



DHL Contract update

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Teamsters for a Democratic Union • (313) 842-2600 • www.tdu.org

International Union Softens Up DHLers for Concessions

Bargaining at DHL doesn't resume until February but the International Union's latest DHL Update is already softening up members for concessions.

Usually, it is the company's job to cry poverty. Why is the Hoffa administration carrying DHL management's water?

Because our negotiators have already agreed to major contract concessions.

Find out what the International Union is not telling you about DHL's profits, secret contract givebacks, and how we can beat them.

The Hoffa administration's latest DHL update plays up Wall Street concerns about DHL's financial losses in its U.S. operations and warns that "there is immense pressure on them to turn around operations."

Our own union is trying to soften us up to vote for concessions.

Here are a few things Hoffa's PR Department "forgot" to tell us:

▶ DHL's parent company, Deutsche Post, is the world's largest transportation company. Fortune magazine reported last year that DP had more than \$79 billion in revenue—as much as UPS and FedEx combined.

▶ DP has known all along that it will have to put up with operational losses to establish itself as a major player in the North American market—as part of their long-term business strategy.

▶ DP is following the same strategy as UPS, which suffered huge losses for years to establish itself in Europe and overseas.

Concessions on the Way

The International Union wrapped up non-economic negotiations with DHL in December.

Officers involved in these negotiations report that the proposed deal will include the increased use of part-timers on docks and for air pick-ups.

Full-time jobs and overtime are on the line. The company is offering to protect existing full-time Teamsters by offering them 40 hours work—but this red circle will be by name, not by full-time position.

As these full-time Teamsters leave, DHL could bring in more and more part-timers. This would destroy good Teamster jobs, undermine our union's



bargaining power, and also eliminate overtime opportunities.

We Can Stop the Givebacks

DHL Teamsters have already stopped this deal once—last summer.

We can stop it for good this time. Our right to vote gives us the power to reject a concessionary contract and send our negotiators back to the table.

Members are already starting to prepare now to *Vote No* if DHL and the International Union move forward with concessions.

Defend Your Contract! Contact TDU.

- Sign up for email updates.
- Set up a *Stop the Concessions* meeting in your area.

Visit www.tdu.org or call TDU at 313-842-2600.