



2010 NEGOTIATIONS

REPORT FROM YOUR IAM NEGOTIATING COMMITTEE

Don't Screw with 22! Message at the Table & in the Streets



Angry Pratt & Whitney workers rallied in East Hartford late yesterday, marching on company headquarters to deliver a clear, straight-forward message to management: **"Don't screw with 22!"**

IAM negotiators delivered same message at bargaining earlier in the day. Chief IAM negotiator Jim Parent told the company at the end of Tuesday's negotiations: **"We're sticking with Letter 22 - Job Security. That's our bottom line."**

The Job Security provisions of Letter 22 & 22A ensure that the company will work with Connecticut workers & the IAM to keep work here. The contract language, paid for by Pratt workers through significant givebacks in past negotiations, gives us a fighting chance to remain competitive, and employed.

The Local 1746-A Negotiating Committee demonstrated this week that Job Security is worth a major sacrifice. They proposed a commitment to keep their facility open

at current employment levels in exchange for a 10% wage cut at Cheshire.

The proposal also includes mutual efforts to seek government help on Pratt's cost concerns. When Pratt complained that this provision was too uncertain, Cheshire Machinists called their bluff.

They proposed a 45-day period to seek out aid, and if assistance worth at least what the state offered last year -- \$100 million -- could not be found, Pratt could move forward with its plant closing.

With hundreds of working families' livelihoods at stake, the proposal is bold, but necessary.

Most of all, it challenges management to **live up to their responsibilities to loyal, long-service employees**, rather than just wash their hands and run, leaving ruin in their wake.

For their part, company negotiators submitted a "revised" Letter 22 proposal. Last week, they had reduced the six page

Don't Screw with 22 - Continued

contract provision to three paragraphs. On Tuesday, they bumped it up to four paragraphs, with all meaningful protections still chopped out. As Jim Parent told management, **"This is not going to do it. You have our proposal."**

Negotiations will move quickly in these last days. **The final decision is yours.** But you have to be at the ratification meeting to have your say. **Raise hell in the shop, and be in Wallingford on December 5.**

When Liars Figure

The saying goes, "Figures lie, and liars figure." High-priced Pratt analysts prove the truth of that saying, but cannot prove their case for closing Cheshire & CARO.

During last year's "meet & confer" sessions, the company predicted losses at Cheshire, potentially in the millions of dollars. When they were barred from closing the plant, they then projected a profit of no better than \$1 million.

Even during this time of extreme distress, Cheshire workers will deliver to the company \$15 million in income by year's end. This comes even as volume drops, management abandons ship, and workers report to work under the heavy cloud of future job loss.

Management representative Tom Hutton took time to deliver a lengthy explanation at the bargaining table of this huge discrepancy, making sure to indicate that the company's gains had nothing to do with the remarkable efforts of Cheshire employees.

Management also backtracked on their own analysis that showed moving work from Texas to CARO would be a net gain – even if not as large as shipping work to Asia.

IAM negotiators were not buying it. If Pratt & UTC executives could look beyond job cutting as a solution to everything, they would have questions too.

The biggest is this: how realistic is Pratt's projected savings of \$30 million a year supposedly generated by closing Cheshire & CARO? IAM negotiators pointed out the high skill level of the Connecticut workforce, and the added cost of moving work halfway around the world. Maintaining quality controls at that distance is a challenge for any business.

Plenty of companies are now bringing back work they once shipped overseas because dreamed-of savings never materialized, the product suffered and customers went elsewhere. But once Cheshire & CARO are dismantled, they will be impossible to re-assemble, even when the projections fall flat.

Management also argues that these are "strategic" business moves to gain new markets and forge new partnerships. But this company's biggest customer remains the US Government – US taxpayers, like us. Pratt & UTC lobby for government contracts on the basis of "maintaining the US industrial base." How long will taxpayers foot the bill for work shipped to Singapore and Japan?

Company negotiators are on the brink of a high-stakes gamble that starts with betting on workers' acceptance of a substandard contract. It's time for management to re-think, and go back over their figures. They have as much on the line as we do – and millions to lose if they make the wrong move.

Keep Up the Fight!