



May 7, 2010

Michael Pareles  
Strategic Resources Department  
United Food and Commercial Workers  
1775 K Street, NW  
Washington, DC 20006-1598

Ms. Jacqueline Caldwell  
Freedom of Information Officer  
Office of the U.S. Trade Representative  
1724 F Street, NW  
Washington, DC 20508

Dear Ms. Caldwell:

Under the Freedom of Information Act (5 U.S.C. 552), I am requesting full access to all documents and materials the Office of the US Trade Representative (USTR) may have produced or received from Sarah Thorn, Adam Hemphill, Ivan Zapien, Jana Barresi, Nicole Bivens Collinson, Jennifer Milveny, Edward Steiner or any other agent of Wal-Mart Stores Inc. (WMT) referencing China, the People's Republic of China or currency exchange rates with any foreign country. Documents may include, but are not limited to, any correspondence between the USTR and these individuals or entity as well as attached materials, any internal correspondence mentioning these individuals or entity as well as records and transcripts of any meetings which took place between USTR employees and these individuals and what was discussed, from January 1, 2008 to the present. I am requesting these records as a member of a non-profit institution.

Please supply the records without informing me of the cost if the fees do not exceed \$250.00, which I agree to pay.

If you deny any part of this request, please cite each specific reason that you think justifies your refusal to release the information. Please notify me of appeal procedures available under the law.

If you have any questions about this request, you can contact me by telephone (202) 223-3111, by fax (202) 721-8018 or by email at [mpareles@ufcw.org](mailto:mpareles@ufcw.org).

Sincerely,

A handwritten signature in black ink, appearing to be "Michael Pareles". The signature is fluid and cursive, written over a horizontal line.

Michael Pareles  
Strategic Resources Department  
United Food and Commercial Workers

EXECUTIVE OFFICE OF THE PRESIDENT  
OFFICE OF THE UNITED STATES TRADE REPRESENTATIVE  
WASHINGTON, D.C. 20508

September 7, 2010

Ms. Catherine Meals  
United Food and Commercial Workers  
1775 K Street, N.W.  
Washington, D.C. 20006-1598

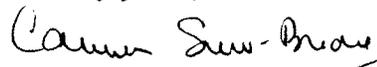
Dear Mr. Pareles:

This letter is USTR's partial response to your Freedom of Information Act request for "access to all documents and materials the Office of the USTR may have produced or received from Sarah Thorn, Adam Hemphill, Ivan Zapien, Jana Barresi, Nicole Bivens Collinson, Jennifer Milveny, Edward Steiner or any other agent of Wal-Mart Stores Inc. referencing China, the People's Republic of China or currency exchange rates with any foreign country."

Please be advised that after an initial search of our files, we have located twenty-four (24) documents that are responsive to your request. Of those, we are releasing twenty-four (24) documents in part. Documents have been redacted pursuant to 5 U.S.C. §552(b)(2), which pertains to certain internal personnel rules and practices of the agency where disclosure might risk the circumvention of a law or regulation and pursuant to 5 U.S.C. §552(b)(6), which pertains to personnel and medical files and similar information where disclosure would constitute and unwarranted invasion of personal privacy;

We will provide additional documents as they become available. Should you have any questions please contact the FOIA office at (202) 395-3419.

Sincerely yours,



Carmen Suro-Bredie  
Chief FOIA Officer

Case File #1050721

## Main, Ann

---

**From:** Sarah Thorn [Sarah.Thorn [REDACTED] (B) (6)]  
**Sent:** Thursday, January 28, 2010 10:39 AM  
**To:** Main, Ann  
**Cc:** Stratford, Tim; Reade, Claire E.  
**Subject:** RE: Meeting with Ed Chan, CEO of Walmart China

Thank you all so much. We'll see you next week.  
Sarah

### Sarah Thorn, Senior Director, Federal Government Relations

Phone: [REDACTED] Fax: [REDACTED] (B) (6)  
[sarah.thorn@\[REDACTED\]](mailto:sarah.thorn@[REDACTED])

Walmart  
[REDACTED]  
[REDACTED]  
[REDACTED] (B) (6)

Save money. Live better.

