

# You Asked the Question, we have the answer!

At one of the recent all-hands meeting, CEO Bill Boisture fielded a question from a non-hourly employee who was upset that the hourly (Union-represented) employees paid less in insurance costs than the non-hourly employees.

He said he didn't know why! Well, Mr. Boisture, we can answer it for you. The IAM *negotiated* an agreement that guarantees our insurance costs. Without a Union, you only get what the company decides you get.

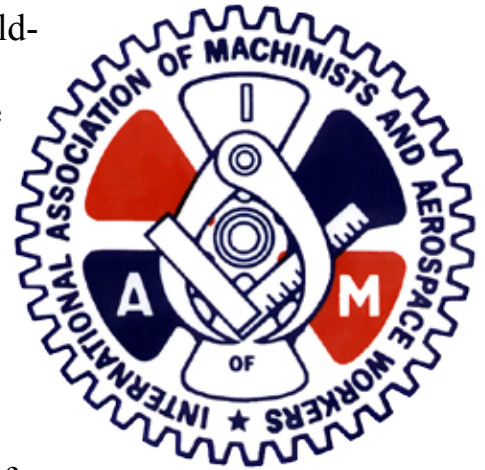
We've gotten lots of calls since the meeting, and so we're giving the non-represented what they want - the right to bargain for your benefits - and jobs - as well.

## ***To the non-represented employees:***

Our jobs are all in danger at Hawker, and we must stand together to save all our jobs! The only organization standing up for the jobs in Wichita is the Union.

This may be the only opportunity, for effective discussions about the future of your jobs here at Hawker Beechcraft. Only through collective bargaining do employees have a real voice on their future. Protect yourself and your family.

You can sign up right now, at the bottom of this page. You can mail this to the IAM at 3830 S. Meridian, Wichita, KS 67217. Or call us at 522-1591 and we can answer any questions you may have. Feel free to make copies and distribute among your coworkers.



I authorize the International Association of Machinists and Aerospace Workers, AFL-CIO, to represent me in collective bargaining with my employer.

Name (print) \_\_\_\_\_ Date \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Personal email: \_\_\_\_\_ Cell Phone \_\_\_\_\_

Dept \_\_\_\_\_ Shift \_\_\_\_\_ Phone \_\_\_\_\_

Classification \_\_\_\_\_ Bldg \_\_\_\_\_ Hourly Rate \_\_\_\_\_

Employer \_\_\_\_\_

Sign Here \_\_\_\_\_

For this to be a valid card, it must be signed and dated in the employee's own hand.