It’s On!

Joe Quinn

2016 Economic Dev Forum
Tulsa, Oklahoma
Advantages

- EDLC/EDLP
- Better inventory management
- Quicker response times
- Less volatility

Walmart will buy an additional $250 billion in US products over next ten years.
Kent Bicycle in Clarendon County, South Carolina is assembling bicycles in United States for the first time in years.
The Rockline Story

Strategic Event
Reach Stakeholders
Media Coverage
Walmart Interaction
Rockline to Expand in Springdale to Fill Wal-Mart Order

by Arkansas Business Staff on Thursday, Oct. 1, 2015 11:03 am

Rockline Industries, a global leader in the manufacture of consumer wet wipes and coffee filters, will add additional facial wipe manufacturing capacity for Wal-Mart at its plant in Springdale. The facial wipe production is being moved to the United States from the European Union.

Rockline has invested $15 million in capital toward both expansion of the Arkansas based production capability and construction of a new facial wipes line. By on-shoring additional production of facial wipes, this initiative will support the growth of over 50 Arkansas manufacturing jobs over the next year. In Arkansas, Rockline employs over 800 hourly employees.

Walmart has committed to purchasing an additional $250 billion by 2023 to support domestic manufacturing and U.S. jobs. As the nation recognized National Manufacturing Day today, Rockline Industries and Walmart jointly hosted a dedication event at the Springdale plant in celebration of the transfer of production of the new facial wipes line to Arkansas from Europe.

Walmart commits to Rockline wipes

Friday, 02 October 2015

Wet wipes and coffee filter manufacturer Rockline Industries is to add additional facial wipe manufacturing capacity for Walmart at its Springdale, Arkansas, plant. Production is moving to the US from the European Union.

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Rockline Industries brings production of its facial wipes back to US

Rockline Industries, a leader in the manufacture of consumer wet wipes and coffee filters, will add additional facial wipe manufacturing capacity for Walmart at its Springdale, AR plant.

The production is moving to the US from the European Union. The company has invested US $15 million in capital toward both expansion of the Arkansas based production capability and construction of a new facial wipes line.

By on-shoring additional production of facial wipes, this initiative is expected to support the growth of over 50 Arkansas manufacturing jobs over the next year, the company reports.

Supporting domestic manufacturing

Walmart has committed to purchasing an additional US $250 billion by 2023 to support domestic manufacturing and US jobs. As the nation recognizes Manufacturing Day, Rockline Industries and Walmart are jointly hosting a dedication event at the Springdale plant on 1 October in celebration of the transfer of production of the new facial wipes line to Arkansas from Europe.

“Walmart has been a great partner for many years and we're pleased to be working with them to bring jobs back to the US,” said Randy Rudolph, President of Rockline Industries. "Rockline has always been dedicated to helping the communities in which we operate and we're confident this move will create a beneficial impact throughout the state of Arkansas.”

Firm invests $15M in Springdale plant to make facial wipes for Wal-Mart

By Sara Janek
This article was published October 1, 2015 at 12:13 p.m.

A coffee filter and wet wipes manufacturing company said Thursday it has invested $15 million to expand its Springdale plant, which will produce a new facial wipes line for Wal-Mart.

Wisconsin-based Rockline Industries said it expects the expansion will add about 50 manufacturing jobs.

The production of the new facial wipes line is transferring from Europe to the company’s Springdale plant.

Rockline Industries last year purchased a 240,000-square-foot plant in Russellville, an expansion which allowed the company to accommodate increased production at the Springdale plant, Rockline Industries President Randy Rudolph said in a statement.
Rockline returns facial wipe production to the U.S. as part of Wal-Mart initiative

Submitted by The City Wire Staff on Thu, 10/01/2015 - 4:17pm

story by Jamie Smith
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Local Manufacturing Company Transferring Jobs to Springdale

Published 10/01/2015 04:23PM  Updated 10/01/2015 06:05PM

Walmart Exec Touts Buy-American Initiative At Fort Smith Chamber Event

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In the News…

The day before the event…

ROCKLINE INDUSTRIES

The day of the event…

ROCKLINE INDUSTRIES
Walmart U.S. Manufacturing Summit

- 700 supplier / Walmart buyer meetings
- Supplier Academy classes offered
- Innovation Fund updates
- Business card exchange at large CEO hosted social event
The American Dream...
Small Company, Big Idea

• Small suppliers with unique products that customers want
• Every new product does not roll have to roll out in all stores
• Primary criteria is that a product be fully developed and ready for stores
Walmart in the United States

- FYE 2014 sales of $473 billion
- 245 million global customers a week
- We promote 160,000 people a year and 75% of management team started as hourly associates
- 11,000 stores under 71 banners in 27 countries and e-commerce web sites in 10 countries
Mom believes Made in USA is second only to price in how she makes family shopping decisions.

85% of Moms feel it is very important that we are selling products made in the USA.

Mom believes that products made in the USA are generally of higher quality.
Walmart will buy an additional $250 billion in US made goods over the next ten years. $250 billion would equate to roughly 250,000 manufacturing jobs. One manufacturing job normally creates three service related jobs.
US Manufacturing Innovation Fund

- Find the right thought and innovation leaders to make it more feasible to make household goods in US
- Five year project with the US Conference of Mayors
- $10 million fund to bring people together to work for opportunity
- Primary focus right now is to help solve the challenges faced by textile companies to bring the work home
• All patio furniture had been made in China. Production now moving to Alabama.

• Long lead time to design, manufacture, and ship patio furniture

• The Walmart RFP asked manufacturers to bid on business and produce the patio furniture in the US

• Patio furniture is not a product where people look for a brand name

• New approach for Walmart
Good for business

- Creates more jobs for Americans
- Communities care about local jobs and American renewal
- Rebuilding the middle class will take everyone in both the public and private sector
The US is often cost competitive and the gap in labor costs is narrowing.
Business Challenges Walmart Suppliers Face As They Consider Move

1. Lack of information on where to locate
2. Supply chain issues
3. Available skilled labor
4. Access to financing
5. Getting through the process
6. Regulatory issues
More Information

• www.walmart-jump.com

• Submit product proposals to buyers

• Updates on initiative

• Success stories

• General information and FAQ’s

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