



A MESSAGE FROM

AEROSPACE COORDINATOR JOHN C. CROWDIS



TO OUR MEMBERS WORKING FOR LOCKHEED MARTIN IN PALMDALE CA, SUNNYVALE CA, AND MARIETTA GA AND THEIR RELATED FACILITIES IN SANTA CRUZ CA, VANDENBURG AFB, CA CAPE CANAVERAL FL, CLARKSBURG WV, AND MERIDIAN MS

**“IT IS AN UNFORTUNATE FACT THAT WE CAN SECURE PEACE ONLY BY PREPARING FOR WAR.”
QUOTE BY JOHN F. KENNEDY**

Wise words in the most trying of times. Somehow these words have far more meaning in the environment we currently find ourselves in during these negotiations. There is a distinct portent emanating from the company's side of the table that our membership is not prepared to take whatever actions may be necessary to protect our Union's "investments" secured from past negotiations with Lockheed Martin; that our membership is not prepared to take whatever actions may be necessary to provide a comparably "competitive" collective bargaining agreement that considers ALL of the provisions and not just "cherry pick" the ones we like; and that our membership is not prepared to take whatever actions may be necessary to have a "forward looking business plan" that will secure the future of our members and their Union. From time to time it appears there is far more concern for the company's future business without equating the impact on our membership's future and our future membership.

Your Union committees are here striving for a round of good faith bargaining with the intent of returning back to all of the individual sites with a contract that addresses the needs of our membership as put forth to your committees through your surveys and your voices from the shop floor to the floors of your Union Halls. Your committees did not come to these negotiations to initiate a dispute with Lockheed Martin. To the contrary, we want a contract. But to make ourselves clear; we want a fair and equitable contract. Not a contract that is viewed as fair and equitable by Lockheed Martin, but a contract that is viewed in that same light by our membership.

Lockheed Martin should not be proposing concessions just because of “the economic environment that surrounds us today”. If Lockheed Martin was losing money we would view these concessionary proposals in an entirely different light. Such is not the case here; Lockheed Martin has made a substantial profit over the past few years on the work our membership performs and our members deserve a share of those profits to be provided in our agreements. And just because some other “competitor company” did something at their company doesn’t mean we have to agree to do it at Lockheed Martin. We are here to march forward, not fall back!

Your committees are continuing to put forth your proposals at the bargaining table with the intent to reach a fair and equitable agreement for our membership and will do so until we conclude these negotiations. We stand on the strength and unity of our membership and what your committees bring back to you as Lockheed Martin’s offer of a collective bargaining agreement will likely be structured on what Lockheed Martin believes to be the resolve of our strength and unity. Be strong; be unified; and most of all, be prepared.

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