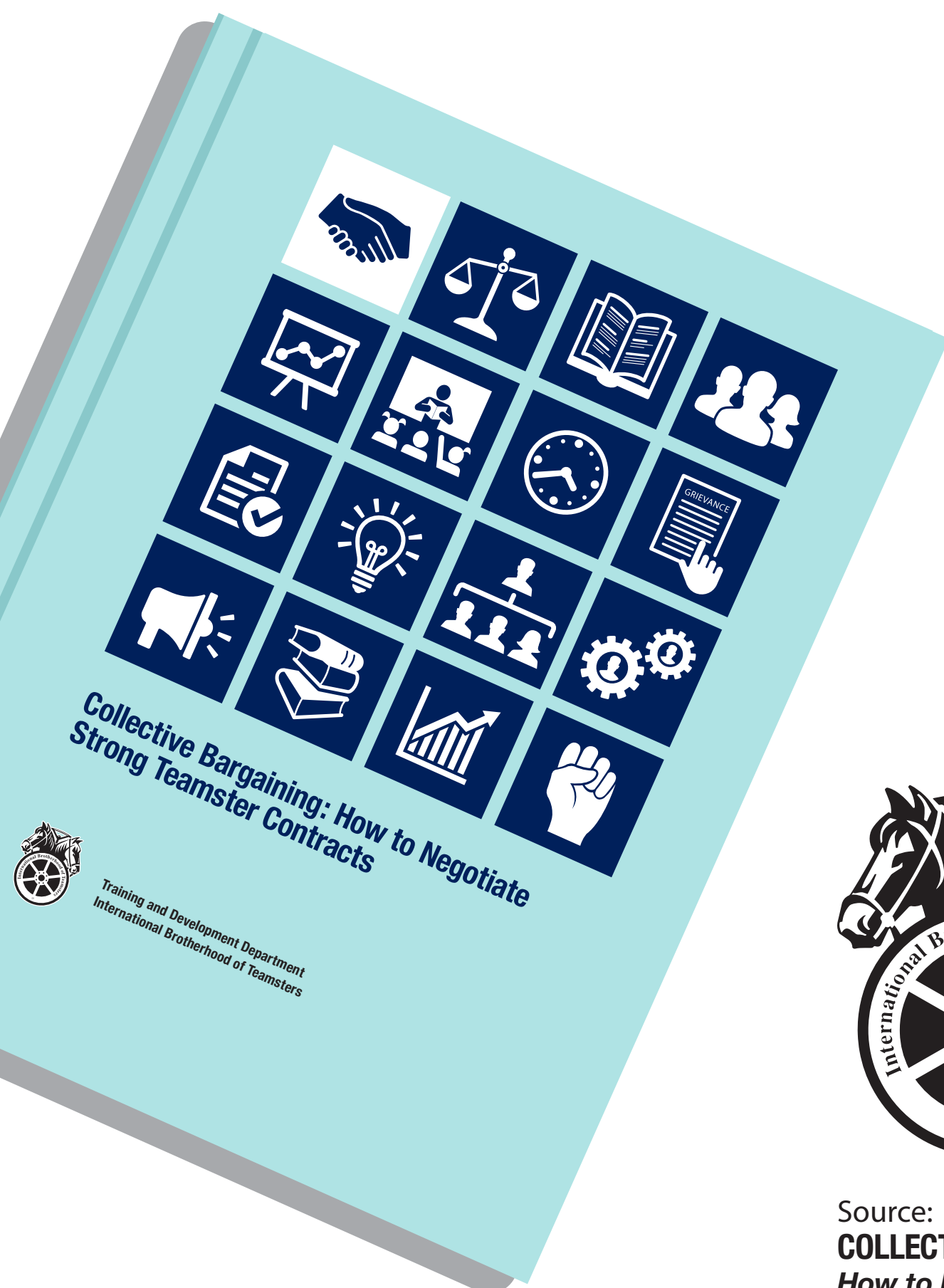


BELOW ARE SOME OF THE TACTICS THAT TEAMSTERS UTILIZE TO PUT PRESSURE ON COMPANIES DURING NEGOTIATIONS

- *Outside Pressure: Jeopardize relationship with lenders, investors, stockholders, customers, politicians.*
- *Pressure on employer and resisting their tactics requires sacrifice and risk-taking by members.*
- *Attack Employer Reputation & Image – “Employer will resist unless you create meaningful pressure on them to reach a contract.”*
- *Legal & Regulatory Action: Threaten employer with costly action from government & courts.*
- *Job Actions: “Work to Rule”. Only do minimum required. Rolling Strikes.*
- *Community Action: News Media cause damage to employer’s public image and ties to community leaders and organizations.*

WHAT COULD THESE ACTIONS MEAN TO YOUR JOB SECURITY AND THE FUTURE OF US AUTO FORCE?



Source:
COLLECTIVE BARGAINING:
How to Negotiate Strong Teamster Contracts