. They were also a Wal-Mart sponsored attendee of the Fall 2008 Tuck School of Business' Tuck Executive Program at Dartmouth College in New Hampshire.

### **Fair Oaks Farms**

Location: Pleasant Prairie, Wisconsin (Kenosha)

Fair Oaks Farms provides ready-to-cook and fully cooked beef, pork and poultry products. They have supplied Wal-Mart's Great Value brand sausage patties in 16 distribution centers for the last six years, mostly in the Northern half of the United States. In 2005, they expanded to supplying sausage links in 11 distribution centers and in the latter part of 2008, significantly expanded into more U.S. distribution centers. They have also worked with Sam's Club, providing fully cooked bacon products for the last three years. In March of 2009, Fair Oaks expanded their Sam's relationship to include three more products. Fair Oaks' partnership with Wal-Mart has embodied the responsible and steady approach to business that enables both sides to succeed and excel. Fair Oaks does more than \$16 million worth of business annually with Walmart. Because of this relationship, Fair Oaks has added approximately 100 new jobs.

### **Fidelity Print Communications**

Location: Broadview, IL (Chicago)

Fidelity Print Communications (FPC) is a commercial printing company that provides complete project management of all print programs from design to pre-press, Web or sheet fed printing, bindery, mailing and fulfillment services. FPC is a family-owned third generation company started by Earl A. Williams, the company's CEO. FPC is one of the oldest African-American-owned and operated printing companies in the United States. FPC started with a few thousand dollars of business with Wal-Mart and is now approaching one million dollars in revenue making tear pads for all U.S. stores and Puerto Rico. Tear pads are the 4 x6 inch printed promotional offers, usually placed at cash registers. FPC made more than 55 million copies of the forms last year alone. The company has experienced double digit growth over the last three years. As a result of the business FPC does with Wal-Mart they are able to recruit workers from urban areas of Chicago and provide jobs in a career field many may otherwise not be exposed to.

### **Kramer Laboratories**

Location: Miami, FL

Kramer Labs Inc. is a 40-year-old healthcare consumer product company which found its products on Wal-Mart shelves by bringing a new twist to everyday over-the-counter pharmaceuticals. Kramer's first partnership with Wal-Mart was Fungi-Nail Brand, an anti-fungal treatment. Fungi-Nail started in about 600 stores across the U.S. in 2000 and grew every year until eventually expanding to all Walmart stores. During this growth, Safetussin CD (cough relief/ nasal decongestant) was made available in more than 200 stores in 2006 as well as the Hongo Cura spray and ointment line (athletes foot care) in more than 200 Hispanic- traded stores.

### **Lixit Corporation**

Location: Napa, CA

Lixit Corporation is the largest small animal watering device manufacturer in the world. They also manufacture small animal feeding devices and animal care accessories. The opportunity to manufacture a large and small dog create bowl for Wal-Mart has enabled Lixit to hire additional adults with developmental disabilities. Based on the high volume of Wal-Mart business Lixit was able to hire a group of 10 workers, and supply work to a group of more than 30 off-site disabled employees whose projects were being reduced due to companies moving away from the area. The workers have excelled in their production capabilities, self esteem building and sense of belonging to the extended Lixit family. Lixit employs 80-100 people and 30 percent are mentally disabled adults. Lixit has won several awards, including a local Chamber of Commerce "Business of the Year" award.

*-continued-*

### **New York Apples Sales**

Location: Castleton, NY

New York Apples Sales has been supplying its customers with the best quality fruit available for more than 55 years. They represent 10 packing facilities from every growing region in New York. They began doing business with Wal-Mart in 1995 as a small regional supplier to three distribution centers. Today, they are the lead supplier for regional apples from Maine to Florida. In 2008, their sales to eight distribution centers was more than \$10 million. They began supplying one apple variety to Wal-Mart and have grown to supplying 11 varieties today.

### **Ole Mexican Foods**

Location: Norcross, GA (Atlanta)

Ole began doing business with Walmart in 1995 at the Calhoun, Georgia store. Today they are in more than 1800 stores and provide Walmart with numerous items such as flour and corn tortillas, tostadas, chorizo, Hispanic cheeses and Mexican pastries. They also make Great Value tortillas, supplying stores from California to Virginia. Eduardo (Eddie) Moreno is the President of the company. He was a painter in Georgia, and his wife Veronica, who is the vice president, was a stay at home mom who decided to purchase a small company- Ole Foods. Wal-Mart has helped support their yearly double digit growth.

### **TechniSource Services Group**

Location: Brookfield, Wisconsin (Milwaukee)

TechniSource Service Group (TSG) is an industrial packaging distributor, specializing in providing industrial packaging products and services. TSG provides stretch film and related industrial packaging products to Wal-Mart and Sam's Club distribution centers. Since starting business with Wal-Mart in 2006 they have been able to double their business. Particularly through these times - the suppliers they work with depend on the orders from TSG has customers to keep people employed. They deal with multiple suppliers to get Wal-Mart the best pricing, quality of products, customer service and also ensure products are functioning and being delivered on time.

### **Wada Farms Potatoes**

Location: Idaho Falls, ID

Wada Farms started with founder, Frank Wada. Frank emigrated to the U.S. from Japan in 1922 at the age of 13. Albert Wada began farming with his father in 1970, taking over the business in 1972. Starting with 400 acres of farmland in 1970, Wada Farms now grows crops on approximately 30,000 irrigated acres today. Wada Farms also operates a 140,000 sq. ft. fresh potato packaging facility and a fresh potato and onion marketing group. They employ more than 500 people. Wada has a relationship with the Shoshone Bannock Tribe located in the Blackfoot Idaho area and in 2009 will grow more than 13,000 acres of grain and potatoes on the Shoshone Bannock Tribe Reservation. A Wal-Mart vendor for more than 16 years, Wada Farms was literally one of the first two vendors to ever ship potatoes to Wal-Mart and has seen immense growth with Wal-Mart over the many years.

###