

WAL★MART

WAL★MART STORES, INC.
CORPORATE OFFICES
702 S.W. 8TH STREET
BENTONVILLE, AR 72716-0150

Joe Kefauver
Director
State Government Relations

(PHONE) 479-204-8190

(FAX) 479-277-2473

Email: Joe.Kefauver@wal-mart.com

May 18, 2005

The Honorable [REDACTED]
402 S. Monroe St.
Tallahassee, FL 32399

Dear Representative [REDACTED]

Wal-Mart remains eager to work with legislators and all interested parties to make healthcare more affordable to everyone. Payroll tax bills such as the one recently passed in Maryland unfortunately do not address these concerns and are a political attempt by organized labor to attack a company that provides nearly 93,000 jobs in Florida. This issue is much broader than Wal-Mart. Our nation, including large and small employers, faces a healthcare crisis. Unfairly targeting individual companies, as the Maryland bill clearly does, is simply not the answer. This type of irresponsible legislation fails to provide health insurance to anyone and does not take people off America's uninsured list. It is nothing more than a misguided, destructive assault on a business trying to create 100,000 new jobs this year.

Big companies tend to have very vocal critics. Wal-Mart is no exception. Much of the criticism that comes our way is constructive, and we use it to improve our company. Unfortunately, some critics simply seek to further their own special-interest agendas, which is the case of the union-funded activist group Wal-Mart Watch.

You may receive a letter from them chiding our healthcare programs. And although I know you are extremely busy tending to important statewide concerns, I wanted to briefly share the facts about this issue. Please note that these and other facts about Wal-Mart are available to you and your staff 24 hours a day via our Web site, www.walmartfacts.com.

The Segmentation Group surveyed our associates – which is what we call our employees – last December and found that our jobs actually helped lift them off the public health rolls. Seven percent of hourly store associates were on Medicaid three months before joining Wal-Mart, but that dropped to five percent once they join and, after two years or more of employment, it drops to three percent. Wal-Mart estimates about 160,000 people have been taken off the list of America's uninsured because 30 percent of our associates said they had no health coverage from any source three months prior to joining Wal-Mart.

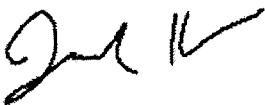
We offer healthcare plans that start as low as \$40 per month for individuals and \$155 per month for families, regardless of size. Still, we know there are cases where associates starting out are dealing with tremendous upheaval – such as a divorce or a death in the family – and may choose the safety net state programs provide. And in some cases (like, for instance, the state of Georgia which Wal-Mart Watch often cites) public assistance programs are available to families of four with incomes up to \$44,000 so they can, in and of themselves, appear as attractive alternatives to company-sponsored plans.

Please be assured that we do not encourage the use of public assistance, and we do not structure our plans with the idea that there will be a governmental safety net. Even as healthcare costs are rising significantly, we continue to work to offer affordable healthcare options to our associates, and our plans currently cover more than half a million people.

Wal-Mart strives to be a catalyst for a strong economy and jobs wherever we have the honor of doing business - and that includes the state of Florida. Now with 214 stores, clubs, and other facilities throughout the state, we employ over 92,800 associates who helped collect more than \$691.2 million in sales taxes last year. During that same period, we spent in excess of \$4.5 billion buying products and services from 3,157 suppliers in Florida, helping solidify another 128,968 local jobs. And we give back to the community as well, donating more than \$11.3 billion last year and collecting another \$3.5 billion to help charities in the state. We are working hard to make life better for all Floridians.

Wal-Mart Watch will likely send you many letters full of mistruths about our company. Please know that we stand ready to ensure that you have the facts anytime their correspondence piques your interest in our company.

Sincerely,

A handwritten signature in black ink, appearing to read "Joe Kefauver", with a stylized flourish at the end.

Joe Kefauver