

## **ALPA's International Pilot Services Corporation**

In 1997, ALPA staff developed an International Pilot Services Business Plan, which the Executive Board approved. Consistent with the Global Pilot Strategy and Action Plan, the Plan established the International Pilot Services Corporation (IPSC), which represented an expansion of ALPA's role in global industrial matters.

Jalmer Johnson, ALPA's current general manager, with input from ALPA's Representation, Economic & Financial Analysis, and Legal Departments, designed the Plan to preserve and enhance global pilot standards and provide the following types of services, which were anticipated to be of the greatest interest to foreign pilots unions:

- The Economic & Financial Analysis Department's basket of services
- Training
- Negotiations services
- Communications
- Aviation safety services
- Technical advice and support
- General research and information

Since the IPSC was formed in 1997, it has provided a variety of representation services to numerous pilots associations, including economic and financial analysis of such airlines as Aer Lingus, Air Canada and Canadian (when their pilots were part of CALPA), Air France, Air Jamaica, Air New Zealand, Aire Litoral, Cathay Pacific, KLM, Sabena, SAS, Singapore Air, South African Airways, and TAP Air Portugal. Initial benchmarking work was also performed for the pilot group alliances. In addition, IPSC has provided negotiations training programs and programs on financial restructuring negotiations to hundreds of pilots from pilots associations around the world.

Whatever the reasons for the current state of the airline industry, pilots unions are under increased pressure to reduce costs, and they all need to be prepared to deal with these industrial challenges in a methodical, businesslike manner, using all their resources. Only then can they best protect the interests of their members and the airline piloting profession around the world.

ALPA established the IPSC to provide the Association's professional expertise to pilot groups that ALPA could otherwise not represent and to help them address industrial and safety issues. By building better unions around the globe, ALPA will be better able to do its job here at home.