



Cable Address • SOUTHNAIR

Southern Air Transport, Inc.



P. O. BOX 19067 • WASHINGTON, D. C. 20036

March 13, 1970

Ref.: 13C01

Department of the Air Force
Headquarters Military Airlift Command
Scott Air Force Base
Illinois 62225

Attention: Mr. R. W. Kloeckner (MAMPCAI)
Contracting Officer

Dear Mr. Kloeckner:

We refer to your letter of 9 March 1970 which was a request for a proposal on DC-4 aircraft to operate from Japan. Southern Air Transport, Inc., operating in cooperation with Air America, Inc., has ready availability of DC-4 equipment in convertible configuration and trained personnel.

Southern, as you know, has two Boeing 727s based in Japan and is also using a DC-6 hired two days each week from Air America to perform the Iwo Jima and Marcus flights. Usage of the 727s has, since the beginning of February 1970, declined to a point where it appears operation will result in a substantial loss and if Southern is to stay in the inter-island business, which it very much wants to do, additional flying will need to be found. In some way or another we will have to be able to realize a bit over 400 727 flying hours per month or 180,000 miles, if we are to make ends meet and continue our performance for MAC.

Southern is especially interested in continuing and is prepared to do so on any basis which gives a chance of breaking even during the coming fiscal year. Southern has all along tried to be of special service to MAC even when higher costs were involved. Southern has undertaken the once-weekly flights to Iwo and Marcus through the cooperation of Air America and at added costs to Southern. Southern has also employed and trained a staff of Korean cabin attendants to provide the specialized service needed for the Korean R&R flights. It is believed these services have been performed reliably and in good quality with minimum cost to MAC. It is our hope that this performance has earned us longevity.

APPROVED FOR
RELEASE DATE:
21-Oct-2009

March 13, 1970

We are now at something of a crossroad. If we can stay in Yokota with our 727s, we are prepared to include in the package one DC-4 to meet the requirements which are listed in your 9 March request for a proposal. The operation of a DC-4 as our only activity in Japan does not appear practicable.

Cost breakdown for the DC-4 is not yet available, but it appears our price would need to be approximately the same as the present price per mile for DC-6As operated to Marcus. The DC-4 being slower will require double crewing on some flights and the cost will thus be increased. We could perform either ten missions per month or every other day missions into Wakanai without variation in our pricing, since depreciation is not a significant element. From the standpoint of reliability and maintenance, we will need to have available to us a second DC-4 and this can be arranged by cooperation with Air America.

We want very much to stay in the area servicing Japan, Korea and Southeast Asia. Our overall posture requires this circulation. We are also prepared to meet unique requirements which MAC may have, and are prepared to accomplish them at the minimum rates established by the CAB. We would appreciate the opportunity to discuss the above proposal in detail. Possibly you could telephone us early next week and we will come to Scott before March 20th.

Sincerely,

George A. Doole, Jr.
Consultant to Southern Air Transport, Inc.