38364

The Honorable Rodney Slater Secretary U.S. Department of Transportation 400 7th Street SW, Room PL-401 Washington, D.C. 20590

CC: Senator Durbin Senator Moseley-Braun Congressman

15 July, 1998

Docket OST-1998-3713 - 794 RE:

"Policy Statement Regarding Unfair Exclusionary Practices"

Dear Secretary Slater,

I am writing as one of 90,000 stakeholders of United Airlines in the U.S., and about your proposed guidelines for fair competition among airlines. The air transport industry experienced substantial upheaval twenty years ago, when it was de-regulated, and the country profited greatly from the result. We must not take a step backward and yield free market preferences to government interference. A move to re-regulate this dynamic industry will have disastrous impact on consumers, airline employees, and communities now served by competitive air carriers.

When the industry was de-regulated, some carriers failed. That was because they did not adapt to the competitive environment, they were accustomed to doing business with protection by the government, and did not refocus on providing a competitive product in an intensely competitive industry. At United Airlines, most of us gave up benefits and took salary cuts to allow our company to be competitive and efficient in the new and exciting arena of the free market for our services. We, at United, are now the largest ESOP in the nation, and have been successful competing against other carriers who are free to enter the market. The changes you propose will alter the terrain as this industry moves, and may lead to shrinkage rather than growth, especially in the small communities you propose to help.

The Hub and Spoke system, which enables air carriers to succeed in the de-regulated environment, is dependent on spokes feeding traffic into hubs. As such, the major carriers seek to identify and serve spoke business to connect at hubs for longer range air transport. If guidelines prevent major carriers from competing for that spoke business, the system may fail. If you restrict the number of seats an incumbent is allowed to offer at reduced fare, you will restrict the benefits of competitive selection available to the consumer, and may thwart the positive impact that de-regulation produced. On an average, consumers are paying 33% less (adjusting for inflation) for air travel than they did under regulation. Since 1990 alone, consumer prices in general have risen twenty percent faster than the average air fare. The savings are not limited to lower air fares, a Brookings Institute study estimates that efficient connections through hubs saves consumers considerable time, and placed a value of \$10 Billion per year on that time.

Because of de-regulation, and the competition among providers, consumers are enjoying the opportunity to travel by air, twice as many people are flying now than when the industry was regulated. The airlines fly to more places, and do it at more affordable fares than ever before. Those fares, and the services offered directly result from the competitive nature of the free market. If you remove the competition, and the incentive to attract and retain customers, you will lose twenty years of improvement.

If action is necessary to prevent unfair competitive practices, let that be accomplished by the Department of Justice who should enforce the existing anti-trust laws. Don't replace the free market choice of consumers with arbitrary and expensive governmental interference.

Sincerely,

Hana J. Kemp 137 Bed Cedor dr. Streamwood, II. 60107

**Docket OST-1998-3713** 

CC Senator Durbin Senator Moselev-Braun Congressman

15 July, 1998

DOCKET SECTION

Dear Secretary Slater,

RE:

I am writing as one of 90,000 stakeholders of United Airlines in the U.S., and about your proposed guidelines for fair competition among airlines. The air transport industry experienced substantial upheaval twenty years ago, when it was de-regulated, and the **country** profited greatly from the result. We must not take a step backward, and yield **free** market preferences to government interference. A move to re-regulate this dynamic industry will have disastrous impact on consumers, airline employees, and **communities** now served by competitive air carriers.

"Policy Statement Regarding Unfair Exclusionary Practices"

When the industry was de-regulated, some carriers failed. That was because they did not adapt to the competitive environment, they were accustomed to doing business with protection by the government, and did not refocus on providing a competitive product in an intensely competitive industry. At United Airlines, most of us gave up benefits and took salary cuts to allow our company to be competitive and efficient in the new and exciting arena of the free market for our services. We, at United, are now the largest ESOP in the nation, and have been successful competing against other carriers who are free to enter the market. The changes you propose will alter the terrain as this industry moves, and may lead to shrinkage rather than growth, especially in the small communities you propose to help.

