

What you should know  
about OURWalmart

Save  
money.  
Live  
better.

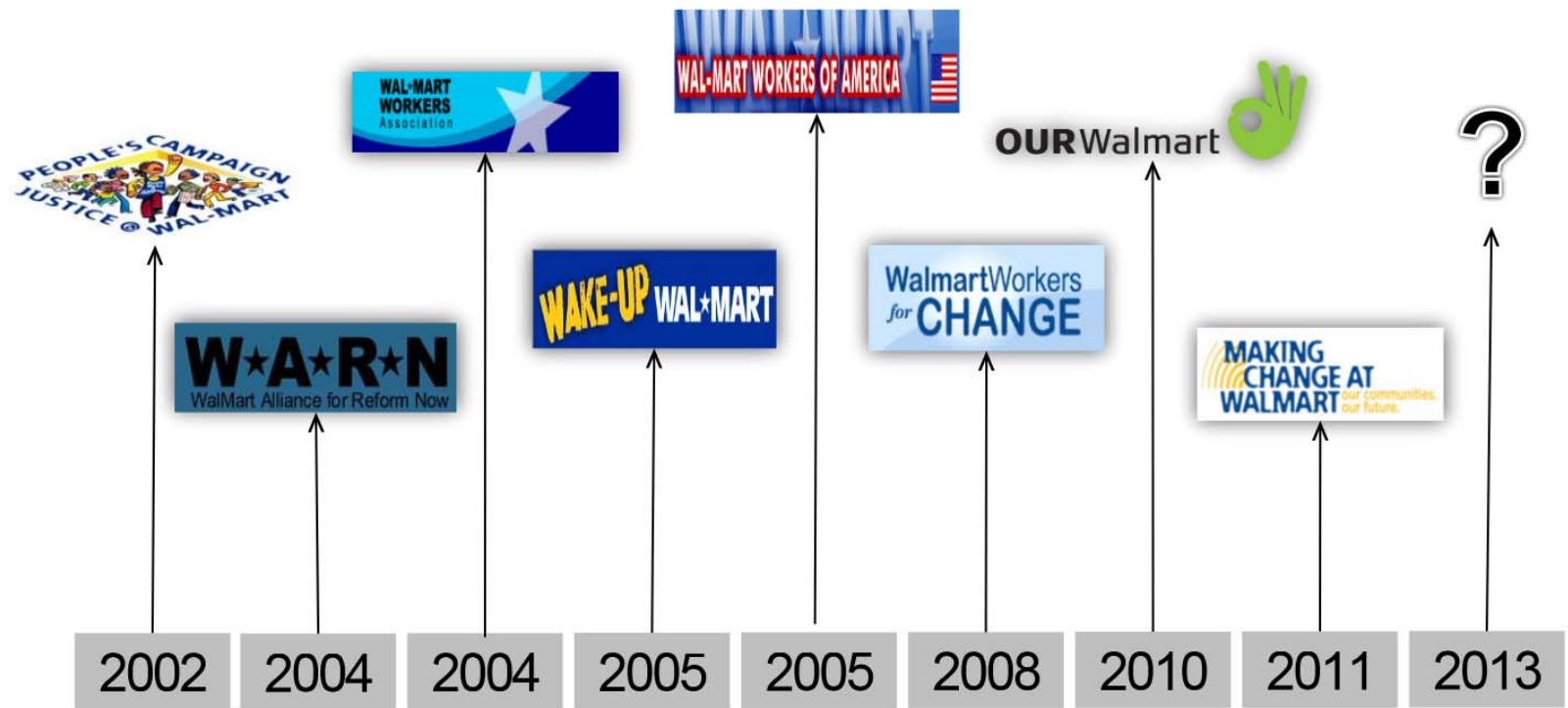
Who is **OUR**Walmart ?

Answer:



United Food and Commercial Workers

# The Many Faces of the UFCW



# What is OURWalmart's goal? More of the same...

2005 -



“Mr. McDonough said his union hoped Wal-Mart workers would grow emboldened and that community support would grow so strong that unions could succeed at organizing some Wal-Marts in a few years.”

-The New York Times, Steven Greenhouse, September 1, 2005

2011 — **OUR**Walmart



“Union officials say they hope OURWalmart will embolden workers and someday pave the way for successful unionization drives at Wal-Mart.”

-The New York Times, Steven Greenhouse, June 14, 2011

# What is OURWalmart's goal? It's still about YOUR money...

2005 WAL★MART WORKERS Association  
monthly authorization card.

**WAL★MART WORKERS Association**

This is a (check one):

Bank Name/Credit Card \_\_\_\_\_  Checking Account


Account Number \_\_\_\_\_  Savings Account

Routing Number \_\_\_\_\_ Exp. \_\_\_\_\_  Credit Card

I, (name) \_\_\_\_\_ hereby authorize my bank to honor drafts drawn on my account by the **WAL★MART WORKERS Association** on the Fifth day of each month effective (month) \_\_\_\_\_ /2005 for \$5.00. I understand that payment shall continue until I state otherwise in writing 30 days prior to the fifth day of the month. I understand that payment shall continue until I state otherwise in writing 30 days prior to the fifth day of the month.

