



Food & Agricultural Products Center

NEWS RELEASE

Adding Value to Oklahoma

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Walmart executives and suppliers meet at the FAPC

By Stacy Patton, FAPC Communications Graduate Assistant

STILLWATER, Okla. –The Robert M. Kerr Food & Agricultural Products Center, located on the campus of Oklahoma State University, welcomed Walmart executives and suppliers who gathered for the Walmart Case-Ready Supplier Summit on July 22-24.

The FAPC was pleased to host Walmart for its summit, said Jake Nelson, FAPC value-added meat processing specialist.

“The summit came to be held at the FAPC because recent research conducted by Dr. Brad Morgan of the department of animal science was evaluated by Walmart, and through that interaction Walmart was able to visit the FAPC, meet the people and tour the facilities,” Nelson said. “The FAPC provides a good working atmosphere for programs like this summit.”

Walmart meets with many of its suppliers annually to ensure continued product quality and freshness. This year’s summit focused on beef and pork specifications and customer satisfaction.

“Having Walmart executives and many of the company’s beef and pork suppliers on campus was invaluable,” Morgan said. “Once you get the people on campus, half the battle is won when they see the FAPC facilities. Not only is it good publicity for the FAPC, but also relationships are built and opportunities arise to get students hired for internships and full-time positions.”

Michael Hillyer, business development manager for Walmart Stores Inc., said the summit was important to both Walmart and the participating suppliers because it focused on providing consistent quality to customers, which in turn drives satisfaction.

“It is about our customers—putting them in the center of the decision-making process,” Hillyer said. “The summit provided everyone with the knowledge and understanding of our quality and freshness expectations that will continue to drive customer satisfaction. Everyone left the summit energized, and we have already experienced positive results of having a collaborative effort, working together to constantly improve our fresh beef and pork programs.”

Morgan said the meeting was well received by the participants, and as a result, Morgan and members of the FAPC will have the opportunity to work on four or five projects with Walmart to supply needed information.

Hillyer said the decision to hold the summit at OSU was an easy one due to the world-class staff and the fact that the FAPC is such an excellent facility.

“The support and hospitality from Dr. Morgan, Mr. Nelson and the staff made the summit a huge success,” Hillyer said. “We are also very grateful for the wonderful support that was received from the Oklahoma Beef Council.”

The Oklahoma Beef Council and the National Cattlemen’s Beef Association (NCBA), Walmart Stores Inc., and the National Pork Board sponsored the meals throughout the summit.

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