

# insight

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## Negotiations are Over; New Contract in Effect

We often find ourselves trying to make sense of events in our lives. Things happen for a reason, but what's the reason? As we all pause to reflect on the contract of 2004, let's see what brought us to where we are today.

From the company's side, one word comes to mind. GREED!!! Yes brothers and sisters, with company take-aways in health care, and with a pension increase (although the biggest ever) that still doesn't allow the bargaining unit to retire with dignity, the company achieved its goal, a contract. We all understand that health care costs are on the rise and all companies are facing that burden, but why are they on the rise? The insurance companies are also greedy. They stiff the MDs, they short change the hospitals, and to a large extent, they control the quality of care you receive. Something is fundamentally wrong in America, brothers and sisters, when an insurance company, not your doctor, can decide what treatment you can receive.

This mess is bigger than all of us, but collectively we are bigger than the problem. Our lawmakers must address the health care crisis in America, or in 3

years when we return to the bargaining table, the company will try to dip further into our pockets. It's easy to sit back and

let the politicians ignore the issue...but if everyone takes the time to write their legislators and demand they give it attention maybe something will get done.

Greed also makes its way to the top of UTC when you see George David made over 11 million dollars in 2003. How much more will he make in 2004 off the

sacrifices the bargaining unit just made? We will find out soon, when UTC executive salary and bonus figures are made public.

Pratt & Whitney also wants to keep pension costs down. That's understandable but why would they refuse to divert money that they are ready to pay in wages toward the pension? They would stand to make money on that! They have all the statistical data on how many pension checks the average retiree collects before they pass on, and it's not a high average.

When Union negotiators brought up diverting wages to the pension, the company said they were not interested. They also were not interested in the IAM Pension Plan as a supplement. That's not just GREED, its also POWER and CONTROL!



We should not dwell on this most recent piece of our history at "The Aircraft"- we must prepare for the future. The membership's decision was clear, and the process was democratic; we should be proud of that! As we prepare for the future, the issues aren't likely to change. We need to collectively pursue our legislators, continue to build the best engines in the world and build up our own personal war chest, in case Pratt tries to ram more take-aways down our throats in 2007.

We are all intelligent people and will do the right things as we prepare our futures. The staff at *insight* wants to wish the entire membership a happy and safe Holiday Season. Together as we forge ahead, we will fight not only Pratt, but also corporate greed everywhere it raises its ugly head, to prevent the extinction of the middle class.



## Six-Figure Puppet

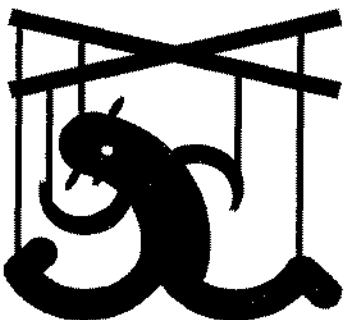
For years we have listened and watched Pratt & Whitney spokesman, Mark Sullivan, tell his lies and half truths and make his unprofessional comments that have been directed towards the union members of Pratt & Whitney to the media.

Your most recent one truly displays how unprofessional you really are. You told the media that most

employees make \$73,000 and some even six figures. SO WHAT! Why would you even make such a claim to the media? Once again you make a generalized statement to the media, not caring how it affects us, the workers. Your only goal is to get the media and the community to feel sorry for UTC and to dislike those spoiled, lazy unionized Pratt & Whitney workers. We never get a chance to tell the media "our" side of the story, and that's why you enjoy your job so much.

How come some employees make that much money? It is called **overtime**. Who asks us to work the overtime? Management. Do you even realize that some employees make that kind of money because they are *one of three* employees left in a department that used to have *thirty*? Management threatens the workers to work the mandatory overtime or they will vend out our work. Do you even know that? Of course you don't. Even if you did, you are a nine-figure UTC sound-byte puppet.

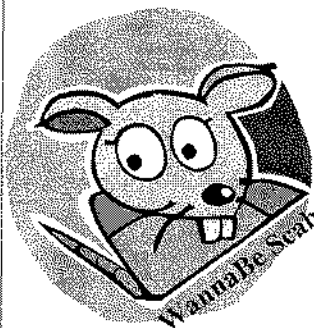
Then you act like a hypocrite and come through the shop on high-level tours and smile at us, the same human beings that you openly criticize and paint as bad guys to the media.



