



(From left to right – Claude Cummings, Jr. Vice President; Sylvia J. Ramos, Assistant to the Vice President; Mike Neumann, Bargaining Chair; John Richie, Bargaining Committee Member; Kandi Skinner, Bargaining Committee Member; Mike Gemelli, Bargaining Committee Member; Jason Vellmer, Bargaining Co-Chair)

Opening Statement Mobility Bargaining

CWA kicks off AT&T Mobility Bargaining today, Monday, February 8, 2016. Vice President Cummings and Assistant to the Vice President Ramos met this morning with the Bargaining Committee prior to kick off. Based on the overview presented by Bargaining Chair and District Northern Area Director Mike Neumann, and the discussions held with the Bargaining Committee, it is apparent our bargaining team is fully prepared and ready to enter negotiations. We are committed to providing information to our members and will be scheduling a Town Hall call on Monday, February 22, 2016. Details as to the time and call-in information will be posted on the District website and we are asking all of our AT&T Mobility members to please join the call to obtain updated information from your Bargaining Committee. Let's support our Bargaining Committee by participating in all of our scheduled Mobility activities.

United We Bargain Divided We Beg!

CWA/AT&T Mobility Bargaining Kickoff

Listed below is CWA's opening statement by Bargaining Chair and District Northern Area Director Mike Neumann. As you can tell by his statement, your Union is prepared to do whatever it takes to reach a fair and just contract. Please don't forget to wear red on Thursdays and black on Fridays from now until we reach a Tentative Agreement.

The Communications Workers of America, District 6 bargaining committee look forward to negotiating the 2016 Mobility Labor Agreement with the Mobility Management Committee. The CWA Bargaining Committee is proud to represent over 10,000 Mobility employees in the District 6 Labor Agreement.

All of us on the CWA Bargaining Committee, along with District 6 Vice President Claude Cummings, the Assistant to the Vice President Sylvia Ramos, the Administrative Staff, the CWA Staff in District 6 and all the Local Officers and CWA Representatives are committed and united in negotiating a Labor Agreement that will address our Members demands for an improved contract and improvements in pay treatment and benefits. Our Members have charged us with improving their working conditions and we speak for them during these negotiations.

The 2015 third quarter consolidated revenues for AT&T were \$39.1 billion, which is up nearly 19% versus the 2014 third quarter revenues. The Company's financials indicate that there is a strong cash flow year over year. There have been 26,000 domestic DirecTV adds many which have come from sales by AT&T Mobility employees. In addition there were 192,000 IP Broadband net add sales. Specific to AT&T Mobility there have been 2.5 million ATT Mobility domestic gross adds, 289,000 postpaid and 446,000 prepaid Smart phones added to the base. AT&T Mobility employees, our Members, have added 1.6 million connected devices and net adds including 1 million connected cars.

The Cricket acquisition and the DirecTV acquisition were smart and profitable business decisions. But those business decisions became successful in large part due to our Members and your employees determination to be the best in the business.

Over and over AT&T states that Mobility is the future of the business, the future of communication, video and content. The employees of Mobility touch every

technology offered to consumers. The employees of Mobility, our Members are in fact at the core of the business. AT&T Mobility needs to recognize the skills of your employees and the commitment they have to making the Company successful. It is important that the Company understands that our Members are not just numbers but valued employees that deserve good working conditions as well as respect for their skills and work ethic.

All of us in these negotiations as well as the parent company AT&T are aware of the success of their business. All of us are committed to improving on that success. But we also want to enjoy and share some of that success. In light of the status of the Company's financials there is no reason for any concessionary proposals from the Company. In District 6 we are determined in helping you grow the business, and we want more jobs brought into District 6.

We will be presenting changes to the Labor Agreement and we do expect a major wage increase. We are committed to attaining that during these negotiations.

Mike Neumann

CWA Bargaining Committee Chair