---

**From:** Main, Ann [mailto:Ann\_Main [REDACTED] (B) (2)]  
**Sent:** Thursday, January 28, 2010 10:38 AM  
**To:** Sarah Thorn  
**Cc:** Stratford, Tim; Reade, Claire E.  
**Subject:** RE: Meeting with Ed Chan, CEO of Walmart China

Hi!

I'm also available.

Per Tim's earlier email, he will try to stop by but can't commit since it's his last week in the office.

With that in mind, I have booked our China Office conference room for the meeting.

The China Office just moved quarters from the Winder building to the USTR Annex, 1724 F St. NW. Someone will meet you at the 1724 F St. guard's desk and escort you to the meeting space (on the fourth floor).

Best,

Ann

---

**From:** Reade, Claire E.  
**Sent:** Wednesday, January 27, 2010 5:57 PM  
**To:** 'Sarah Thorn'; Main, Ann  
**Cc:** Stratford, Tim  
**Subject:** RE: Meeting with Ed Chan, CEO of Walmart China

Tim is in China this week, but may have access to his calendar there and we may just hear from him! Ann is out today but should be in tomorrow, I think, and is very good about checking email. That time does work for me, so we are 1 for 3 right now!

---

**From:** Sarah Thorn [mailto:Sarah.Thorn[REDACTED]] (B)(6)  
**Sent:** Wednesday, January 27, 2010 2:38 PM  
**To:** Main, Ann; Reade, Claire E.  
**Cc:** Stratford, Tim  
**Subject:** Meeting with Ed Chan, CEO of Walmart China

Ann and Claire (and Tim -- not sure when you are leaving?):  
Ed Chan will be in town next week and I was wondering whether you might have time to meet to discuss the status of our retail operations in China? Might you be available on Thursday, February 4th at 1:30 PM?

Thanks much,  
Sarah

**Sarah Thorn, Senior Director, Federal Government Relations**  
Phone: [REDACTED] Fax: [REDACTED] (B)(6)  
[sarah.thorn@wal-mart.com](mailto:sarah.thorn@wal-mart.com)

Walmart

[REDACTED] (B)(6)  
**Save money. Live better.**

**Main, Ann**

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**From:** Reade, Claire E.  
**Sent:** Wednesday, January 27, 2010 7:22 PM  
**To:** Stratford, Tim  
**Cc:** Main, Ann  
**Subject:** RE: Meeting with Ed Chan, CEO of Walmart China

Think we may try to do the meeting in the China office conf rm if we can. What do you think, Ann? That way, we could at least be close to where TS might be lurking.

**From:** Stratford, Tim  
**Sent:** Wednesday, January 27, 2010 3:43 PM  
**To:** 'Sarah.Thorn [REDACTED]'; Main, Ann; Reade, Claire E. (B)(6)  
**Subject:** Re: Meeting with Ed Chan, CEO of Walmart China

That will possibly be my last day at ustr, so it may be difficult. If you are at ustr, I'd certainly try to at least drop by to say hello.  
Bst rgds,  
Tim

-----  
Sent from my BlackBerry Wireless Handheld

**From:** Sarah Thorn <Sarah.Thorn [REDACTED] (B)(6)>  
**To:** Main, Ann; Reade, Claire E.  
**Cc:** Stratford, Tim  
**Sent:** Wed Jan 27 14:38:26 2010  
**Subject:** Meeting with Ed Chan, CEO of Walmart China

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**Sarah Thorn, Senior Director, Federal Government Relations** (B)(6)  
Phone: [REDACTED] Fax: [REDACTED]  
[sarah.thorn@\[REDACTED\]](mailto:sarah.thorn@[REDACTED])

Walmart (B)(6)  
[REDACTED]  
**Save money. Live better.**

\*\*\*\* **Wal-Mart**  
:\*\*\*\*\*

## Main, Ann

---

**From:** Reade, Claire E.  
**Sent:** Wednesday, January 27, 2010 6:41 PM  
**To:** Main, Ann  
**Subject:** RE: Meeting with Ed Chan, CEO of Walmart China

yep

---

**From:** Main, Ann  
**Sent:** Wednesday, January 27, 2010 4:43 PM  
**To:** Reade, Claire E.  
**Subject:** Fw: Meeting with Ed Chan, CEO of Walmart China

Right now, that time works for me. For you?

