

WAL★MART[®]

Stores, Inc.

41 University Dr.
Suite 400
Newtown, PA 18940

August 4, 2006

The Honorable John Edwards
One America Committee
1001 G St., NW
Suite 400 West-B
Washington, DC 20001

Delivered via Fax @ (202) 548-4608

Dear Senator Edwards,

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 Pennsylvania. 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 more than \$4.6 billion on merchandise and services with 2,436 suppliers in Pennsylvania. As a result of these relationships, we support 158,511 supplier jobs in the state. Our company also paid more than \$69.8 million in state and local taxes. Clearly, Wal-Mart has a positive impact on Pennsylvania.

On behalf of the 48,474 Wal-Mart associates in Pennsylvania, 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, especially those who are traditionally underserved or who literally start at the bottom rung on the ladder to success. 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 (267) 757-3792 or through email at Hank.Mullany@wal-mart.com.

Sincerely,

A handwritten signature in cursive script that reads "Hank Mullany". The signature is written in black ink and is positioned above the typed name and title.

Hank Mullany
Senior Vice President, President of Northeast Division
Wal-Mart Stores, Inc.



Wal-Mart Stores, Inc.

Region 7

Tom Underwood
Region 7, RGM
702 SW 8th St.
Bentonville, AR 72716-0155
tjunder@wal-mart
479-273-4222

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.

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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.

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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



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Region 7

Tom Underwood
Region 7, RGM
702 SW 8th St.
Bentonville, AR 72716-0155
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August 15, 2006

The Honorable Joe Biden
201 Russell Senate Office Building
Washington, DC 20510

Dear Senator Biden,

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August 15, 2006

The Honorable Chet Culver
Secretary of State of Iowa
P.O. Box 6069
Des Moines, IA 50315

Dear Secretary Culver,

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.

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Region 7

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702 SW 8th St.
Bentonville, AR 72716-0165
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August 15, 2006

The Honorable Bill Richardson
Office of the Governor
490 Old Santa Fe Trail
Room 400
Santa Fe, NM 87501

Dear Governor Richardson,

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.

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The Honorable Tom Vilsack
Governor of Iowa
Office of the Governor
State Capitol
Des Moines, IA 50319

Dear Governor Vilsack,

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