

"INDUSTRY STANDARD PAY"—FOLLOW THE LEADER

From DeltaNet:

*"**Delta's goal** is to have an industry standard pay structure competitive with network and low-cost carriers. Industry standard for scale jobs reflects the national average for the carriers in our competitive set."*

*"It is **Delta's goal** to get base rates of pay and benefits in line with the industry average first, and our shared rewards and profit sharing **can** push us well above."*

*"When Delta succeeds, our total compensation **should be** in the top tier of all carriers. **But we must also be able to navigate economic downturns as well.**"*

Translation:

Southwest Airlines (Represented) +
Continental Airlines (Represented) +
American Airlines (Represented) +
JetBlue (Unrepresented) +
Northwest Airlines (Represented) +
AirTran (Represented) +
United (Represented) +
USAir (Represented)

÷ 8 =

Delta Flight Attendant's Compensation & Benefits

* Current "competitive set" used to calculate "national average" by Delta

SETTING THE STANDARD...

As World Class Delta Flight Attendants, **our goal** is to negotiate our own contract—a world-class contract. We deserve to lead the industry and not follow a loosely defined "competitive set". There is only one way to control our own destiny—**Delta AFA representation**. A contract gives us the ability to create rather than follow the industry standard.

DeltaAFA Representation

Opportunity. Unity. Respect.

www.deltaafa.org