---

**From:** Sarah Thorn <Sarah.Thorn [REDACTED] (B)(6)>  
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[sarah.thorn@\[REDACTED\]](mailto:sarah.thorn@[REDACTED]) (B)(6)

Walmart  
[REDACTED] (B)(6)  
[REDACTED]  
[REDACTED]

Save money. Live better.

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Phone: ██████████ Fax: ██████████ (B)(6)  
[sarah.thorn@██████████](mailto:sarah.thorn@██████████)

Walmart  
██████████ (B)(6)  
██████████  
**Save money. Live better.**

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[sarah.thorn@\[REDACTED\]](mailto:sarah.thorn@[REDACTED])

Walmart  
[REDACTED] (B)(6)  
[REDACTED]  
**Save money. Live better.**

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**Sarah Thorn, Senior Director, Federal Government Relations**

Phone: [REDACTED] Fax: [REDACTED] (B)(6)  
sarah.thorn [REDACTED]

Walmart

[REDACTED] (B)(6)  
**Save money. Live better.**

**Main, Ann**

---

**From:** Stratford, Tim  
**Sent:** Monday, March 02, 2009 9:34 AM  
**To:** 'Sarah Thorn'; Main, Ann; Reade, Claire E.  
**Subject:** RE: Meeting Request: Ed Chan, CEO Wal-Mart China, March 2nd

We're here and looking forward to seeing you.  
Tim

---

**From:** Sarah Thorn [mailto:Sarah.Thorn[REDACTED]] (B)(6)  
**Sent:** Monday, March 02, 2009 9:20 AM  
**To:** Stratford, Tim; Main, Ann; Reade, Claire E.  
**Subject:** Re: Meeting Request: Ed Chan, CEO Wal-Mart China, March 2nd

See you at 10? We're still on if you are.

---

**From:** Stratford, Tim  
**To:** Sarah Thorn; Main, Ann ; Reade, Claire E.  
**Sent:** Wed Feb 18 11:47:05 2009  
**Subject:** RE: Meeting Request: Ed Chan, CEO Wal-Mart China, March 2nd

Sarah,  
Claire, Ann and I would be happy to meet with Ed and the rest of your team on Mar. 2 at 10am in my office (Rm 401). We look forward to seeing you then.  
Bst Rgds,  
Tim

**From:** Sarah Thorn [mailto:Sarah.Thorn[REDACTED]] (B)(6)  
**Sent:** Wednesday, February 18, 2009 10:54 AM  
**To:** Stratford, Tim; Main, Ann; Reade, Claire E.  
**Subject:** Meeting Request: Ed Chan, CEO Wal-Mart China, March 2nd

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Ed Chan, our CEO of Wal-Mart China will be in town on March 2nd. I was hoping that you might have time to meet with him in the morning (10 AM?) to discuss the state of retail in China? Tim, you were gracious to meet with Ed in 2006 when he was just starting his position as CEO. Accompanying Ed will be Jana Carter, our Director of International Corporate Affairs and myself. I have attached Ed's bio for ease of reference.

Thanks for your consideration,  
Sarah

<<Ed Chan bio E.doc>>

**Sarah Thorn, Director, International Trade**  
Federal Government Relations  
Phone: [REDACTED] Fax: [REDACTED]  
[sarah.thorn@\[REDACTED\]](mailto:sarah.thorn@[REDACTED])

(B)(6)

Wal-Mart Stores, Inc.



(B)(6)

Save money. Live better.

.....\*\*\*\*\*

**Main, Ann**

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**Sent:** Monday, March 02, 2009 9:22 AM  
**To:** Main, Ann; 'Sarah.Thorn [REDACTED]'; Stratford, Tim  
**Subject:** RE: Meeting Request: Ed Chan, CEO Wal-Mart China, March 2nd

(B)(6)

And I am already in the office, so that is the quorum.

