

Union Organizing

Campaigning for trade union recognition

Edited by Gregor Gall

With a foreword by Sheldon Friedman, AFL-CIO

Routtedge

Taylor & Francis Croup LONDON AND NEW YORK

Contents

	List	of	ilius	illustrations	
	List of contributor		. 1		xii
	Abbreviations Foreword	of by	trade Sheldon	unions Friedman	xiii xv
1	Introduction GREGOR GALL				1
2	'Organizing the unorganized': union recruitment strategies in American transnationals, c. 1945-1977 BILL KNOX AND ALAN MCKINLAY				19
3	Organizing in the c. 1972-1990: a gone out?				39
4	Trade union rec EDMUND HEERY, JOHN SALMON A	MELANIE S	SIMMS, RICK DEL		56
5	Employer oppos	sition to uni	on recognition		79
6	Union organizir MELANIE SIMMS	ng in a not-	for-profit organiz	zation	97
7	Organizing in erepresentation - 'Silicon Glen' PATRICIA FINDLA	shadow sho	_		114

x Contents

8	Organizing in transport and travel: learning lessons from TSSA's Seacat campaign JANE WILLS	133
9	Call center organizing in adversity: from Excell to Vertex PHIL TAYLOR AND PETER BAIN	153
10	Comparisons and prospects: industrial relations and trade unions in North America and Britain BRIAN TOWERS	173
11	Union organizing in the United States JACK FIORITO	191
12	Union recognition in Germany: a dual system of industrial relations with two recognition problems OTTO JACOBI	211
13	Conclusion: drawing up a balance sheet GREGOR GALL	228
	Bibliography Index	244 259