



CWA / AT&T 2017 “Orange” Contract Bargaining

November 2, 2017 – Bargaining Report #59

What a week! Instead of waiting until Tuesday, November 7th, which is the earliest day AT&T was available to meet face to face, they tried to go around us and directly to you. They emailed this proposal to you, our members and to the public via SEC (Securities and Exchange Commission) filings and tidbits picked up by reporters. It makes us proud to say our membership stands united and won't fall for bullshit pranks like this.

We let the company know we were available to meet face to face as soon as they were, and we are travelling to New Jersey to be prepared to meet with them this coming Tuesday.

AT&T has the audacity to go to you, the members, and ask you to tell CWA to put this offer that was not presented to the Bargaining Committee out to a vote. **There is nothing to vote on.** We will put out an Agreement for you to vote on when we have an Agreement that meets your needs, based on member surveys.

Today AT&T continued their dirty, sneaky campaign to peddle their funky math to you directly in an email from AT&T President of Sales and Distribution Brian Shay. Don't believe it! When we negotiate general wage increases, they do compound on each other, but it seems that AT&T is including wage table step increases that have already been negotiated to create an illusion that is an artificially higher number. In their example, if you are at Step 10, they are including money you already have coming to you that was won in previous negotiations. If you are an RSC, they are counting in \$2,000 that is not new money but money simply being moved from commissions to base pay. We would guess that these calculations even include the \$1,000 they say they will offer as a signing bonus. This all looks like fuzzy math to us. We do have to thank AT&T for pointing out what we already know: That they control your commission money and as Shay says in his email “it” (the money in your base pay) is money you can count on regardless of where you land on your goals. Thanks for making our point on this Brian. They change the goals at will. What good is a commission plan if it's not negotiated and AT&T changes it every month to take money away from you.

Next week you can count on us to review and accurately assess the company's so called “Final Offer” when we finally get this proposal passed to us and we have the opportunity for live dialogue. We will do the math correctly!

Please check in with your Local and your mobilizers for the latest information on FYFO.

Thank you for your continued support, because when we FIGHT, we WIN!

In Solidarity,

Mike Baxter, Local 1101

Glen Skeen, Local 4320

Holly Sorey, Local 4202

Frank Oliva, Local 1298

Debbie Goulet, Local 7803

Tonya Hodges Moore, D1

Deb Casey, Local 2204

Hector Capote, Local 7250

Pat Telesco, District 1, Chair

Jeff Reamer, Local 13000

Brandon Beck, Local 9511

Julie Daloisio, Local 13500

Joe Sison, Local 9412