---

**From:** Main, Ann  
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**To:** 'Sarah.Thorn [REDACTED]'; Stratford, Tim; Reade, Claire E.  
**Subject:** Re: Meeting Request: Ed Chan, CEO Wal-Mart China, March 2nd

(B)(6)

Yes tim and I should be there by 10 so see you then

---

**From:** Sarah Thorn  
**To:** Stratford, Tim; Main, Ann; Reade, Claire E.  
**Sent:** Mon Mar 02 09:19:44 2009  
**Subject:** Re: Meeting Request: Ed Chan, CEO Wal-Mart China, March 2nd

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(B)(6)

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Thanks for your consideration,  
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<<Ed Chan bio E.doc>>

**Sarah Thorn, Director, International Trade**

Federal Government Relations

Phone: [REDACTED] Fax: [REDACTED]

sarah.thorn [REDACTED]

(B)(6)

Wal-Mart Stores, Inc.

[REDACTED]

(B)(6)

**Save money. Live better.**

**Main, Ann**

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Sarah

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**Sarah Thorn, Director, International Trade**  
Federal Government Relations  
Phone: [REDACTED] Fax: [REDACTED] (B)(6)  
[sarah.thorn \[REDACTED\]](mailto:sarah.thorn [REDACTED])

Wal-Mart Stores, Inc.  
[REDACTED] (B)(6)  
[REDACTED]  
**Save money. Live better.**

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## Main, Ann

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**From:** Stratford, Tim  
**Sent:** Wednesday, February 18, 2009 12:47 PM  
**To:** 'Sarah Thorn'; Main, Ann; Reade, Claire E.  
**Subject:** RE: Meeting Request: Ed Chan, CEO Wal-Mart China, March 2nd

Sarah,  
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Phone: ██████████ Fax: ██████████ (B)(6)  
sarah.thorn@██████████

Wal-Mart Stores, Inc.  
██████████ (B)(6)  
Save money. Live better.

## Main, Ann

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**From:** Stratford, Tim  
**Sent:** Wednesday, February 18, 2009 12:34 PM  
**To:** Reade, Claire E.; Main, Ann  
**Subject:** RE: Meeting Request: Ed Chan, CEO Wal-Mart China, March 2nd

Fine. Let's hear back from Ann to ensure her availability and then I'll respond.

---

**From:** Reade, Claire E.  
**Sent:** Wednesday, February 18, 2009 12:33 PM  
**To:** Stratford, Tim; Main, Ann  
**Subject:** RE: Meeting Request: Ed Chan, CEO Wal-Mart China, March 2nd

That would be dandy. Thanks, Tim.

**From:** Stratford, Tim  
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Great.

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Phone: [REDACTED] Fax: [REDACTED]

[sarah.thorn@\[REDACTED\]](mailto:sarah.thorn@[REDACTED])

(B)(6)

Wal-Mart Stores, Inc.

[REDACTED]  
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(B)(6)

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Phone: [REDACTED] Fax: [REDACTED] (B)(6)

sarah.thorn [REDACTED]

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Phone: [REDACTED] Fax: [REDACTED] (B)(6)  
sarah.thorn [REDACTED]

Wal-Mart Stores, Inc.

[REDACTED]  
[REDACTED] (B)(6)

**Save money. Live better.**

**Main, Ann**

---

**From:** Reade, Claire E.  
**Sent:** Wednesday, February 18, 2009 12:32 PM  
**To:** Stratford, Tim; Main, Ann  
**Subject:** RE: Meeting Request: Ed Chan, CEO Wal-Mart China, March 2nd

Great.

---

**From:** Stratford, Tim  
**Sent:** Wednesday, February 18, 2009 12:32 PM  
**To:** Reade, Claire E.; Main, Ann  
**Subject:** RE: Meeting Request: Ed Chan, CEO Wal-Mart China, March 2nd

Works for me. Shall we meet in my office?

