



To: Apparel Suppliers

From: Linda Council, Technical Compliance Mgr. Product Development
Shirley Cottingham, Store Planning Hanger Buyer

Date: December 10, 2003

Subject: Wal-Mart/Sam's Club Hanger Program 2004

To Whom It May Concern:

This memorandum is to serve as a reminder that the our new Wal-Mart Stores, Inc./SAM'S CLUB Apparel Hanger Program will be implemented for the Fall of 2004 selling season. New hangers will ship with all approved apparel programs for the Fall of 2004.

Our new Corporate Hanger Program is designed to present a uniform look in our stores and clubs. Overall quality, design and specifications have been improved by using agreed upon Wal-Mart/Sam's/VICS standards.

Current Authorized Wal-Mart Stores, Inc./ SAM'S CLUB hanger suppliers are:

Plasti-Form*

Mainetti

The Accessory Corporation

Terpac

Randy Hangers

A & E

Uniplast

*Note: Supplier Plasti-Form will provide all Pinch Clip Hangers exclusively.

Supplier Responsibilities:

- Ship all apparel merchandise to Wal-Mart/Sam's Club with hangers on all garments and ready to set on the sales floor.
- Merchandise must be sized correctly, hung on the appropriate hanger and have the correct size clips.
- Review, understand and distribute the hanger guide to the appropriate people in your company

Suppliers can locate the current Corporate Hanger Program Guide and Sizer clip guidelines on Retail link. The attached are the links to these guides:

http://rl/docs/us/eng/vendor_guides/apparel_manual/Hanger_Catalog.pdf

http://rl/docs/us/eng/vendor_guides/apparel_manual/WMSizerProgram.pdf

All hanger compliance questions should be directed to linda.council@wal-mart.com .
Contact hanger buyer shirley.cottingham@wal-mart.com for other hanger related questions.

Your cooperation with the new hanger program is appreciated.