

Dirty Trick #5

Management Says They Will Never Sign a Contract

The company may tell you that it will never sign a contract, even if you choose to be represented by the IBEW.

It is illegal for the company to say this to you directly, so instead they may say something like, "Remember, we don't have to agree to what you want in the contract."



"Drop dead. Well that's a good start to our negotiations."

The IBEW

TRUTH

The law requires that the company negotiate with the union in "good faith."

This means that the company must make an honest effort to reach an agreement. Failure to do so is a violation of the law.

The IBEW has trained negotiators that will be there to assist you in reaching an agreement and will even train your bargaining team should you wish them to.

Don't let the company's loud voice scare you. Its main interest is to keep the job running smoothly, the profits high, and ultimate control of your wages, benefits, and working conditions.