**From:** Reade, Claire E.  
**Sent:** Wednesday, February 18, 2009 12:25 PM  
**To:** Stratford, Tim; Main, Ann  
**Subject:** FW: Meeting Request: Ed Chan, CEO Wal-Mart China, March 2nd

That timing works for me – does it work for you two?

**From:** Sarah Thorn [mailto:Sarah.Thorn [REDACTED]] (B)(6)  
**Sent:** Wednesday, February 18, 2009 10:54 AM  
**To:** Stratford, Tim; Main, Ann; Reade, Claire E.  
**Subject:** Meeting Request: Ed Chan, CEO Wal-Mart China, March 2nd

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Thanks for your consideration,  
Sarah

<<Ed Chan bio E.doc>>

**Sarah Thorn, Director, International Trade**  
Federal Government Relations  
Phone: [REDACTED] Fax: [REDACTED] (B)(6)  
[sarah.thorn@\[REDACTED\]](mailto:sarah.thorn@[REDACTED])

Wal-Mart Stores, Inc.  
[REDACTED] (B)(6)  
[REDACTED]  
**Save money. Live better.**



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Phone: [REDACTED] Fax: [REDACTED] (B)(6)  
[sarah.thorn@\[REDACTED\]](mailto:sarah.thorn@[REDACTED])

Wal-Mart Stores, Inc.  
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[REDACTED] (B)(6)

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Phone: [REDACTED] Fax: [REDACTED] (B)(6)  
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Wal-Mart Stores, Inc.  
[REDACTED]  
[REDACTED] (B)(6)  
**Save money. Live better.**



**Ed Chan**  
*President & CEO*  
*Wal-Mart China*

Ed Chan joined Wal-Mart China in November 2006 as President and CEO. He is responsible for the company's China retail operation which includes 68 units in 34 cities and employs over 36,000 associates.

Before joining Wal-Mart, Chan was Regional Director North Asia of the Dairy Farm Group and a Director of Dairy Farm Management Services Limited. He was responsible for the Group's retail businesses in China's mainland, Hong Kong, Taiwan and Korea. He was in that position since November 2001. Prior to that, he was the Chief Executive Officer of the Group's Wellcome Supermarket Division in Taiwan.

Prior to Dairy Farm, Chan worked for Bertelsmann Music Group (BMG), a unit of Bertelsmann AG, starting in 1989 as corporate development manager based in New York. He was later named Managing Director of BMG Taiwan and was subsequently promoted to Managing Director of BMG Hong Kong and China.

Chan began his professional career as an analyst with McKinsey & Company in San Francisco and Hong Kong for two years.

He holds a Bachelor degree from the University of Chicago and a Master Degree from the Sloan School of Management, Massachusetts Institute of Technology.

Mr. Chan, [REDACTED] is married to [REDACTED]. Both are naturalized U.S. citizens. They have three daughters, [REDACTED] and [REDACTED].

(B)(6)

**Main, Ann**

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**From:** Sarah Thorn [Sarah.Thorn [REDACTED] (B)(6)]  
**Sent:** Wednesday, February 18, 2009 10:54 AM  
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**Attachments:** Ed Chan bio E.doc

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Federal Government Relations  
Phone: [REDACTED] Fax: [REDACTED] (B)(6)  
[sarah.thorn@\[REDACTED\]](mailto:sarah.thorn@[REDACTED])

Wal-Mart Stores, Inc.  
[REDACTED] (B)(6)  
[REDACTED]

**Save money. Live better.**

\*\*\*\*\*



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*President & CEO*

*Wal-Mart China*

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Mr. Chan, [REDACTED] Both are naturalized U.S. citizens. They have three daughters, [REDACTED] (B)(6)

**Main, Ann**

---

**From:** Sarah Thorn [Sarah.Thorn [REDACTED] (B)(6)]  
**Sent:** Friday, September 12, 2008 3:21 PM  
**To:** Main, Ann  
**Subject:** RE: quick chat?

