



Delegates please ensure that all workers on your site or branch get a copy of this update
ANZ National, 22 July 2008

Vote on offer and sign *Fair Pay Invoice* by Wednesday ***Now is the time to get active to win a fair deal***

KEY POINTS:

- All Finsec members are asked to cast an indicative vote on the bank's offer by 5pm Wednesday 23 July. So far only 12% of members have participated in the indicative vote.
- Be part of winning a better deal. All members are asked to fill in the ***Fair Pay Invoice*** and send a strong message to the bank that 4% is not enough.
- We negotiate with the bank again on Thursday. It is critical that a very high proportion of members cast an indicative vote and sign the ***Fair Pay Invoice*** before we bargain again.
- **BREAKING NEWS:** Westpac union members have just won a 5% pay offer from their bank. Westpac and ANZ National members negotiated at the same time last week.

ACTIONS:

1. **Members:** Cast an indicative vote on the bank's offer. Send a message to the bank that 4% is not enough by filling in your ***Fair Pay Invoice*** asking for a 5% pay offer like Westpac has made.
2. **Delegates:** Make sure all members in your site vote on the offer and fill in the ***Fair Pay Invoice***. Fax both back to Finsec on 04 385 2214 by 5pm Wednesday, 23 July.

Cast an indicative vote by Wednesday

Delegates are asked to co-ordinate an indicative vote on the bank's offer by 5pm Wednesday 23 July. The bank's offer does not meet the mandate members set prior to negotiations so it is important that we know how members feel about it.

Information on how to do this has been posted to all sites. If you haven't received this information yet call 0800 FINSEC or email union@finsec.org.nz and we will send it to you straight away.

The bank has said delegates can have time during the day to ensure this vote happens. Fax results to Finsec on 04 385 2214.

Sign the *Fair Pay Invoice* for 5%

The bank's offer of 4% is less than what is needed to help us keep up with rising costs. Yet the difference between the bank's offer and 5% is only **0.18%** of its operating profit for the first 6 months of this financial year.

That is why Finsec members are signing the ***Fair Pay Invoice***; we want the bank to show

how much they really value us, and are invoicing them for a 5% wage increase. Sign your ***Fair Pay Invoice*** before 5pm Wednesday and fax it to Finsec on 04 385 2214.

We must get active to get a better offer

The bank can easily change its' offer to 5% in negotiations on Thursday, but it needs to know that this is what members want. That means members must take part in the indicative vote and sign the ***Fair Pay Invoice***. It is critical we have high participation in these activities over the next 48 hours.

Westpac members win 5%

In breaking news Westpac members have just received an offer of 5% over a one year term from their bank. Membership density in Westpac is above 60% of staff covered by the collective agreement and members there have been active throughout the campaign recruiting and taking part in collective activities. We can do it too.

The ANZ National Union Council

National Office PO Box 27 355, Wellington, New Zealand. Phone: (04) 385 7723 Fax: (04) 385 2214

Email: union@finsec.org.nz Website: www.finsec.org.nz

