

Dirty Trick #7

Management Talks About Negotiating from a “Blank Slate”

The company may tell you that you will lose your current wages and benefits when you negotiate your union contract.

Although illegal, the company will tell you that you will start with a blank slate.



"We know that communication is a problem, but the company is not going to discuss it with the employees."

The IBEW

TRUTH

When you negotiate your first contract, you start with your current wages and benefits and negotiate from there.

You and your coworkers decide what you want in the contract and vote to approve it.

Your strength, through participation and solidarity, determines the quality of the contract.