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Agricultural Outlook Forum

Presented: February 16, 2006

CREATING JOBS AND ECONOMIC DEVELOPMENT IN RURAL AMERICA

Bruce Peterson
Senior Vice President
Wal-Mart



WAL★MART®

Creating Jobs and Economic Development in Rural America

Bruce Peterson

**Sr. Vice President, General Merchandise
Manager for Perishable Food**



Wal-Mart Stores, Inc. Overview



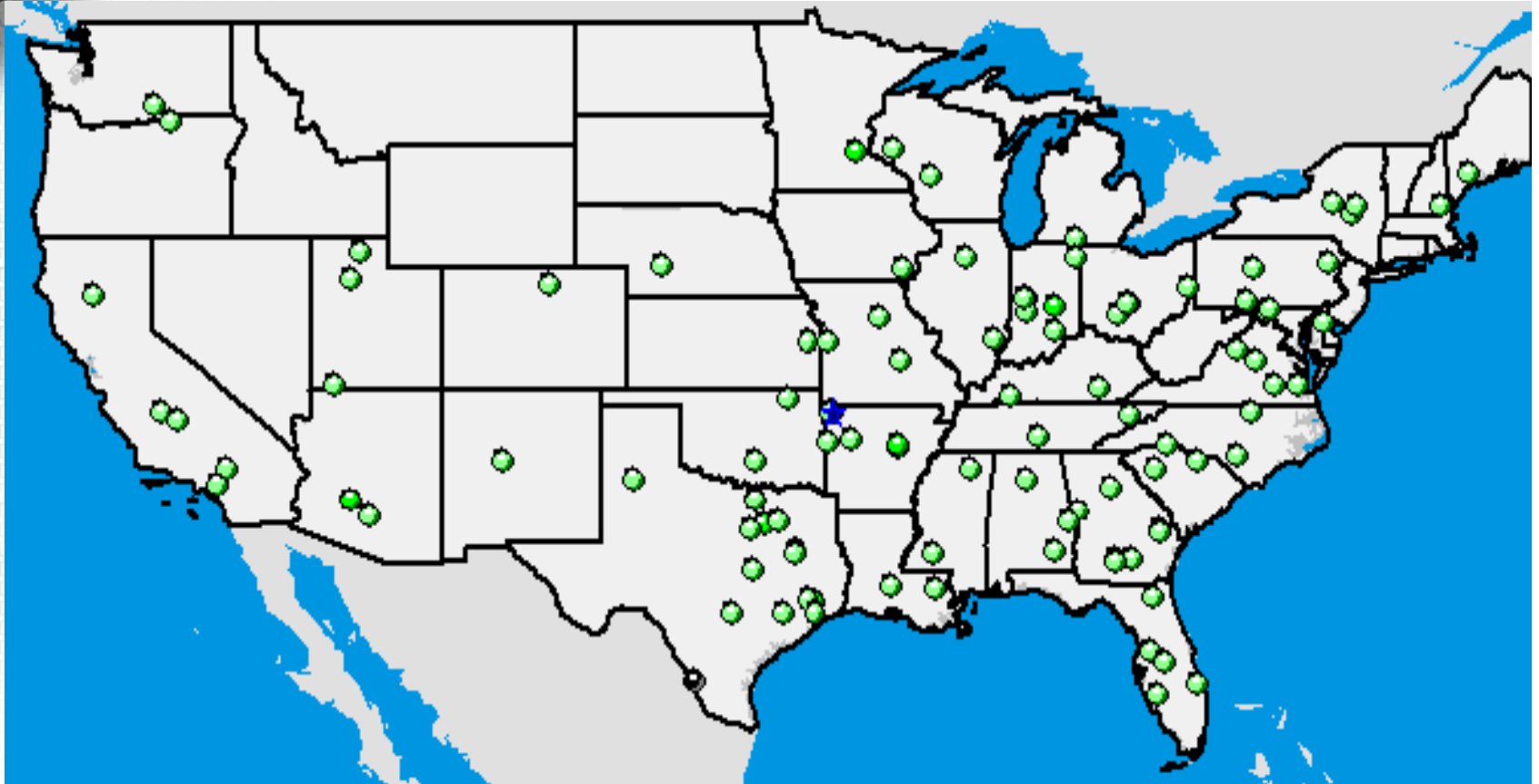
United States Facilities:

- 1209 Stores
- 1980 Supercenters
- 101 Neighborhood Markets
- 567 Sam's Clubs
- 1.3 million Associates





Wal-Mart Distribution



Currently operate 128 Distribution Centers
A DC may employ more than 1,000 associates
Many in rural areas



Wal-Mart Sourcing

- In Fiscal Year Ending January 31, 2005
 - Purchased \$150 million in goods and services domestically
 - Supported more than 61,000 suppliers in the U.S. alone





Store of the Community

Promotes Locally Grown Food

- Right Items
- Right Stores
- Right Time
- Right Quantity
- Right Condition
- Right Price





Store of the Community

Texas Watermelons

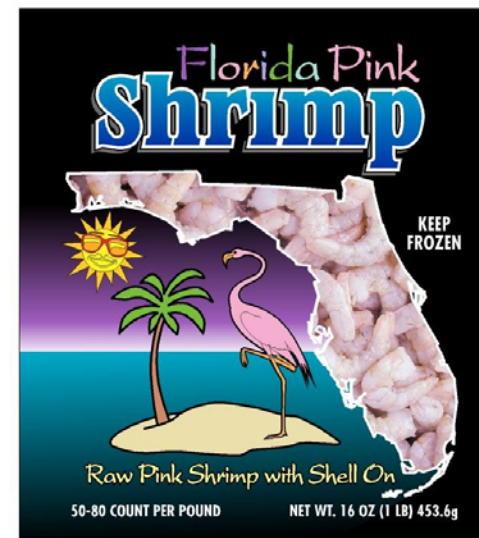
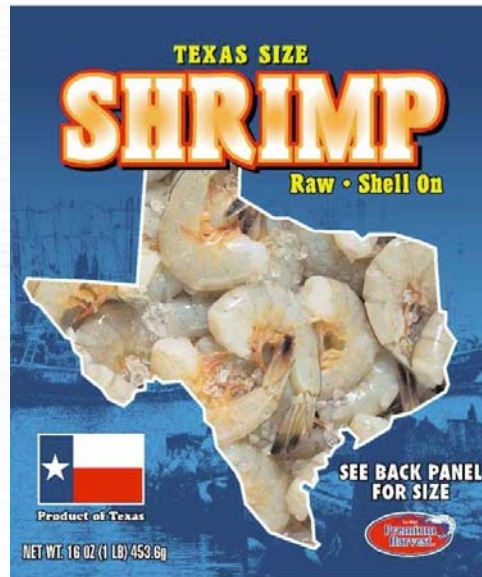


Virginia Apples





Regional Seafood





Supplier Development





Wal-Mart's Economic Impact

- **Independent Study by Global Insight, Inc. for Fiscal Year Ending 2004 Determined:**
 - Wal-Mart saved Americans more than **\$263** billion
 - That's **\$895** per person
 - More than **\$2,300** per household
 - This savings is accomplished by:
 - Offering lower prices on goods
 - Driving down the retail price of competitors
 - Advantages in innovation, technology and distribution



Wal-Mart's Economic Impact

- **Independent Study by Global Insight, Inc. for Fiscal Year Ending 2004 Determined:**
 - Wal-Mart generated **210,000** net jobs in the U.S.
 - With each 150-350 person store opening in a county, retail employment leads to a net increase of 97 jobs over the long-run
 - 210,000 jobs is equal to:
 - 10% of the total jobs created in 2004
 - More than 1.2 times the monthly average job creation rate
 - More than the population of Knoxville, TN; Richmond, VA; and Tempe, AZ



Summary

- Wal-Mart supports local production and sourcing
- Wal-Mart has demonstrated our ability to create real job growth – directly and indirectly
- Wal-Mart saved Americans \$263 billion through lower prices and an efficient supply chain
- A prosperous rural America benefits Wal-Mart