The Hub and Spoke system, which enables air carriers to succeed in the de-regulated environment, is dependent on spokes feeding traffic into hubs. As such, the major carriers seek to identify and serve spoke business to connect at hubs for longer range air transport. If guidelines prevent major carriers from competing for that spoke business, the system may fail. If you restrict the number of seats an incumbent is allowed to offer at reduced fare, you will restrict the benefits of competitive selection available to the consumer, and may thwart the positive impact that de-regulation produced. On an average, consumers are paying 33% less (adjusting for inflation) for air travel than they did under regulation. Since 1990 alone, consumer prices in general have risen twenty percent faster than the average air fare. The savings are not limited to lower air fares, a Brookings Institute study estimates that efficient connections through hubs saves consumers considerable time, and placed a value of \$10 Billion per year on that time.

Because of de-regulation, and the competition among providers, consumers are enjoying the opportunity to travel by air, twice as many people are flying now than when the industry was regulated. The airlines fly to more places, and do it at more affordable fares than ever before. Those fares, and the services offered directly result from the competitive nature of the free market. If you remove the competition, and the incentive to attract and retain customers, you will lose twenty years of improvement.

If action is necessary to prevent unfair competitive practices, let that be accomplished by the Department of Justice who should enforce the existing anti-trust laws. Don't replace the free market choice of consumers with arbitrary and expensive governmental interference.

Sincerely, Bruian & Rimball 380 W. FREMONT ELMHURST IL GO126

#### CC: Senator Durbin Senator Moseley-Braun Congressman

The Honorable Rodney Slater Secretary U. S. Department of Transportation 400 7th Street SW, Room **PL-401** Washington, D.C. 20590

15 July, 1998

PARTMENT OF TRANSPORTATION

98 JUL 24 AM 10: 04

DOCKET SECTION

RE:

**Docket OST-1998-3713** 

"Policy Statement Regarding Unfair Exclusionary Practices"

Dear Secretary Slater,

I am writing as one of **90,000** stakeholders of United Airlines in the U.S., and about your proposed guidelines for fair competition among airlines. The air transport industry experienced substantial upheaval twenty years ago, when it was de-regulated, and the country profited greatly from the result. We must not take a step backward, and yield free market preferences to government interference. A move to re-regulate this dynamic industry will have disastrous impact on consumers, airline employees, and communities now served by competitive air carriers.

When the industry was de-regulated some carriers failed. That was because they did not adapt to the competitive environment, they were accustomed to doing business with protection by the government, and did not refocus on providing a competitive product in an intensely competitive industry. At United Airlines, most of us gave up benefits and took salary cuts to allow our company to be competitive and efficient in the new and exciting arena of the free market for our services. We, at United, are now the largest ESOP in the nation, and have been successful competing against other carriers who are free to enter the market. The changes you propose will alter the terrain as this industry moves, and may lead to shrinkage rather than growth, especially in the small communities you propose to help.

The Hub and Spoke system, which enables air carriers to succeed in the de-regulated environment, is dependent on spokes feeding **traffic** into hubs. As such, the major carriers seek to identify and serve spoke business to connect at hubs for longer range air transport. If guidelines prevent major carriers from competing for that spoke business, the system may fail. If you restrict the number of seats an incumbent is allowed to offer at reduced fare, you will restrict the benefits of competitive selection available to the consumer, and may thwart the positive impact that de-regulation produced. On an average, consumers are paying 33% less (adjusting for inflation) for air travel than they did under regulation. Since 1990 alone, consumer prices in general have risen twenty percent faster than the average air fare. The savings are not limited to lower air fares, a Brookings Institute study estimates that efficient **connections** through hubs saves consumers considerable time, and placed a value of \$10 Billion per year on that time.

