



## AIR TRANSPORT



## DISTRICT LODGE 142

August 6, 2010  
OH-18

2010-74

# IAM/COMAIR AIRLINES NEGOTIATIONS SET TO BEGIN SEPT 8<sup>th</sup>

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Your Comair negotiating committee members from BOS, CVG and GSO recently completed the Negotiation Preparation training held at the William W. Winpisinger Education Center during the week of July 11, 2010. While these committee members came to the training with zero experience, they came away having been exposed to and learning about every facet of negotiations. The long days averaged 14 hours but were well worth the time invested. The negotiations related topics covered during the week included team dynamics, contract costing, membership communication and mobilization; conducting a power analysis, contract language drafting, presenting proposals and strategic planning. In addition to the negotiations related portion of the training, we also received briefings from IAM Legal on the Railway Labor Act and Collective Bargaining, feedback on the Comair survey and an industry financial review of trends from the IAM Strategic Resources and pension education from the IAM National Pension Fund representatives from Washington, DC. This was the last step in preparation for these negotiations.

The Company informed the IAM recently that they will be utilizing a lawyer from Ford and Harrison during these negotiations. I have started a dialogue with him concerning negotiations and we have mutually agreed to conduct our first meeting on Wednesday, September 8, 2010 in CVG. At this first meeting, both committees will have the opportunity to get acquainted. After that, we will lay down the framework for these negotiations. The agenda during this one day meeting will include:

1. Exchange of openers between the parties on all Sections of the IAM Agreement;
2. Discussions concerning direct negotiations and language drafting processes;
3. Discussions to secure future meeting dates;
4. Identify specific sections or topics for discussion at the next meetings.

I know that the recent colossal changes to the regional sector of the airline industry have set and kept everyone on edge. Your committee is more prepared than ever to deal with what could potentially be the most important negotiations ever between the IAM and Comair. Your interests are our number one priority and your participation in the survey was invaluable. We will keep you apprised of developments as they occur. If you have any questions about this process, please contact a committee member or give me a call. With best wishes, I remain

Sincerely and fraternally,  
*James M. Samuel*  
James M. Samuel  
General Chairperson

JMS/tf  
cc: R. Roach, Jr.  
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