

CABLE SECRETARIAT DISSEMINATION
PERSON/UNIT NOTIFIED

CLASSIFIED MESSAGE TOTAL COPIES 24

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GROUP 1
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DESTROY SIG.

ACTION

DDS []

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~~SECRET~~ 181100Z MAR 68 CTIE []

10 MAR 68 []

PRIORITY DIRECTOR

[] SENDS

1. THE BX CONCESSION AGREEMENT UNDER WHICH CAT HAS FOR THE LAST FIVE YEARS PROVIDED AIRLINE TICKETING AND RESERVATION SERVICES AT TACHIKAWA EXPIRES MAY 6, 1968. PRODUCING APPROXIMATELY USD 28,000 OVER EXPENSES LAST YEAR AND PROVIDING TICKETING PERSONNEL AT TACHIKAWA TO FACILITATE AIR AMERICA SAT EMPLOYEE TRAVEL WE CONCLUDE THE BUSINESS SHOULD BE RETAINED. OUR RESPONSE TO THE INVITATION TO BID DUE MARCH 20 IS BEING FINALIZED.

2. PROMPTED BY THE UNCERTAINTY OF CAT'S FUTURE PANAM, AMERICAN AIRLINES, TWA, CF SHARP TRAVEL AGENCY, AND PROBABLY NWA WILL BID ON THIS CONCESSION AND WILL LIKELY OFFER UPTO 3.5 PERCENT TO THE BX WHICH IS MORE THAN THE 2.5 PERCENT WE NOW PAY AND THE 2.5 PERCENT ON THE FIRST 50,000 PER MONTH AND 3.00 OVER 50,000 WE PLANNED TO SUBMIT IN OUR BID RESPONSE.

3. REPORTEDLY COMPETITORS HIGHER BID IS BASED ON A PLAN FOR THE SUCCESSFUL BIDDER TO ACCEPT GENERAL SALES AGENCY

APPROVED FOR
RELEASE DATE:
05-May-2009

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APPOINTMENTS FOR ALL CARRIERS DESIRING REPRESENTATION PROVIDING
 2. PERCENT MORE REVENUE. HQS PERMISSION IS REQUESTED FOR CAT
 TO OFFER TO AND ACCEPT GSA APPOINTMENTS AT THE TACHIKAWA
 YOKOTA, AND MISAWA U.S. BASES OF ALL INTERESTED US AIR CARRIERS
 IF CAT IS THE SUCCESSFUL BIDDER.

4. IF APPROVED COMMISSIONS PAYABLE TO THE BX WILL BE
 INCREASED TO ABOUT 3.5 PERCENT DEPENDENT ON FINAL ASSESSMENT
 OF THE COMPETITIVE CIRCUMSTANCES. SHOULD POLICY PRECLUDE
 ACCEPTANCE OF GSA APPOINTMENTS WE PLAN TO SUBMIT OUR BID AS
 PLANNED PER PARA 2 ABOVE HOWEVER IT APPEARS THERE IS LITTLE
 CHANCE IT WILL BE SUCCESSFUL.

5. EARLY RESPONSE WITH SUCH GUIDANCE HQS MAY HAVE IS
 REQUESTED.

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[Redacted]

09. NOV 57 01 81

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