Because of de-regulation, and the competition among providers, consumers are enjoying the opportunity to travel by air, twice as many people are flying now than when the industry was regulated. The airlines fly to more places, and do it at more **affordable** fares than ever before. Those fares, and the services offered directly result from the competitive nature of the free market. If you remove the competition, and the incentive to attract and retain customers, you will lose twenty years of improvement.

If action is necessary to prevent unfair competitive practices, let that be accomplished by the Department of Justice who should enforce the existing anti-trust laws. Don't replace the free market choice of consumers with arbitrary and expensive governmental interference.

Sincerely.

Heets J. Lones 150 seton PL., Stream wood, II., 60107

# **C**C Senator Durbin Senator Moseley-Braun

**C** ngressman

The Honorable Rodney Slater Secretary U.S. Department of Transportation 400 7th Street SW, Room PL-401 Washington, DC. 20590

15 July, 1998

DEPARTMENT OF TRANSPORTATION

98 JUL 24 AM 10: 04 DOCKET SECTION

RE: **Docket OST-1998-3713** 

"Policy Statement Regarding Unfair Exclusionary Practices"

Dear Secretary Slater,

I am writing as one of 90,000 stakeholders of United Airlines in the U.S., and about your proposed guidelines for fair competition among airlines. The air transport industry experienced substantial upheaval twenty years ago, when it was de-regulated, and the country profited greatly from the result. We must not take a step backward, and yield **free** market preferences to government interference. A move to re-regulate this dynamic industry will have disastrous impact on consumers, airline employees, and communities now served by competitive air carriers.

When the industry was de-regulated, some carriers failed. That was because they did not adapt to the competitive environment, they were accustomed to doing business with protection by the government, and did not refocus on providing a competitive product in an intensely competitive industry. At United Airlines, most of us gave up benefits and took salary cuts to allow our company to be competitive and efficient in the new and exciting arena of the free market for our services. We, at United, are now the largest ESOP in the **nation**, and have been successful competing against other carriers who are free to enter the market. The changes you propose will alter the terrain as this industry moves, and may lead to shrinkage rather than growth, especially in the small communities you propose to help.

The Hub and Spoke system, which enables air carriers to succeed in the de-regulated environment, is dependent on spokes feeding **traffic** into hubs. As such, the major carriers seek to identify and serve spoke business to connect at hubs for longer range air transport. If guidelines prevent major carriers from competing for that spoke business, the system may fail. If you restrict the number of seats an incumbent is allowed to offer at reduced fare, you will restrict the benefits of competitive selection available to the consumer, and may thwart the positive impact that de-regulation produced. On an average, consumers are paying 33% less (adjusting for inflation) for air travel than they did under regulation. Since 1990 alone, consumer prices in general have risen twenty percent faster than the average air fare. The savings are not limited to lower air fares, a Brookings Institute study estimates that efficient connections through hubs saves consumers considerable time, and placed a value of \$10 Billion per year on that time.

Because of de-regulation, and the competition among providers, consumers are enjoying the opportunity to travel by air, twice as many people are flying now than when the industry was regulated. The airlines fly to more places, and do it at more affordable fares than ever before. Those fares, and the services offered directly result from the competitive nature of the free market. If you remove the competition, and the incentive to attract and retain customers, you will lose twenty years of improvement.

If action is necessary to prevent unfair competitive practices, let that be accomplished by the Department of Justice who should enforce the existing anti-trust laws. Don't replace the free market choice of consumers with arbitrary and expensive governmental interference.

Hack Marondo 60 E Bradley Nes Plaines El

CC: Senator Durbin Senator Moseley-Braun C ngressman

DOCKET SECTION

The Honorable Rodney **Slater** Secretary U.S. Department of Transportation 400 7th **Street** SW, Room **PL-401** 

Washington, D.C. 20590

15 July, 1998

RE: **Docket OST-1998-3713** 

"Policy Statement Regarding Unfair Exclusionary Practices"

Dear Secretary Slater,

I am writing as one of 90,000 stakeholders of United Airlines in the U.S., and about your proposed guidelines for fair competition among airlines. The air transport industry experienced substantial upheaval twenty years ago, when it was de-regulated, and the country profited greatly from the result. We must not take a step backward, and yield free market preferences to government interference. A move to re-regulate this dynamic industry will have disastrous impact on consumers, airline employees, and communities now served by competitive air carriers.

