

B6 ALPA Blast

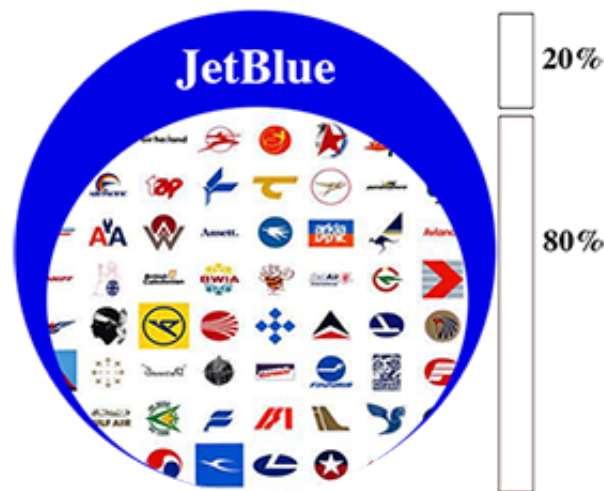
From Your JetBlue Master Executive Council



May 3, 2018

Fellow JetBlue ALPA Pilots,

Many of you have seen a similar image to the one below in management's *Leading Edge* class, quantifying the measures our pilot group takes in going above and beyond. It is described that the extra twenty percent we provide—otherwise known as our culture—creates a market advantage between JetBlue and the rest of the industry.



By attempting to train, market, and exploit this advantage, management recognizes that the edge you provide has directly and meaningfully impacted our airline's success—further evident in the leading profit margins the company enjoys. Yet, management has taken this goodwill for granted. Instead of suitably investing in you as a professional, management's economic cornerstone proposals have indicated their desire to only maintain an industry-leading cost advantage.

If management continues to believe the JetBlue brand will further excel because of our 20%-above-market return, they must come to realize this requires an investment. As summer nears and executives seek to maximize profits and line their own pockets with compensation increases, their delay in reaching an agreement threatens to undermine remaining pilot goodwill.

We will be rooted in this labor dispute until management submits serious, acceptable proposals for the remaining open items of our contract. Until then, we encourage you to continue to professionally do your job as an airline pilot—nothing more, nothing less.

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CONTRACT ABOVE ALL



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