

Negotiations

Negotiators' Report For Week Ending April 16, 2010

Since the Company continues to be unavailable to meet for face-to-face negotiations this month, your negotiators went back on the road this week to visit more stations—ONT, BUR, OAK and SJC. These visits allow us to speak directly to the membership and are proving to be invaluable.

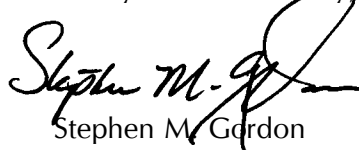
The discussions with our members, no matter where we go, continue to reinforce the core theme of the need for job security and are providing a view of a systemwide pattern of doing more with less. Our members are feeling inadequately compensated for their loyalty and hard work that has helped to gain such achievements as the J.D. Powers Award, Best On-Time Performance for 2009 per the Department of Transportation, and a 2009 pretax profit of \$237 million. These goals could NOT have been obtained without the hard work of the COPS members who have been rewarded with furloughs and part-time employment.

The negotiating team is seeing that, with the reduction of members and work schedules, things such as the pre-time and clean-up time in the Reservation offices has been eliminated. Restocking and clean-up at airports are being done by members on their own time, and negotiated breaks are not being obtained. Is this our "reward" for helping to reach the 2009 awards and profits? When reading Alaska Airlines' *AlaskaWorld* and Horizon Air's *Leading Edge*, we see that last year AAG earned more than \$195 million in non-ticket revenues (such as bag fees) and saw a rise in charter flight revenues in 2009 at Alaska Airlines of over \$9 million.

Your negotiating team believes that a fair and equitable contract is possible and asks for your continued support. Our members believe that choosing this time to negotiate with the Company was a good decision. We have many matters that need to be addressed and can only be done by going through this process. Alaska Airlines did not do themselves any favors by "rubbing salt in the wound" (to quote this week's comments from our members) when they admonished us for this decision. Members at each station we visit have been vocal about Alaska's persistent comments on their "disappointment" in our work group for our choice.

Remember—Stay Union and Stay Strong.

Fraternally and in solidarity



Stephen M. Gordon
President/Directing General Chair

Negotiating Committee Members
Jackie Fay, General Chair
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