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President: Berthold Huber
General Secretary: Jyrki Raina

Geneva 13 May 2014

Bob Dudley
CEO
BRITISH PETROLEUM COMPANY (BP)
1 Saint James's Square
London SW1Y 4PD
United Kingdom

Transmitted by e-mail Robert.Dudley@bp.com and fax +44 (0)20 7496 4630

IndustriALL Global Union Calls on BP to intervene and resolve labour dispute at New Zealand contractor Toll and ensure dignified wages in line with industry standard

Dear Mr. Dudley,

I am writing this letter to you on behalf of [IndustriALL Global Union](http://www.industrial-all-union.org), representing more than fifty million workers throughout the whole manufacturing supply chain, including the petroleum industry, in some 140 countries worldwide, to call on BP to live up to its ethical and CSR commitments in the company's supply chain and contractors in the case of the fuel delivery contractor Toll in New Zealand. One of our affiliated national trade unions is FIRST Union in New Zealand.

As you will know following the extensive press coverage in New Zealand, your tanker driver contractor Toll is refusing to bargain in good faith with its workers, who are seeking negotiations on a pay increase in line with the national standard of unionized workers in the sector in New Zealand.

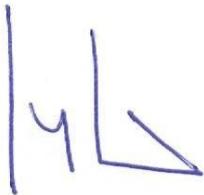
FIRST Union organizes the workers at the majority of tanker delivery companies in New Zealand; however, BP uses contractors who are not unionized and who pay employees an hourly rate of NZ\$20 instead of the national standard of NZ\$32. FIRST Union would be the appropriate social bargaining partner for BP and its contractors in New Zealand covering tanker drivers, and developed industrial relations with this union would be mutually beneficial for both business development and the workers. We are both fully aware of the potential dangers in the transportation of petroleum. Experience from all over the world shows that developed industrial relations with the appropriate trade union is key to ensuring safety at work.

Although this particular dispute covers a relatively small number of workers, it represents a significant breach of BP's obligations and commitments for contractors and supply chain workers. For this reason, I formally ask for your management's intervention to ensure that BP's contractor Toll returns to the negotiations, recognizes FIRST Union as its local bargaining partner and bargains in good faith a new collective agreement that includes a salary in line with the national standard of NZ\$32 per hour.

We are informing our international networks about this case and hope to publicize a successful intervention from BP in the coming days. We should then discuss formalizing our communication at the global level.

I anticipate your quick response.

Sincerely,

A handwritten signature in blue ink, appearing to be 'JRL'.

Jyrki Raina
General Secretary

CC:
Greg Miller, Toll, New Zealand General Manager
Paul Ebsworth, Toll, Divisional manager
BP Executives and Directors

FIRST Union, New Zealand
Unite the Union, UK