



**TRANSPORT WORKERS UNION OF AMERICA
AFL /CIO**

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Local 562

JFK-LGA-EWR-PHL-SJU-BOS

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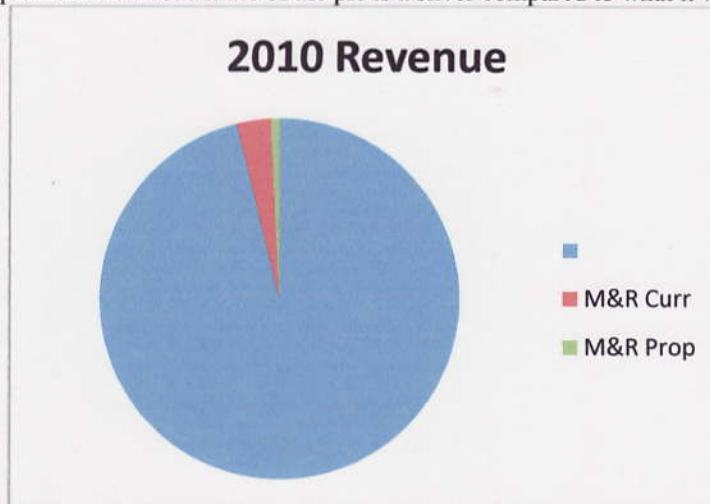
July 5 2011

Dear Brothers and Sisters;

As negotiations drag on, I thought I would like to try and illustrate what it is we are asking for and how it looks on a larger scale and what we need to do to get there. Often we will hear where the source of funds for our contract is referred to as a "pie", and our share as a slice of that pie. So I figured I would use pie graphs to show the larger picture of where we were and what we are asking for. The Pies below represent AMRs total revenue for 2002 and 2010. The smaller graph represents 2002 because the revenue was less, 2010 is larger because the revenue was larger, the red slice represents our portion. As you can see in 2002 we had a decent slice of the pie.



Now lets compare the pie to 2010. Of the two slices the larger slice to the left represents our share under the 2003 agreement which is still being imposed on us, the smaller slice represents what we are asking for. As you can see even with our proposal added in our share of the pie is a sliver compared to what it was.



Some members have expressed concern due to the fact that an official of the International came through two of our stations saying that we should have accepted the TA, about fuel costs driving the company into Bankruptcy, unreasonable demands and the need to lower expectations. As you can see from the illustrations above, even though airline margins are thin, what we are asking for won't have much of an impact on the total picture, our share of the pie would still be considerably less than it ever was, but the proposal would have a very positive impact on our lives. The cost for the proposal comes to less than 1% of the revenue per year over the agreement, assuming constant 2010 revenue, it still leaves the company with around \$150 million a year in savings from the 2003 contract, plus the additional headcount reductions since then.