



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

Join today to win in negotiations next week

KEY POINTS:

- A good outcome in our negotiations next week will depend on us being as strong as possible. All non-members are asked to join Finsec today to influence the pay, staffing and targets outcomes that will be determined next week.
- Our **Better Banks** advertisement was published in the New Zealand Herald yesterday, but staff can still sign up and have their names posted on the Finsec website.

ACTION:

1. Talk to all non-members in your site about influencing pay, staffing and targets by joining Finsec before negotiations start.
2. Collect any further names for the collective activity and fax these to Finsec as soon as possible so they can be put on the Finsec website.
3. If you have yet to hold your pre-negotiations meeting, hold it today or tomorrow and fax the results back to Finsec on 04 385 2214.

Influence negotiations by joining now

Collective agreement negotiations with ANZ National and Westpac start next week. Finsec members have a clear set of objectives for fair pay, better staffing levels and to fix targets.

Our ability to achieve these goals is strongly influenced by the number of bank staff who are part of our union. The more members we have, the stronger our position at negotiations. Already hundreds of new members have joined Finsec to influence the outcome of this years negotiations.

Everyone has the opportunity to influence these negotiations and achieve better pay and conditions for ourselves and our workmates by joining us this week. If you have considered becoming a Finsec member, but put it off for some reason, now is the time to join. We are all stronger together.

Joining our **Better Banks** campaign is the way to achieve a real pay increase this year. The banks could cut your pay in real terms by offering a pay increase lower than the rate of inflation. With rising petrol and grocery costs,

can we really afford to go backwards? Staff who don't join Finsec are sending our banks a message that sets us all back.

Do we want the banks to think they can cut our pay in real terms when their profits are increasing?

Support our **Better Banks** Appeal for Justice

Our public call for Better Banks was published in the New Zealand Herald yesterday, signed by nearly 1500 bank staff. All names are posted on the Finsec website.

Staff still have the opportunity to be part of this appeal. Please collect as many new names as possible and fax them to Finsec as soon as possible.

Meetings need to be finished this week

All pre-negotiations meetings need to be concluded this week. If your site hasn't held its meeting yet, please meet today or tomorrow and fax the results back to Finsec on 04 385 2214.

From the Westpac and ANZ National Union Councils

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