Signature \_\_\_\_\_ Date \_\_\_\_\_

2013 OURWalmart monthly authorization  
card.

**OURWalmart**  **Member**

Organization United for Respect at Walmart

I authorize the financial institution indicated below to deduct \$5.00 per month and pay that to Organization United for Respect at Walmart as my membership contribution. I may revoke this authorization at any time.

Credit Card #: \_\_\_\_\_  
Credit Card Expiration: \_\_\_\_\_  
Security Code: \_\_\_\_\_

Or

FOLD HERE

Checking Account #: \_\_\_\_\_  
Check Routing: \_\_\_\_\_  
Name of Bank: \_\_\_\_\_  
Address of Bank: \_\_\_\_\_

Authorizing Signature: \_\_\_\_\_

Who controls how OURWalmart spends the money it collects from Associates?

Answer:

The UFCW

Does the UFCW spend money that harms our Company and our Associates?

Answer:

YES



# The UFCW has admitted to hiring the Saint Consulting Group to fight Walmart's growth

Continued from Page One  
Wal-Mart from competing with the...  
City officials say the effort stalled the development for three years and cost Mendelwin millions in lost property and sales taxes.

Mr. Brownson, who has developed shopping centers in 15 states over 25 years, says he learned about Saint's involvement only recently when someone phoned him and spilled the news. "A huge national company conducts a dirty tricks campaign for its own goals, and a city and a developer become collateral damage," he complains.

Supervain didn't return calls for comment. Mr. Saint declines to discuss the situation in Mendelwin. In general, he says, "developers always see the world in coming to an end because the project that would have made them millions wasn't approved."

Mr. Saint, a former newspaper reporter and political press secretary, founded his firm 26 years ago. It specializes in using political-campaign tactics—petition drives, phone banks, web-sites—to build support for or against controversial projects, from oil refineries and shopping centers to quarries and landfills. Over the years, it has conducted about 1,500 campaigns in 44 states. Mr. Saint says about 500 have involved trying to block a development, and most of those have been clandestine.

For the typical anti-Wal-Mart assignment, a Saint manager will drop into town using an assumed name to create or take control of local opposition, according to former Saint employees. They flood local politicians with calls, using multiple phones to make it appear that the calls are coming from different people, the former employees say.

They hire lawyers and traffic experts to help derail the project or stall it as long as possible, in hopes that the developer will pull the plug or Wal-Mart will find another location.

"Usually, clients in defense campaigns do not want their identities disclosed because it opens them up to adverse publicity and the potential for lawsuits," Mr. Saint wrote in a book published by his firm.

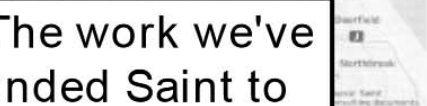
Mr. Saint says he "encouraged" his employees not to use their real names in campaigns in order to protect the client's identity and "to protect our employ-



P. Michael Saint, left, is founder of Saint Consulting Group.

## Competitive Threat

A grocery chain with nine Jewel-Osco supermarkets near a proposed Wal-Mart funded an effort to stop it.



Tom Barwick, a retired crime operator in Mendelwin, says he frequently told that story, which is false, in connection with Wal-Mart projects.

"The work we've funded Saint to do to preserve our market share and our jobs..."

Jill Cashen – UFCW Assistant Director of Communications

Several former colleagues of the baseball-loving project manager say he frequently told that story, which is false, in connection with Wal-Mart projects. Mr. Barwick says the project manager told him that the fight in Mendelwin would be lengthy and expensive, but it would cost the residents nothing because he was involved in politics and had sympathetic donors willing to fund their campaign.

"I didn't know where the money was coming from, and I didn't want to know," says John Abraham, a landscape-company owner whose large horse abuts the development site.

The project manager arranged for a lawyer, William Graft, who had experience fighting land-use battles, to represent neighbors who opposed the development, according to Saint documents. Although the public hearing on the development was packed with opponents, according to city trustee Ed Sullivan, the city's board of trustees approved the project in July 2007.

Mr. Graft filed suit on behalf of four local residents with properties adjacent to the proposed development, appealing the board's decision and claiming their rights had been violated. He sent monthly bills ranging from \$20,000 to \$35,000 to the project manager, who forwarded them to Saint, according to documents he provided the city. All except Wal-Mart.

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City Administrator John Laboide says the village and school district have lost an estimated \$6 million a year in sales and property-tax revenue.

"It is disheartening to hear that a corporate competitor was behind this whole thing," he says.

—Dorise Sawyer contributed to this article.

"Our goal is always to kill Wal-Mart."

P. Michael Saint, Founder Saint Consulting Group



What can OURWalmart guarantee Associates?

Answer:

ONE THING

# What can OURWalmart guarantee Associates?

- By signing an OURWalmart card you're guaranteed to pay a \$5 per month, \$60 per year membership fee.



- OURWalmart cannot guarantee you anything; except, you'll pay.

Is OURWalmart / UFCW really here to help you?

Answer:

NO

# Is OURWalmart / UFCW really here to help you?



# Questions?