

## Dunn, Todd (M.T.)

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**From:** Stone, Steven (S.M.)  
**Sent:** Tuesday, March 13, 2012 9:09 AM  
**To:** Dunn, Todd (M.T.); Hibbs, Herb (H.H.); Hale, Jeff (J.); Willard, Fred (F.); Burke, Jamie (J.)  
**Subject:** FW: LAP Yard – Draft talking points



Teamster  
Manpower.ppt

- Outbound yard management work for the 2013 Escape at Louisville was sent out for quote to seven potential bidders.
- Voith was selected as the supplier for Louisville for yard services due to their IT systems competitiveness, operational productivity, and cost efficiency.
- Ford's sourcing strategy includes off-site drive-away work to offset workers displaced by the yard sourcing action.
- In addition, 100% of Ford dealer delivery by carhaul transportation from Louisville has been awarded to carriers affiliated with Teamsters.
- Total headcount from Teamster affiliated suppliers will be greater for the Escape vehicle distribution vs. the previous Explorer product.

*Steven M Stone*

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EXHIBIT 11

# Manpower

## Teamster Headcount

	Job Last Explorer (2 Shifts)		Job 1 Escape (3 Crew Shift Pattern)
Yard Management	<del>17</del> 50	}	
<b>Driveaway to NS Shelbyville</b>			<b>55</b>
Local Carhual to NS Shelbyville	5		
Carhual to Dealers	40		102 *
	<del>62</del> 95		<del>102</del> 157

PLAN INCLUDES OFFSETTING WORK FOR DISPLACED WORKERS

\* Max Carhaul Distribution