

DO NOT BUY
DEL MONTE PRODUCTS

**DEL MONTE FRESH PRODUCE, N.A.
undermines working conditions in
the Port of Philadelphia**



**Support the INTERNATIONAL LONGSHOREMEN'S
ASSOCIATION in its effort to maintain working
conditions in the Port of Philadelphia.**

**International Longshoremen's Association has no dispute with any person other than Del Monte
Fresh Produce, N.A., and we are not asking any individual to cease performing any services, or to
refuse to pick up, deliver, handle or transport any goods.**

This Document has been paid for with Union Funding

BOYCOTT

Del Monte Fresh Fruit

TO ALL AMERICAN CONSUMERS: We, the members of the International Longshoremen's Association, have serviced Del Monte Fresh Produce, N.A. through a stevedore at the Pier 5, Camden, New Jersey facility for the past 22 years. We have performed our duties professionally, efficiently, and with respect to Del Monte's economic concerns. We have never heard any complaints about our service or economics from this company. The employees that work on the terminal have been working for the same wage rate that they were making 19 years ago. We have the lowest pension plan in our industry as a result of keeping costs under control.

CONTRACTUAL OBLIGATIONS: Del Monte has a lease agreement with the State of New Jersey until 2018, and is now vacating the Pier 5 facility. Del Monte also has an operating agreement with Delaware River Stevedore, Inc, until December 31, 2010.

UNFAIR NOTICE: On Thursday, July 22, 2010, Del Monte's officers demanded \$5 million in labor cost reductions and approximately \$25 million in infrastructure improvements from the State of New Jersey. Del Monte imposed an unrealistic deadline of 4 days to meet its demands.

OUR RESPONSE: Based on the threat of losing at least 200 family-sustaining jobs, and the tax revenue generated by these jobs, we agreed to reduce our wages in some case 25%, cut manning, and possibly eliminate some benefits. **We met Del Monte's demands to reduce labor cost by \$5 million.**

The State of New Jersey acted quickly and prudently and offered a great modification package, and also offered to extend Del Monte's lease, providing longer term security.

RESULT: Del Monte has now served notice that it is moving to a Gloucester, New Jersey facility. Our family-sustaining jobs will be replaced with "working poor" employment. This will erode further the already declining New Jersey tax base. The workers lose, the employers lose, and the states on both sides of the Delaware River lose.

ATTACK AGAINST AMERICAN WORKING STANDARDS 2009 WAS THE WORST ECONOMIC YEAR SINCE THE DEPRESSION OF 1929

FACT: Del Monte had its 2nd **Highest Sales** year in 2009 following its record year in 2008 with over \$3 billion in sales.

Del Monte's "NET" Profit for 2009 was \$144 million; in 2008 it was \$157 million.

North America is 48% of net sales.

It is clear that the predominantly foreign ownership of Del Monte wants to exploit American workers to inflate its high profits.

Please support our cause.

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