

# 'Big Labor Salting Hurts All Americans'

## *Right to Work President Testifies in Favor of Truth in Employment*

At a hearing that manifestly infuriated Big Labor panel members Dan Lipinski (D-Ill.) and Linda Sanchez (D-Calif.), the U.S. House Small Business Committee's Subcommittee on Workforce, Empowerment and Government Programs investigated union bosses' so-called "salting" tactic June 21.

Recognizing that freedom-loving citizens who understand the issue want Congress to act soon to curtail Big Labor exploitation of this tactic, Subcommittee Chairwoman Marilyn Musgrave (R-Colo.) called the hearing, she said, to "reveal candid, real-life experiences from honest employers subjected to salting."

Testifying before the panel, National Right to Work Committee President Mark Mix described how union-boss salting and pro-forced unionism federal bureaucrats have done grave damage to small businesses and their employees.

One example cited by Mr. Mix is Randy Truckenbrodt, the owner of an equipment-rental company in Illinois.

When they infiltrate a nonunion firm, the union militants who are known as "salts" typically aim to do one of two things:

Either force the firm's loyal employees to accept union monopoly bargaining and pay union dues, or inflict severe economic harm, even bankruptcy, on the business. In practice, the latter scenario is far more common.

Union bosses pay or simply order salts to apply for jobs so they can drum up so-called "unfair labor practice" charges (ULPs) and glean information to find and harass a firm's clients.

### **Fighting Groundless 'ULPs' Cost Firm Tens of Thousands Of Dollars in Legal Fees**

But legislation now pending in both chambers of Congress, known as the Truth in Employment Act, would remove the federal authorization for Big Labor's salting of firms, usually small firms in the construction industry, with union militants.

Sponsored in the House as H.R.1816 by Steve King (R-Iowa) and in the Senate as S.983 by Jim DeMint (R-S.C.), this bill would allow employers to refuse to hire or fire union saboteurs who demonstrate by their words and deeds that they aren't committed to helping the business succeed.

Currently, employers who refuse to hire admitted union saboteurs face heavy fines and other penalties.

Mr. Truckenbrodt's bitter experiences, which are far from unique, illustrate why many, if not most, union salts can fairly be characterized as "saboteurs."

Several years ago, a union salt applied for a job with Randall Industries, Mr. Truckenbrodt's Elmhurst,

Ill.-based firm.

Within months, using company information provided by the salt, union organizers began following Randall employees as they delivered their products to client businesses.

Union organizers then warned clients they would face picketing and strikes unless they stopped buying and renting from Randall.

Union agents also picketed in front of Mr. Truckenbrodt's offices 24 hours a day, seven days a week, for months until they cost the firm \$600,000 in lost revenue from intimidated customers.

Meanwhile, the company was vandalized dozens of times: Tires were slashed, electrical cables were cut, and truck windows were broken. Before the union salting campaign began, there had never been a recorded incident of vandalism at Randall.

Even as the destruction was in full swing, the union salt filed multiple false ULPs against Randall. All were eventually dismissed, but at a cost of tens of thousands of dollars in legal fees.

### **Right to Work Members Urged to Help Recruit Salting Bill Cosponsors**

Lacking a credible response to the facts presented by Mr. Mix and other pro-Right to Work witnesses, Mr. Lipinski, Ms. Sanchez, and pro-salting witness Laurence Cohen, a union lawyer, tried to explain why, in theory, salting could be a legitimate organizing tactic.

But in his lengthy written testimony, Mr. Cohen failed to cite a single example of a small business becoming more profitable due to a salting campaign, or of a formerly nonunion employee grateful for being unionized by salting.

"Big Labor salting hurts all Americans," concluded Mr. Mix.

"But thanks to Committee members' recent success in building Right to Work strength in Congress, there is reason to hope the Truth in Employment Act can be enacted in the near future and put a stop to the worst salting abuses."

Mr. Mix asked Right to Work members to contact their senators and congressmen through the Capitol Hill Switchboard, 202-224-3121 or 202-225-3121, and urge them to cosponsor the Truth in Employment Act. [T](#)



**Rep. Marilyn Musgrave, the chairwoman of a House Small Business subcommittee and a Right to Work**

**stalwart, held a hearing last month on Big Labor's extortionate "salting" of small businesses.**