Ann:  
Good to talk to you. I appreciate all your help with the store approvals. If you get a chance, please do send your rough translation over.  
Thanks,  
Sarah

**Sarah Thorn, Director, International Trade**  
Federal Government Relations  
Phone: [REDACTED] Fax: [REDACTED] (B)(6)  
[sarah.thorn@\[REDACTED\]](mailto:sarah.thorn@[REDACTED])

Wal-Mart Stores, Inc.  
[REDACTED] (B)(6)

Save money. Live better.

---

**From:** Main, Ann [mailto:Ann\_Main [REDACTED] (B)(2)]  
**Sent:** Friday, September 12, 2008 1:41 PM  
**To:** Sarah Thorn; James.Pruitt [REDACTED]  
**Subject:** RE: quick chat?

I will call you at 2 and link in Jim. thanks

**From:** Sarah Thorn [mailto:Sarah.Thorn [REDACTED] (B)(6)]  
**Sent:** Friday, September 12, 2008 1:21 PM  
**To:** James.Pruitt [REDACTED], Main, Ann (B)(2)  
**Subject:** RE: quick chat?

Great. Can one of you call me on my cell and then link the other in?  
Cell:

[REDACTED] (B)(2)

**Sarah Thorn, Director, International Trade**  
Federal Government Relations  
Phone: [REDACTED] Fax: [REDACTED] (B)(6)  
[sarah.thorn@\[REDACTED\]](mailto:sarah.thorn@[REDACTED])

Wal-Mart Stores, Inc.  
[REDACTED] (B)(6)

Washington, DC 20001  
Save money. Live better.

---

**From:** James.Pruitt [mailto:James.Pruitt] (B)(2)  
**Sent:** Friday, September 12, 2008 1:17 PM  
**To:** Main, Ann  
**Cc:** Sarah Thorn  
**Subject:** RE: quick chat?

works for me

"Main, Ann" <Ann.Main> (B)(2)

09/12/2008 01:16 PM

To "Sarah Thorn" <Sarah.Thorn> (B)(6)  
cc <James.Pruitt> (B)(2)  
Subject RE: quick chat?

2 is fine w/ me. jim, ok w you?

**From:** Sarah Thorn [mailto:Sarah.Thorn] (B)(6)  
**Sent:** Friday, September 12, 2008 1:15 PM  
**To:** Main, Ann  
**Cc:** James.Pruitt (B)(2)  
**Subject:** RE: quick chat?

I'm on a conference call now. Could we talk at 2pm?  
Sarah

**Sarah Thorn, Director, International Trade**  
Federal Government Relations  
Phone: [redacted] Fax: [redacted] (B)(6)  
[sarah.thorn](mailto:sarah.thorn) [redacted]

Wal-Mart Stores, Inc.

[redacted] (B)(6)  
Save money. Live better.

---

**From:** Main, Ann [mailto:Ann.Main] (B)(2)  
**Sent:** Friday, September 12, 2008 12:34 PM  
**To:** Sarah Thorn  
**Cc:** James.Pruitt [redacted]

**Subject:** quick chat?

Hi, sarah. Just left a (too long!)voicemail mess for you

Would you have time for quick phone chat today w/ jim and me? we would welcome any initial feedback you have regarding today's mofcom notice sending approval authority for new retail outlets to provincial level mofcom (but it sounds like local levels also would have to sign off).

Best,

Ann

FYI – my direct dial is [REDACTED]

(B)(C2)

**Main, Ann**

---

**From:** Sarah Thorn [Sarah.Thorn [REDACTED] (B)(6)]  
**Sent:** Monday, November 03, 2008 4:51 PM  
**To:** Stratford, Tim; Main, Ann  
**Subject:** Meeting Request  
**Attachments:** Wal-Mart China Sustainability Summit Fact Sheet.doc db.pdf

Tim/Ann:  
Beth Keck, Wal-Mart Sr. Director of International Sustainability and Sourcing and Jana Carter our new Senior Director for International Corporate Affairs will be in town next week and I was wondering whether we might come by for a quick meeting. The purpose of the meeting would be to update you on our recent Sustainability Summit (fact sheet attached) and state of our China operations.

