Union Contract is Win-Win

8 September 2010

POP Displays has reached a new three-year agreement with Local 223, Amalgamated Toy and Novelty Works Union, AFL-CIO, the labor union that represents its more than 500 production employees.

"I believe negotiations recognized the realities of these times and ended in a win-win agreement," said Ed Wohlwender, CEO of POP Displays.

Union negotiations began in June and continued multiple times per week in anticipation of the previous contract expiration date. Current economic conditions and increased health care costs set the stage for difficult negotiations. Ultimately Local 223, its 8-member negotiation committee, and POP Displays management reached an agreement which was ratified by the unit linking compensation to production efficiency putting the employees in control of their own economic destiny.

"All associates are now tied into attendance and productivity increases, enabling both employees and the company to grow and benefit together. This program provides a greater opportunity to share economic rewards based upon efficiency gains for the collectively bargained employees," observed Scott Katcher, General Counsel and SVP Human Resources who was instrumental in developing and gaining agreement to the mutually beneficial contract.

POP Displays has more than 600 employees of which 80% are union members. They are the one of the largest employers in Yonkers, NY. Union members receive a strong benefit package and many have significant tenure with the Company and commute from the five boroughs of New York since the Company consolidated its 5 plant operations to Westchester in 2005.