Remember, Mr. Sullivan, it is our hard work that helps pay your salary. We make the BEST JET ENGINES in the world. You do not.

But don't worry, Mr. Sullivan. Next time you bring a big high-level tour through the shop and say all sorts of good things about us, we will greet you and our customers with a smile and show you respect. Why? Because we, the union members of Pratt & Whitney, have pride and care more about this company than you ever will. We are professionals; you are not.

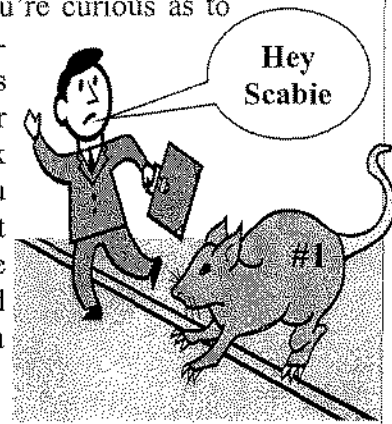
*Frank Checko LL 700 Member  
International Association of  
Machinists and Aerospace Workers*



## Just When You Thought You Saw It All

On Monday December 6, 2004, when the letter carrier brought the mail to the local, he delivered three letters from employees. These letters were sent by *scab wannabes* seeking to cross our picket lines without reprisal, if the membership decided to strike. Now brothers and sisters, these people obviously didn't plan to take one day in support of membership action. Intelligence isn't their strong point. They wanted to be scabs so bad they mailed the letters, but they couldn't even get that right. After all there wasn't a strike, was there?

We still have a scab list from 2001 posted at the local. Next to it we have posted a list of the *scab wannabes* from 2004. If you're curious as to who these former members and scab wannabes are, ask you steward, or come on over and peek at the list your self. You might be working right next to one of these *wannabe scabs*! As bad as that is, we're sure you would want to know!



## “What Goes Around Comes Around”

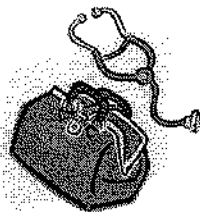


Isn't it amazing that we live in the Insurance capital of the world but we only have two choices for our health care? Cigna and Connecticutare comprise 99.6% of

our member's health care enrollment. I can only assume that The Hartford, Aetna, Metropolitan, Anthem, Prudential etc. were not interested in our business or were not allowed to put in a serious bid. Then again perhaps UTC has an incestuous relationship with Cigna who commands a 63% share of the insurance enrollment for our bargaining unit. This might explain why UTC has had such a cozy relationship with one insurance company the past fifty years. UTC is self insured with Cigna as an underwriter.

According to the American Medical Association (AMA), back in 2000, Connecticut sued four managed care plans, one of which was Cigna. They were sued by our Attorney General for violating the federal Employee Retirement Income Security Act (ERISA) by failing to act in the best interests of their members. Attorney General Richard Blumenthal filed a class action suit because Cigna used formulas to restrict access to some prescription drugs. They failed to pay claims on time. They failed to respond to patient inquiries promptly and accurately. They failed to give patients essential information about plan benefits and how coverage decisions are made. They also used arbitrary coverage guidelines instead of a fair determination of medical necessity. Blumenthal said *“we have been dealing year after year with hundreds of complaints from people who have been denied the information they need.”*

400,000 U.S. physicians also sued Cigna HealthCare in a class action suit in 2002 for wrongfully denying claims over a six-year period. The lawsuit accuses Cigna of bundling, down coding and arbitrarily denying claims. Cigna agreed to pay wrong-

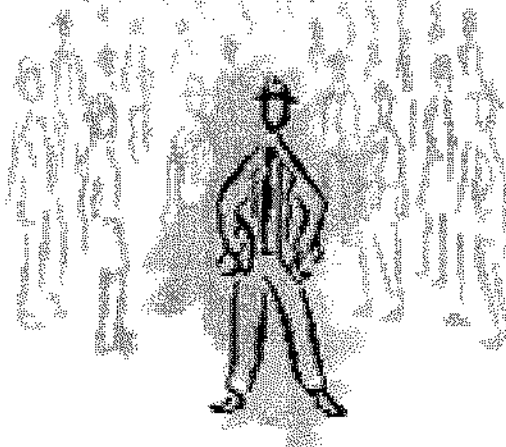


fully denied claims dating back to Jan. 1, 1996. The plaintiffs' attorneys estimate that the claims could cost as much as \$200 million.

