



AMFA/Southwest Airlines

For Southwest Airlines Appearance Technician Group

Update #17 **January 25th, 26th, & February 16th 2011**

Participants for AMFA:

*Jack Coonrod – Region II Director
Lee Rhame – Airline Representative Local 11
Bob Cramer – Airline Representative Local 18
Mike Young – Airline Representative Local 32
Carla Foster - Appearance Technician Representative*

Participants for Southwest Airlines

*Mike Ryan – VP, Labor Relations
Jim Sokol – VP, Maintenance
George Tompkins – Director, Employee Resources
Mark Lyons – Manager, Employee Resources
Keith McCormick – Manager, Employee Resources
Mike Hunter - Manager, Production Appearance
Sam Moser -- Planning Manager, Finance*

The Negotiating Committee is providing this update to the AMFA Membership at Southwest Airlines. This is the only official authorized source of negotiating communications by the Committee.

The above AMFA and Southwest Airlines Representatives participated in open, formal negotiations, seeking contract changes in Section VI negotiations.

The Company and your Negotiating Committee repeatedly countered Article 15 wage proposals during the entire negotiations of January 25th, 26th, and February 16th. After AMFA's last counter of 5%, 5%, 5%, 5%, 3%, & 3%, with a 2% variable in the final two years (2013 & 2014) based on the Company's financial performance, the Company suggested we jointly file for mediation. Your Negotiating Committee declined their offer stating we could move towards their much lower Article 15 wage proposal, but this would entail reopening Articles 5, 13, and LOA 2, starting with back to book on all three.

The Company stated they had already prepared their request for mediation, but would agree on a tentative date for future negotiations, March 23rd at 9:00am, and would make a decision of continuing negotiations or filing for mediation prior to that date. We will secure additional dates if required when we meet in Dallas.

Whenever it is stated a tentative agreement was reached, this is in no way to suggest that there will be no more changes to these or any other Articles after our conceptual agreement or agreements.

The Negotiation Committee would like to thank Kenneth Dawson from Houston; Darlene D. Warren, and Vertis Hawkins from Dallas; Dave Widorski, Gilberto Martinez, and Togo Peter from Phoenix, and Floyd Looney & Steven Nowak from AMFA National, our

observers who participated in these two sessions. Their input in caucus was very helpful and welcomed. We know that they will communicate with other members from their locals on how the Union is working to protect their jobs and contract language.

Sincerely,

You're Negotiating Committee