We would propose to meet on Thursday the 13th in the afternoon. Might you be available?  
Thanks,  
Sarah

<<Wal-Mart China Sustainability Summit Fact Sheet.doc db.pdf>>

**Sarah Thorn, Director, International Trade**  
Federal Government Relations  
Phone: [REDACTED] Fax: [REDACTED] (B)(6)  
[sarah.thorn@\[REDACTED\]](mailto:sarah.thorn@[REDACTED])

Wal-Mart Stores, Inc.  
[REDACTED] (B)(6)  
**Save money. Live better.**

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## CHINA SUSTAINABILITY SUMMIT: FACT SHEET

On October 22, 2008 Wal-Mart Stores, Inc. took the next step in its sustainability journey by hosting an unprecedented gathering of more than 1,000 leading suppliers, Chinese officials and NGOs in Beijing, China and outlined a series of aggressive goals and expectations to build a more environmentally and socially responsible global supply chain. These efforts and others are helping Wal-Mart follow through on commitments the company made in January about China and our mission of saving people money so they can live better.

### Building a More Environmentally and Socially Responsible Supply Chain

Wal-Mart believes that bringing sustainability in its operations and its supply chain -- selling and making products in an efficient, ethical and environmentally responsible way -- will be essential to meeting the expectations of customers in the future. Wal-Mart will work with its suppliers to become a more environmentally and socially responsible retailer in China and to set new standards for responsible sourcing throughout the global supply chain.

#### Required Demonstration of Compliance with Environmental Laws and Regulations

China's desire for a cleaner environment is clear, and the laws on the books reflect that. **Wal-Mart is taking a number of steps to further strengthen and enforce supplier compliance with environmental and social standards, including the creation of a new supplier agreement that will require factories to certify compliance with laws and regulations where they operate as well as rigorous social and environmental standards.**

Suppliers will need to take ownership of compliance in their factories and they will need to demonstrate that they are regularly and rigorously auditing their own factories. Wal-Mart will step-up and strengthen the company's own unannounced audits and will require suppliers to allow third-party audits.

Wal-Mart's audits will now include a focus on specific environmental criteria—including a factory's air emissions, its wastewater discharges, and its management of toxic substances and hazardous waste disposal. **The agreement will be phased in beginning with suppliers in China in January 2009 and expand to suppliers around the world by 2011.**

Over time, Wal-Mart expects to have stronger, closer and deeper relationships with suppliers who share Wal-Mart's commitment to being socially and environmentally responsible. And as part of that, those who share Wal-Mart's goals, who innovate, who become more efficient and who drive sustainable practices throughout their own businesses will be more likely to share in Wal-Mart's business growth.

#### Improved Supplier Energy Efficiency

**Wal-Mart will partner with its suppliers to improve energy efficiency and use fewer natural resources.** Over the last few years, Wal-Mart has worked to reduce the footprint of its stores and buildings and is now asking its suppliers' factories in China to do the same. **Wal-Mart's goal is for the top 200 factories it sources from to achieve a 20 percent improvement in energy efficiency by 2012.** The company will share information and best practices with all of the factories it sources from as well as its competitors.

## Higher Standards of Product Safety and Quality

Wal-Mart customers trust that Wal-Mart is a place where they will find top-quality products. Wal-Mart is asking its suppliers to take safety and quality to an even higher level because paying more in the short term will mean paying less in the long term as a company. **Wal-Mart aims to drive returns on defective merchandise virtually out of existence by 2012.**

## Greater Transparency and Ownership

An environmentally and socially responsible supply chain cannot be achieved without a system that promotes open communication and accountability. **By 2009, Wal-Mart will require all direct import suppliers plus all suppliers of private label and non-branded products to provide the name and location of every factory they use to make the products Wal-Mart sells** This process will begin in the area of apparel and will then move forward with a phased-in approach for home, toys and other product categories. By the end of 2009, Wal-Mart expects that the roll-out will include all merchandise.

