



**IAM Air Transport District 142**

9633 S 48th St, Ste 100  
Phoenix, Arizona 85044  
816-982-6480  
iamdl142@iamdl142.org

**Date: June 21, 2024**  
**File: QF – 2024**

2024 – 74

**IAM/QANTAS AIRWAYS LAX NEGOTIATIONS PREP**

Dear Sisters and Brothers:

Your Qantas Airways Negotiation Committee attended a training session: “Negotiation Preparation for Bargaining Committees,” from June 17 to June 20, 2024, in Los Angeles, CA. This training was conducted by the IAM’s William W. Winpisinger Education and Technology Center Assistant Director Joe Gruber. This training covered topics such as:

- Team Dynamics
- Power Analysis
- Strategic Planning
- Company Overview
- Membership Mobilization
- Generational Diversity
- Collective Bargaining and the Law
- Contract Costing
- Drafting Contract Language
- Presenting Proposals

This training is another important step in negotiating the first contract for Qantas AME members in LAX. The Winpisinger Center’s Negotiations Prep Class is second to none, and your negotiations team will already be more knowledgeable and focused after taking it.

As a reminder, you can continue to submit contract proposals through June 28, 2024. Use the QR Code or link below:



<https://bit.ly/atd142-QF-Proposal-Forms>

If you have not signed up for emails and/or text messages from District 142, please go to [www.atd142.org](http://www.atd142.org) and use the buttons at the top of the homepage to “Join Our Email List” and “Sign up for Text Messages.” This is the best way to ensure you receive timely information concerning all the preparations and planning for opening negotiations with Qantas for a Collective Bargaining Agreement.

Thank you for your continued support and solidarity.

Sincerely and fraternally,

John M. Coveny, Jr.  
President/Directing General Chair  
IAM District 142

Mark Strength  
General Chair  
IAM District 142

Edward Berg  
AME  
Qantas Airways LAX

Saneel Kumer  
LAME  
Qantas Airways LAX

Miguel Maldonado  
SAME  
Qantas Airways LAX

JMC/et al/td

cc: R. Johnsen, General Vice-President, Air Transport Territory  
E. Fraser, Chief of Staff, Air Transport Territory  
T. Regan, Airline Coordinator, Air Transport Territory  
J. Carlson, Air Transport Coordinator  
DL 142 Executive Board

**POST ON ALL IAM BULLETIN BOARDS**