When the industry was de-regulated, some carriers failed. That was because they did not adapt to the competitive environment, they were accustomed to doing business with protection by the government, and did not refocus on providing a competitive product in an intensely competitive industry. At United Airlines, most of us gave up benefits and took salary cuts to allow our company to be competitive and **efficient** in the new and exciting arena of the **free** market for our services. We, at United, are now the largest ESOP in the nation, and have been successful competing against other carriers who are free to enter the market. The changes you propose will alter the terrain as this industry moves, and may lead to shrinkage rather than growth, especially in the small communities you propose to help.

The Hub and Spoke system, which enables air carriers to succeed in the de-regulated environment, is dependent on spokes feeding traffic into hubs. As such, the major carriers seek to identify and serve spoke business to connect at hubs for longer range air transport. If guidelines prevent major carriers from competing for that spoke business, the system may fail. If you restrict the number of seats an incumbent is allowed to offer at reduced fare, you will restrict the benefits of competitive selection available to the consumer, and may thwart the positive impact that de-regulation produced. On an average, consumers are paying 33% less (adjusting for inflation) for air travel than they did under regulation. Since 1990 alone, consumer prices in general have risen twenty percent faster than the average air fare. The savings are not limited to lower air fares, a Brookings Institute study estimates that efficient connections through hubs saves consumers considerable time, and placed a value of \$10 Billion per year on that time.

Because of de-regulation, and the competition among providers, consumers are enjoying the opportunity to travel by air, twice as many people are flying now than when the industry was regulated. The airlines fly to more places, and do it at more affordable fares than ever before. Those fares, and the competition, and the incentive to attract and retain customers, you will lose twenty years of improvement.

If action is necessary to prevent unfair competitive practices, let that be accomplished by the Department of Justice who should enforce the existing anti-trust laws. Don't replace the free market choice of consumers with arbitrary and expensive governmental interference.

D. Suorda 1128 8th AVE ADDISON, 7660101

# CC: Senator Durbin Senator Moseley-Braun

Congressman

Secretary U.S. Department of Transportation 400 '7th Street SW. Room PL-401 Washington, D.C. 20590

The Honorable Rodney Slater

15 July, 1998

Docket OST-1998-3713 RE:

"policy Statement Regarding Unfair Exclusionary Practices"

Dear **Secretary** Slater,

I am writing as one of 90,000 stakeholders of United Airlines in the U.S., and about your proposed guidelines for fair competition among airlines. The air transport industry experienced substantial upheaval twenty years ago, when it was de-regulated, and the country profited greatly from the result. We must not take a step backward, and yield free market preferences to government interference. A move to re-regulate this dynamic industry will have disastrous impact on consumers, airline employees, and communities now served by competitive air carriers.

When the industry was de-regulated, some carriers failed. That was because they did not adapt to the competitive environment, they were accustomed to doing business with protection by the government, and did not refocus on providing a competitive product in an intensely competitive industry. At United Airlines, most of us gave up benefits and took salary cuts to allow our company to be competitive and efficient in the new and exciting arena of the free market for our services. We, at United, are now the largest ESOP in the nation, and have been successful competing against other carriers who are free to enter the market. The changes you propose will alter the terrain as this industry moves, and may lead to shrinkage rather than growth, especially in the small communities you propose to help.

