



- Client:** Medline Industries
- Project:** Labor union threat assessment
- Location:** Groveport, OH; Canton, OH; Warrendale, PA
- Objective:** Identify which of the three markets had the most benign labor union environment for a distribution center.
- Challenges:** Faced with lease expiration in an existing distribution center in Groveport, Medline was evaluating two alternative locations for the facility. Walker was contacted to complete the labor union threat assessment with only two weeks remaining in Medline's due diligence period on a site it had under contract.
- Solution:** Walker's WISER<sup>sm</sup> site selection optimization model includes more than 60,000 geo-coded labor union elections, and 70,000+ unionized companies. We analyzed labor union organizing and membership levels in drive-time configured labor sheds around each of the three sites. Identifying specific labor unions most likely to target a distribution center, we performed comparative analyses of election levels normalized for employment, completed longitudinal analyses of election activity over time, assessed unionization risk based on employment levels and industry, and quantified union membership levels, by union, by distance from each site under consideration by Medline.
- Value Added:** Walker completed this analysis and presented Medline with a 75-page report in one week. This was possible only because Walker maintains the WISER<sup>sm</sup> database with timely and relevant information on unions and other variables that drive site selection decisions for distribution and manufacturing operations.

*The Walker Way works best*