**Wal-Mart will also require all suppliers it buys from directly to source 95 percent of their production from factories that receive the highest ratings in audits for environmental and social practices by 2012.**

## Applying Wal-Mart's Sustainability Vision to its China Operations

Few challenges in our world today are more pressing than protecting the environment and, in China, Wal-Mart has a unique opportunity to lead. With the largest population, and a robust manufacturing industry, no market presents a greater opportunity for environmental sustainability to take hold than China.

## Making Stores More Energy Efficient

**Wal-Mart China will design and open a new store prototype that uses 40 percent less energy and will reduce energy use by 30 percent in existing stores by 2010.** By making our existing Wal-Mart China stores 30 percent more efficient over the next two years, the company can prevent the release of more than 310,000 tons of greenhouse gases per year.

## Using Water More Responsibly

**During the next two years, Wal-Mart China will aim to cut water use in all of its stores by half** by investing in new hardware and systems and developing best practices that will help its associates and stores use water more efficiently.

## Bringing More Environmentally Sustainable Products to Store Shelves

In the coming years, Wal-Mart China will stock its shelves with more environmentally responsible products. These items will require less energy to manufacture and use and will create less waste.

By working closely with the Ministry of Commerce, Wal-Mart China will expand the success of its Direct Farm Program by engaging as many as one million farmers, allowing Wal-Mart China to bring its customers better quality, sustainably-harvested produce, and better financial returns to farmers by 2011.

Wal-Mart China will also help its customers use less energy by ensuring that all **energy-intensive appliances it sells use 25 percent less energy than they do today by 2011**. This will eliminate 8,000 tons of coal from being burned for energy and save Wal-Mart China customers 16 million RMB on their power bills.

**Wal-Mart China will reduce the hazardous substances in products sold in its stores by ensuring that half of the electronics on its shelves will be RoHS compliant, a standard used globally for reducing hazardous substances in the manufacturing of electronics, by 2010.**

To sell products that create less waste and use less of our natural resources, **Wal-Mart China will work with suppliers to reduce packaging on all products by 5 percent by 2013.**

## Working Closely with the Chinese Government and the NGO Community

On the environment, the Chinese government has set strong goals for sustainability and Wal-Mart is aligned with those goals. Wal-Mart and the Administrative Center for China's Agenda 21 of the Ministry of Science and Technology signed a Memorandum of Understanding that will serve as an example of a partnership that benefits both industry and government. Wal-Mart China will also reach beyond its own operations to engage customers and suppliers and form partnerships with government and NGOs.

**Wal-Mart China will continue to rely on the expertise of NGOs to drive greater innovation in its stores and higher environmental standards in the supply chain.**

**Main, Ann**

---

**From:** Sarah Thorn [Sarah.Thorn [REDACTED] (B)(6)]  
**Sent:** Friday, September 12, 2008 1:21 PM  
**To:** James.Pruitt [REDACTED] Main, Ann (B)(2)  
**Subject:** RE: quick chat?

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[REDACTED] (B)(6)

**Sarah Thorn, Director, International Trade**

Federal Government Relations

Phone: [REDACTED] Fax: [REDACTED] (B)(6)

[sarah.thorn](mailto:sarah.thorn) [REDACTED]

Wal-Mart Stores, Inc.

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**Subject:** RE: quick chat?

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Federal Government Relations

Phone: [REDACTED] Fax: [REDACTED]

[sarah.thorn](mailto:sarah.thorn) [REDACTED]

(B)(6)

Wal-Mart Stores, Inc.

[REDACTED]  
[REDACTED]

Save money. Live better.

(B)(6)

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Phone: [REDACTED] Fax: [REDACTED]  
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Federal Government Relations  
Phone: [REDACTED] Fax: [REDACTED] (B)(6)  
[sarah.thorn@\[REDACTED\]](mailto:sarah.thorn@[REDACTED])

Wal-Mart Stores, Inc.  
[REDACTED] (B)(6)

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**From:** Main, Ann [mailto:Ann\_Mair [REDACTED] (B)(2)]  
**Sent:** Friday, September 12, 2008 12:34 PM  
**To:** Sarah Thorn  
**Cc:** James.Pruitt [REDACTED] (B)(2)  
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