The Hub and Spoke system, which enables air carriers to succeed in the de-regulated environment, is dependent on spokes feeding traffic into hubs. As such, the major carriers seek to identify and serve spoke business to connect at hubs for longer range air transport. If guidelines prevent major carriers from competing for that spoke business, the system may fail. If you restrict the number of seats an incumbent is allowed to offer at reduced fare, you will restrict the benefits of competitive selection available to the consumer, and may thwart the positive impact that de-regulation produced. On an average, consumers are paying 33% less (adjusting for inflation) for air travel than they did under regulation. Since 1990 alone, consumer prices in general have risen twenty percent faster than the average air fare. The savings are not limited to lower air fares, a Brookings Institute study estimates that efficient connections through hubs saves consumers considerable time, and placed a value of \$10 Billion per year on that time.

Because of de-regulation, and the competition among providers, consumers are enjoying the opportunity to travel by air, twice as many people are flying now than when the industry was regulated. The airlines fly to more places, and do it at more affordable fares than ever before. Those fares, and the services offered directly result from the competitive nature of the free market. If you remove the competition, and the incentive to attract and retain customers, you will lose twenty years of improvement.

If action is necessary to prevent unfair competitive practices, let that be accomplished by the Department of Justice who should enforce the existing anti-trust laws. Don't replace the free market choice of consumers with arbitrary and expensive governmental interference.

JETARTMENT OF TRANSPORTATION

DOCKET SECTION

15 July, 1998

98 JUL 24 AM IO: 04

DOCKET SECTION

RE: **Docket OST-1998-3713** 

"Policy Statement Regarding Unfair Exclusionary Practices"

Dear Secretary Slater,

I am writing as one of 90,000 stakeholders of United Airlines in the U.S., and about your proposed guidelines for fair competition among airlines. The air transport industry experienced substantial upheaval twenty years ago, when it was de-regulated, and the country profited greatly **from** the result. We must not take a step backward, and yield free market preferences to government interference. A move to re-regulate this dynamic industry will have disastrous impact on consumers, airline employees, and communities now served by competitive air carriers.

When the industry was de-regulated, some carriers failed. That was because they did not adapt to the competitive environment, they were accustomed to doing business with protection by the government, and did not refocus on providing a competitive product in an intensely competitive industry. At United Airlines, most of us gave up benefits and took salary cuts to allow our company to be competitive and efficient in the new and exciting arena of the free market for our services. We, at United, are now the largest ESOP in the nation, and have been successful competing against other carriers who are free to enter the market. The changes you propose will alter the terrain as this industry moves, and may lead to shrinkage rather than growth, especially in the small communities you propose to help.

The Hub and Spoke system, which enables air carriers to succeed in the de-regulated environment, is dependent on spokes feeding **traffic** into hubs. As such, the major carriers seek to identify and serve spoke business to connect at hubs for longer range air transport. If guidelines prevent major carriers from competing for that spoke business, the system may fail. If you restrict the number of seats an incumbent is allowed to offer at reduced fare, you will restrict the benefits of competitive selection available to the consumer, and may thwart the positive impact that de-regulation produced. On an average, consumers are paying 33% less (adjusting for inflation) for air travel than they did under regulation. Since 1990 alone, consumer prices in general have risen twenty percent **faster** than \*the average air fare. The savings are not limited to lower air fares, a Brookings Institute study estimates that efficient **connections** through hubs saves consumers considerable time, and placed a value of \$10 Billion per year on that time.

Because of de-regulation, and the competition among providers, consumers are enjoying the opportunity to travel by air, twice as many people are flying now than when the industry was regulated. The airlines fly to more places, and do it at more affordable fares than ever before. Those fares, and the services offered directly result from the competitive nature of the free market. If you remove the competition, and the incentive to attract and retain customers, you will lose twenty years of improvement.

If action is necessary to prevent **unfair** competitive practices, let that be accomplished by the Department of Justice who should enforce the existing anti-trust laws. Don't replace the free market choice of consumers with arbitrary and expensive governmental interference.

