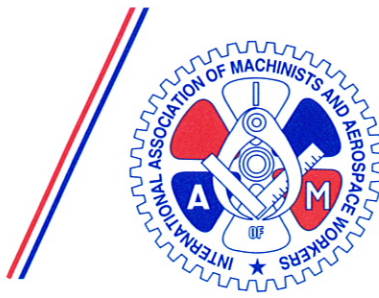


**International
Association of
Machinists and
Aerospace Workers**



9000 Machinists Place
Upper Marlboro, Maryland 20772-2687

Area Code 301
967-4500



March 25, 2010

Office of the
GENERAL VICE PRESIDENT
1111 West Mockingbird Lane, Suite 1357
Dallas, Texas 75247
(214) 638-6543
FAX (214) 638-6092

From: General Vice President Bob Martinez, Southern Territory

To: The Membership of Local Lodges 733 and Local Lodge 2328

Subject: Have They No Shame?

One of the toughest days of my Union career was when I had to meet with our Negotiating Committee and Hawker Beechcraft managers to negotiate the effects of the decision by HBC to close the Salina plant. The closure of this facility ends the 44-year history of Beechcraft in Salina. Over the years, I have made many friends among the proud Salina Machinists. This is the first aircraft manufacturing facility that has been closed in our territory. It's a loss to this Union I won't soon forget.

Kansas birthed this industry. Beechcraft has a 78-year history here, and Beechcraft has always excelled because of their excellent workforce, generations of workers with aircraft in their DNA. The Machinists Union was here from the beginning; Local Lodge 733 was the first Local Lodge chartered in what is now District Lodge 70. Kansas holds a special place in our Union.

It is apparent to me from that meeting, and from the actions of this company, this closure is a direct result of offloading work to Mexico and other facilities. I asked the management team what would it take from this company to ensure every current Hawker Beechcraft job stay in Wichita, and their response was that they would "get back with us." I made sure to indicate to them that I was not talking concessionary bargaining, but rather this union was interested in flexibility and new and innovative processes to increase productivity, profitability and ensure job security for our members.

Previously, your District Lodge and Local Lodge bargaining committee have tried to work with this company to reduce costs and maintain work in Wichita. On numerous occasions, the Union committee has presented the company with costs savings on their processes within the facility. However, the company has said no, and moved the work out of our country anyway.

It is apparent to me, as we track and monitor hundreds and thousands of part numbers being offloaded out of Wichita into Mexico, and it appears to be a race to the bottom as far as labor costs are concerned.

The old adage is true, "you get what you pay for," and this has been demonstrated over and over because of the rework required on parts coming here from Mexico. Our members would never dream of submitting such shoddy workmanship to be installed on a HBC aircraft. We have approached HBC time and time again to demonstrate ways to save money, to no avail.

While these HBC aircraft are labeled "made in the USA," I have concerns that an increasing percentage of components are being made in Mexico, China and elsewhere. These aircraft should be built in Wichita .

Over the years, we have watched different management teams come and go, and we have looked for the positive in each change. I believe that there are some on this current team who agrees that we can produce a quality competitively-priced, quality product with the skills of our Wichita workers. I am anxiously waiting for them to step forward and approach the Machinists to explore innovative ways to keep these jobs here.

As always, the membership will have the final say in changes to our contract.

Others do not refer to this union as the Fighting Machinists for nothing. This union will fight now, fight tomorrow, and fight in the future to maintain every Hawker Beechcraft job right here in Wichita, KS, USA.



Robert Martinez, Jr.
GENERAL VICE PRESIDENT
Southern Territory