Cigna HealthCare is now under fire for alleged bid rigging, backroom deals and kickbacks involving insurance broker fees. “The investigation of the health care industry is a widening of New York Attorney General Eliot Spitzer's probe of the property and casualty insurance field, which culminated with a Oct. 14, 2004 civil lawsuit against Marsh and McLennan, the biggest property and casualty broker in the U.S.”(AMA). Two Marsh executives have pleaded guilty to felony fraud on bid rigging. Cigna has received preliminary subpoenas from New York, while California and Connecticut's Attorney Generals are broadening their investigations. AIG was also named in the complaint; they handle our workers' compensation claims.

One of the criteria for calculating insurance premiums is average age-our median age is 52 years old. Another is how far you live from work. We can't stop the aging process and we have no control over UTC shutting down plants so that we have to travel greater than 25 miles to work. Self-insured UTC is in control of where we work and also controls of the average age in the plants. At the three local lodges

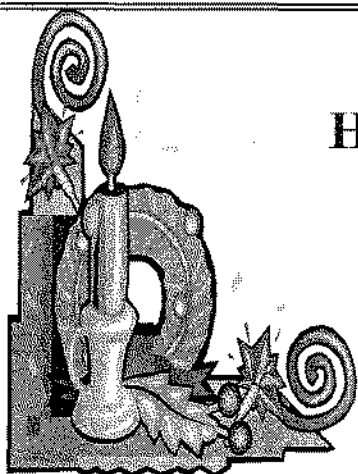
we have 4359 members *and there are only 25 Union employees under thirty years of age.* If that astounds you, consider that there is *only one employee at all three locals between the ages of 20 and 24.* There are 610 workers over 60 years old. With the increasing age of our workforce, it is no wonder insurance costs are sky-rocketing. *Insight* has a suggestion for the company: **bring back our work, stop out-sourcing our jobs, and hire more young people in Connecticut!!!**



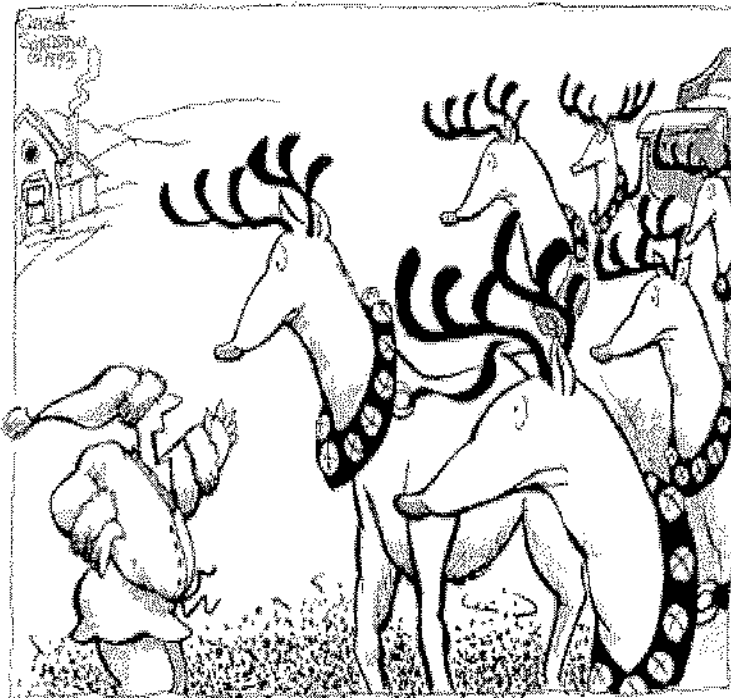
**“Seasons Greetings”**  
**Have A Safe and Happy Holiday!**

**Next Monthly Meeting**  
**January 9, 2005 @11:00 AM**

Local 1746 Website: [www.iamll1746.org](http://www.iamll1746.org)  
District 26 Website: [www.iamdistrict26.org](http://www.iamdistrict26.org)  
Insight email: [local1746@snet.net](mailto:local1746@snet.net)



**To All Who Donated...**  
Our gate collection for the Workers Aid Fund was the most generous ever! The total collected reached the sum of \$7900. Many items were also collected for our troops in Iraq. So a great BIG



*"It's going to be a light load. He's boycotting all toys made by Third World slave labor."*

**“Look for the Union Label” when you are shopping for last minute gifts.**  
[www.ShopUnionMade.org](http://www.ShopUnionMade.org)

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