Sincerely,

Man ALB Wille

426 Rogers st. #2 Downers Grove, Il 60515

CC SENGTON DUNDING

Senator Mosley-Brown
Senator Mosley-Brown
Congressme
98 JUL 24 ANIO: 05

DOCKET SECTION

The Honorable Rodney Slater Secretary U. S. Department of Transportation 400 7th Street SW, Room **PL-401** 

15 July, 1998

RE: Docket OST-1998-3713

Washington, D.C. 20590

"Policy Statement Regarding Unfair Exclusionary Practices"

Dear Secretary Slater,

I am writing as one of 90,000 stakeholders of United Airlines in the U.S., and about your proposed guidelines for fair competition among airlines. The air transport industry experienced substantial upheaval twenty years ago, when it was de-regulated, and the country profited greatly **from** the result. We must not take a step backward, and yield free market preferences to government interference. A move to re-regulate this dynamic industry will have disastrous impact on consumers, airline employees, and communities now served by competitive air carriers.

When the industry was de-regulated, some carriers failed. That was because they did not adapt to the competitive environment, they were accustomed to doing business with protection by the government, and did not refocus on providing a competitive product in an intensely competitive industry. At United Airlines, most of us gave up benefits and took salary cuts to allow our company to be competitive and efficient in the new and exciting arena of the **free** market for our services. We, at United, are now the largest ESOP in the nation, and have been successful competing against other carriers who are free to enter the market. The changes you propose will alter the terrain as this industry moves, and may lead to shrinkage rather than growth, especially in the small communities you propose to help.

The Hub and Spoke system, which enables air carriers to succeed in the de-regulated environment, is dependent on spokes feeding traffic into hubs. As such, the major carriers seek to identify and serve spoke business to connect at hubs for longer range air transport. If guidelines prevent major carriers from competing for that spoke business, the system may fail. If you restrict the number of seats an incumbent is allowed to offer at reduced fare, you will restrict the benefits of competitive selection available to the consumer, and may thwart the positive impact that de-regulation produced. On an average, consumers are paying 33% less (adjusting for inflation) for air travel than they did under regulation. Since 1990 alone, consumer prices in general have risen twenty percent faster than the average air fare. The savings are not limited to lower air fares, a Brookings Institute study estimates that efficient **connections** through hubs saves consumers considerable time, and placed a value of \$10 Billion per year on that time.

Because of de-regulation, and the competition among providers, consumers are enjoying the opportunity to travel by air, twice as many people are flying now than when the industry was regulated. The airlines fly to more places, and do it at more affordable fares than ever before. Those fares, and the services offered directly result from the competitive nature of the free market. If you remove the competition, and the incentive to attract and retain customers, you will lose twenty years of improvement.

If action is necessary to prevent unfair competitive practices, let that be accomplished by the Department of Justice who should enforce the existing anti-trust laws. Don't replace the free market choice of consumers with arbitrary and expensive governmental interference.

Sincerely,

Rollingston cir Civille. IL 60110

15 July, 1998

RE: **Docket OST-1998-3713** 

"Policy Statement Regarding Unfair Exclusionary Practices"

Dear Secretary Slater,

DOCKET SECTION

I am writing as one of 90,000 stakeholders of United Airlines in the U.S., and about your proposed guidelines for fair competition among airlines. The air transport industry experienced substantial upheaval twenty years ago, when it was-de-regulated, and the country profited greatly from the result. We must not take a step backward, and yield free market preferences to government interference. A move to re-regulate this dynamic industry will have disastrous impact on consumers, airline employees, and communities now served by competitive air carriers.

When the industry was de-regulated, some carriers failed. That was because they did not adapt to the competitive environment, they were accustomed to doing business with protection by the government, and did not refocus on providing a competitive product in an intensely competitive industry. At United Airlines, most of us gave up benefits and took salary cuts to allow our company to be competitive and efficient in the new and exciting arena of the free market for our services. We, at United, are now the largest ESOP in the nation, and have been successful competing against other carriers who are free to enter the market. The changes you propose will alter the terrain as this industry moves, and may lead to shrinkage rather than growth, especially in the small communities you propose to help.

