



President's Update

ROBERT J. IACULLO
President



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NATIONAL UNION'S ANTI-GROWTH CAMPAIGN IS A BAD DEAL FOR UNITED WATER EMPLOYEES

Dear Colleagues:

I can only say that I am astounded by the opinion article that D. Michael Langford, president of the National Utility Workers Union of America (UWUA), had printed in *The Bergen Record* this past Sunday, July 31st. Simply stated, his words and beliefs threaten our livelihoods.

The future of United Water and its Union employees is tied to the company's strong record in operating regulated utilities. It's also tied to creating new growth through contracts and acquisitions. By expanding our services we can provide greater job security and career opportunities for union and non-union workers alike. However, Mr. Langford doesn't seem to think this is important to you.

In his opinion article, Mr. Langford urges the Mayor and Council in Ramsey, NJ, to reject the proposed sale of its water and wastewater systems. He says it's "a bad deal" for local consumers and he advocates for the Borough to keep its system in "public" hands.

As water professionals, you know that just isn't true. More likely, you have personally seen neglected municipal water systems. You know first-hand that United Water provides innovative water solutions that improve the quality of life in the communities we serve. And, the tap water we provide is a great value. The typical United Water New Jersey customer pays about \$1.39 for a day's worth of water. It's treated and brought to their tap 24 hours a day for less than one penny a gallon. Is that a "bad deal"?

Personally, I think the bad deal is Mr. Langford's statements which mislead the people of Ramsey and United Water employees. His alliance with Food & Water Watch and their campaign to curb the company's growth is likely to hurt the very union members he claims to represent. In fact, many of you have told me that you are disgusted with the national union's tactics—and their statements that all United Water operations should be in the hands of public owners. Their campaign begs the question—why would your national union want you to become a municipal worker?



Let me be clear. In my opinion, every statement bad-mouthing United Water is designed to put you out of a job with a private company that provides excellent pay, benefits and career opportunities. So when I read the opinion article in the newspaper, I have to ask—what’s the real deal? How does Mr. Langford’s stance against growth benefit the employees of United Water? As far as I’m concerned, it’s just the opposite.

The real deal is this: the anti-growth campaign being jointly run by the national UWUA and Food & Water Watch is a bad deal for United Water employees and communities that could benefit from our services. This is not a tactic related to ongoing negotiations at several of our regulated utilities. It’s an outright attack against private water companies, including Aqua and Middlesex, which also submitted bids to Ramsey.

In his article, Mr. Langford writes that the UWUA is “prepared to work with community groups in Ramsey to help stop any subsequent deals.” Why would he do this? Clearly, the national UWUA’s anti-growth campaign creates a risk for employees of all private companies. Frankly, I just don’t get it.

These critical issues impact your future and you should make your opinion known to those who represent you.

I ask that you view our website on this subject at <http://www.unitedwater.com/getreal>. There is a frequently asked question and answer section, and several other documents posted on the site.

For more than 50 years United Water and UWUA locals have bargained in good faith. We have professionally resolved our differences and moved forward with our responsibilities to the customers and communities we serve. Our nation is facing many difficult economic and environmental issues and we need to focus our energies on providing solutions to these problems.

Let’s embrace our company values — Commitment. Drive. Integrity. Courage. Unity. Let’s work together to grow, to create opportunities for employees and continue the leadership role that has made our team one of the most respected in the industry—and that is the real deal.

Sincerely,

Bob