



# NEGOTIATION UPDATE

## NO PROGRESS

Today's negotiations concluded without an agreement. MNA tried to have a dialogue with management on how we could meet our mutual needs, but Borgess refused to participate in any meaningful way.

Borgess has taken an absurd position in these negotiations. It wants to eliminate two-thirds of your contract and change it to policies management would then control in the name of "flexibility". But in detailed questioning Borgess repeatedly said it had no past problem with the contract language, could not identify any current problem with the contract language, and had no intention to make any change from the contract in the foreseeable future—it even prepared "policies" to show us that tracked existing contract requirements to prove that no change was intended right now. And to make it more absurd, Borgess said it was imperative that it make these changes now!

Not surprisingly, the mediators seemed as perplexed with this logic as we are.

Obviously, more work lies ahead. But we are pleased with the growing level of community support that we are receiving. More people now understand that Borgess has not been bargaining in good faith, that it has engineered a phony bargaining crisis, and that any loss of business has been self-inflicted to advance an improper agenda.

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