

Lord of the Things

WAL-MART EMPLOYS MORE PEOPLE THAN THE U.S. POSTAL SERVICE. Its constellation of suppliers reaches every continent but Antarctica. It rings up more sales than all other general-merchandise retailers combined. As Sam Walton's retailing empire turns 40 this year (along with, coincidentally, its two lesser rivals, Kmart and Target), the company brain trust in Bentonville, Ark., has plenty of reasons to gloat, even during the recessionary doldrums. Told in numbers, here are just a few. — OWEN THOMAS



Annual sales: \$220 billion

Number of employees worldwide: 1.28 million

Number of stores worldwide: 4,382

Supercenters: 1,060

Sam's Clubs: 495

New stores opening in 2002: 420

1970 at the offering price of \$16.50 per share: \$11.5 million

Rank of Wal-Mart among all retailers in annual grocery sales in the United States: 1

Rank in jewelry sales: 1

Percentage of Procter & Gamble's \$40 billion in annual sales accounted for by Wal-Mart: 15

Number of pallets transported by Wal-Mart trucks each week: 50 million

Estimated number of hot dogs sold each year in Wal-Mart snack bars: 70 million

Percentage of dry dog food sold in the United States (outside of pet stores) that is purchased in Wal-Mart stores: 35

Percentage of toothpaste that is purchased in Wal-Mart stores: 24

Total square miles of Wal-Mart's occupied retail space: 18.3

Number of years, at current growth rates, until retail space equals the land area of Manhattan: 5

Terabytes of data in Wal-Mart's data warehouse in Bentonville: 500

Terabytes in the data warehouse of the U.S. Internal Revenue Service: 40

Megawatt-hours of energy consumed last year by Wal-Mart stores: 7.8 million

Annual megawatt-hours generated by the Hoover Dam: 4 million

Annual advertising expenditures: \$498 million

Metric tons of gold purchased annually for Wal-Mart by its suppliers: 18.4

Number of Olympic-size swimming pools that could be filled with baby food sold annually in Wal-Mart stores: 58

Typical starting hourly wage of a Wal-Mart associate: \$6.50

Estimated value of goods Wal-Mart employees steal from Wal-Mart stores each year: \$1 billion

Estimated value of goods stolen by shoplifters: \$700 million

All-time one-day sales record (Nov. 23, 2001): \$1.25 billion

Number of Wal-Mart-owned Learjets: 18

Number of Wal-Mart pilots: 60

Number of Wal-Mart employees in China: 4,000

Number of children recovered through Wal-Mart's Missing Children's Boards since the program began in 1996: 50

Estimated annual sales of the 850 McDonald's that operate inside Wal-Mart stores: \$1.3 billion

Number of daily customers at Wal-Mart stores worldwide: 15.7 million

Number of unique daily visitors at Walmart.com: 450,000

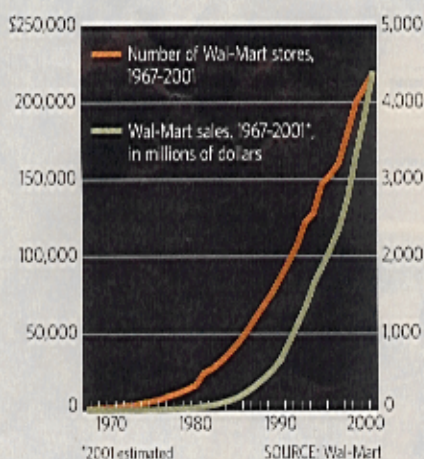
Items stocked by a typical Wal-Mart Supercenter: 100,000

Items stocked by Walmart.com: 600,000

Top-selling book on Walmart.com, January 2002: *Journey Through Heart Songs*, by Mattie J.T. Stepanek

Top-selling CD: *Weathered*, by Creed

Wal-Mart's projected market capitalization in 2020: \$11.1 trillion



Number of suppliers: 30,000

U.S. state with the most Wal-Marts: Texas (316)

State with the fewest: Vermont (4)

Value today of 100 shares of Wal-Mart stock, purchased in

Top 10 best-selling products in 2001*	
PRODUCT	SALES IN MILLIONS
Videotapes and DVDs	\$1,556
Diapers	\$1,132
Cigarettes	\$1,023
Toilet paper	\$952
Milk	\$918
Dog food (dry)	\$868
Batteries	\$849
Breakfast cereal	\$726
Film	\$705
Pet supplies	\$664

*As tracked by ACNielsen

RESEARCH BY STEVEN FINCH, MATTHEW MAIER, DAVID ORENSTEIN, OWEN THOMAS

SOURCES: ACNielsen; Advertising Age; Economist; Kenneth Gassman, analyst, Davenport & Co.; Reuters; Rogers, Ark.; Rotary Club minutes; San Leandro, Calif.; Wal-Mart; U.S. Department of the Interior; U.S. Green Building Council; Wal-Mart stores and other company sources; Walmart.com; World Gold Council; Zacks Investment Research