

From: Noel, Jennifer <jnoel@scommerce.com>
To: 'Kathryn Wiseman'Kathryn.Wiseman@wal-mart.com
CC: Veldran, KatherineKatherineVeldran@gov.sc.gov
Date: 3/6/2014 3:29:06 PM
Subject: RE: domestic manufacturing opportunity

Kathryn,

Good afternoon. I am sorry that I won't be able to meet you in Hilton Head but look forward to the opportunity to speak with Joe.

We have been elated with our relationship with Wal-Mart and the tremendous suppliers that have worked with us during the last year. We want to continue to do everything we can to expedite and add value to the process for Wal-Mart and your suppliers. We understand the amount of work and evaluation it takes to make a decision for a new location and applaud the idea of the one-pager of information to get the process started quickly.

I have shared the template with our Research Manager and don't see any issue with completing this and returning this to you by Monday. We'll also give some thought to additional materials that can help get the process started.

Thank you,
Jennifer

From: Kathryn Wiseman [mailto:Kathryn.Wiseman@wal-mart.com]
Sent: Thursday, March 06, 2014 2:42 PM
To: Noel, Jennifer; Veldran, Katherine
Subject: SC: domestic manufacturing opportunity

Dear Katherine and Jennifer,

I am covering South Carolina while Brooke Mueller is on maternity leave. Katherine, I'm sorry I missed you while in Columbia last week. Despite the rain I really enjoyed the downtown and look forward to coming back. Jennifer, I wish I could join you in Hilton Head for SC Power Team's event, but I am stuck in Bentonville that week. You are in good company with Joe Quinn who will be speaking on the panel along with Arnold Kamler from Kent.

We are excited to announce a new business approach to bringing manufacturing jobs back to states like South Carolina. Below I've outlined our ask and I apologize in advance for the tight turnaround.

Context:

As you know, Walmart is investing \$250B over next 10 years in products that support American jobs. We believe that helping our suppliers establish and/or expand their U.S. manufacturing footprint is key to this effort's success. Specifically, we want to explore expediting the process of coordinating with state economic development offices such as yours, and with your help, we believe we can.

In the coming weeks, Walmart is set to solicit proposals for several US-made products for which rolled steel is a primary component. As part of this, we want to share preliminary information about potential manufacturing locations across the US. Our hope is that this information will help suppliers compare their options across states, and expedite their decision-making.

Where we'd like your help:

Attached to this email you will find a presentation that outlines 8 broad areas where our suppliers have indicated they are seeking information from states as they explore domestic manufacturing. Also attached is Word document with pre-populated information, based on what we could find from public sites. We would like your help:

- Validating the pre-populated information to ensure it is up-to-date

- Populating the portions tagged with "TBD"
- Providing any additional material that may be of value to suppliers in this early phase, and relevant contact information for follow-ups from suppliers

Timing:

To facilitate this, we hope to receive your responses by **12p EST, Monday 3/10**.

Please let me know if you have any questions. And we look forward to hearing from you soon.

Kathryn Wiseman

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