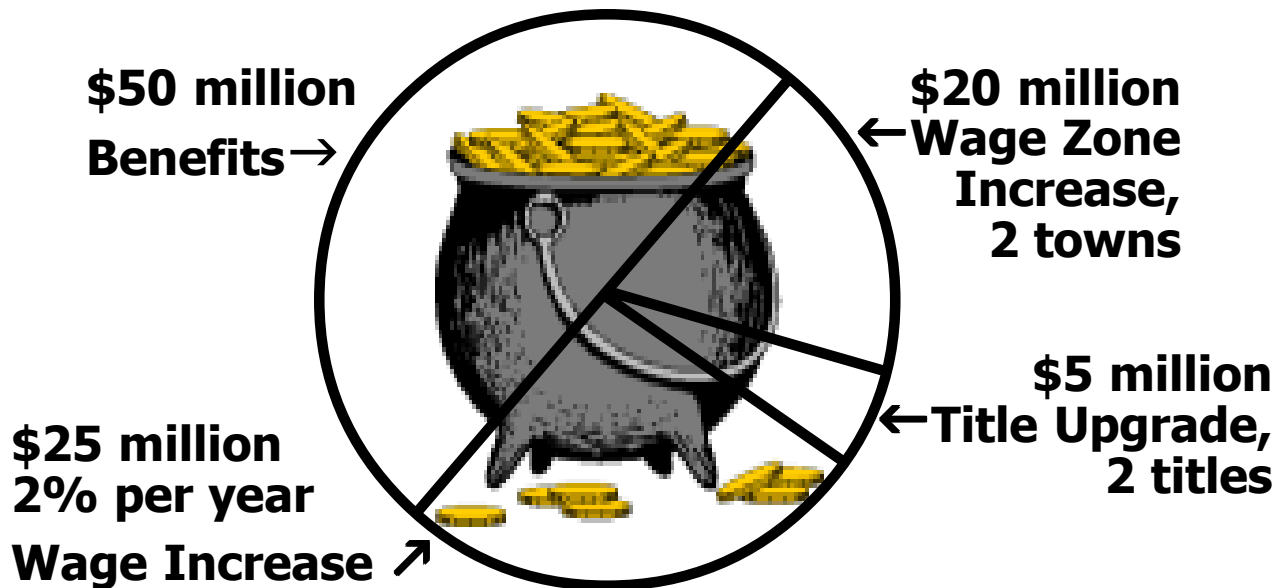


We Deserve Better *and they can afford it!*

When we bargain with At&t, we don't bargain separately over money for wage increases, money for wage zone increases and money to pay for benefits—in the end, we're really bargaining over a single pot of money.

At the bargaining table and in the field and offices, union members fight for a total pot that's large enough to provide affordable health benefits and fair wage increases, while At&t fights to keep the total pot as small as possible.

The image below illustrates the way a \$100 million pot might be spent at the bargaining table. *This is only a representation, it is not meant to represent actual costs.*



Don't Upset the HIVE In 2005!

