

# Wal-Mart Stores, Inc.

## Region 7

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August 15, 2006

The Honorable Evan Bayh  
463 Russell Senate Office Bldg  
Washington DC 20510  
Delivered to fax: 202-228-1377

Dear Senator Bayh,

It is our understanding that you will be taking part in a bus tour being organized by the union-funded groups attacking our company. As a leader who advocates on behalf of working families, we hope that you will be open to learning more about Wal-Mart. We believe strongly that our company is a positive force for the working men and women of this country.

Every year, Wal-Mart creates tens of thousands of jobs in the United States. And those are good jobs. We pay competitive wages and offer opportunities to advance. In fact, more than three-quarters of our store managers started as hourly associates.

We also offer affordable and accessible health benefits to our associates. This isn't the norm in retail, but every Wal-Mart associate -- both full-time and part-time -- can become eligible for our health plans. They are available for as little as \$11 in some areas and \$23 anywhere in America. They also come with \$3 co-pays on some prescription drugs that treat common illnesses.

At the same time, we are committed throughout the Wal-Mart family to being good stewards of the environment. We are taking environmentally-friendly actions to reduce waste and conserve energy. For example, by wrapping fresh food in corn-based packaging, we will save 800,000 gallons of gasoline and prevent more than 11 million pounds of greenhouse gases from polluting our environment. We are also offering working families organic products -- like fruits and vegetables -- at prices they can afford.

The stop on the bus tour that you will be joining is in Iowa. Let me share with you some facts about what Wal-Mart means to the working families of this state. This year, Wal-Mart will spend nearly \$956 million on merchandise and services with 1,041 suppliers in Iowa. As a result of these relationships, we support 56,784 supplier jobs in the state. Our company also paid more than \$26.1 million in state and local taxes. Clearly, Wal-Mart has a positive impact on Iowa.

On behalf of the 17,464 Wal-Mart associates in Iowa, I would like to **extend to you a personal invitation to come meet us and tour one of our stores.** We don't want this to be about politics -- the union-funded groups are already doing enough of that for the both of us.

We'd like to meet with you personally -- without the fanfare of media or staff or supporters.

***You have dedicated your professional life to helping Americans, fighting for social and economic justice for all. You have made a difference, and that's commendable.*** We know we make a difference too -- whether it is by saving the average American household more than \$2,300 per year or having donated more than \$245 million to charities last year alone.

We hope that you will keep an open mind about our company and learn about the positive impact we have on the working families of America. If you would like to accept our offer, please contact me at (479) 273-4222 or through email at tjunder@wal-mart.com.

Sincerely,



Tom Underwood