The Hub and Spoke system, which enables air carriers to succeed in the de-regulated environment, is dependent on spokes feeding traffic into hubs. As such, the major carriers seek to identify and serve spoke business to connect at hubs for longer range air transport. If guidelines prevent major carriers from competing for that spoke business, the system may fail. If you restrict the number of seats an incumbent is allowed to offer at reduced fare, you will restrict the benefits of competitive selection available to the **consumer**, and may thwart the positive impact that de-regulation produced. On an average, consumers are paying 33% less (adjusting for inflation) for air travel than they did under regulation. Since 1990 alone, consumer prices in general have risen twenty percent faster than the average air fare. The savings are not limited to lower air fares, a Brookings Institute study estimates that efficient connections through hubs saves consumers considerable time, and placed a value of \$10 Billion per year on that time.

Because of de-regulation, and the competition among providers, consumers are enjoying the opportunity to travel by air, twice as many people are flying now than when the industry was regulated. The airlines fly to more places, and do it at more affordable fares than ever before. Those fares, and the services offered directly result from the competitive nature of the free market. If you remove the competition, and the incentive to attract and retain customers, you will lose twenty years of improvement.

If action is necessary to prevent unfair competitive practices, let that be accomplished by the Department of Justice who should enforce the existing anti-trust laws. Don't replace the free market choice of consumers with arbitrary and expensive governmental interference.

Sincerely, Liska Stelle

CC: Senator Durbin Senator Moseley-Braun

Congressman

### CC: Senator Durbin Senator Moseley-Braun Congressman

The Honorable Rodney Slater Secretary U.S. Department of Transportation **400 7th Street** SW, Room **PL-401** Washington, D.C. 20590

15 July, 1998

DOCKE | SECTION

RE: **Docket OST-1998-3713** "Policy Statement Regarding Unfair Exclusionary Practices"

Dear Secretary Slater,

I am writing as one of 90,000 stakeholders of United Airlines in the U.S., and about your proposed guidelines for fair competition among airlines. The air transport industry experienced substantial upheaval twenty years ago, when it was de-regulated, and the country profited greatly from the result. We must not take a step backward, and yield free market preferences to government interference. A move to re-regulate this dynamic industry will have disastrous impact on consumers, airline employees, and communities now served by competitive air carriers.

When the industry was de-regulated, some carriers failed. That was because they did not adapt to the competitive environment, they were accustomed to doing business with protection by the government, and did not refocus on providing a competitive product in an intensely competitive industry. At United Airlines, most of us gave up benefits and took salary cuts to allow our company to be competitive and efficient in the new and exciting arena of the free market for our services. We, at United, are now the largest ESOP in the nation, and have been successful competing against other carriers who are free to enter the market. The changes you propose will alter the terrain as this industry moves, and may lead to shrinkage rather than growth, especially in the small communities you propose to help.

The Hub and Spoke system, which enables air carriers to succeed in the de-regulated environment, is dependent on spokes feeding **traffic** into hubs. As such, the major carriers seek to identify and serve spoke business to **connect** at hubs for longer range air transport. If guidelines prevent major carriers from competing for that spoke business, the system may fail. If you restrict the number of seats an incumbent is allowed to offer at reduced fare, you will restrict the benefits of competitive selection available to the consumer, and may thwart the positive impact that de-regulation produced. On an average, consumers are paying 33% less (adjusting for inflation) for air travel than they did under regulation. Since 1990 alone, consumer prices in general have risen twenty percent faster than the average air fare. The savings are not limited to lower air fares, a Brookings Institute study estimates that efficient connections through hubs saves consumers considerable time, and placed a value of \$10 Billion per **year** on that time.

Because of de-regulation, and the competition among providers, consumers are enjoying the opportunity to travel by air, twice as many people are flying now than when the industry was regulated. The airlines fly to more places, and do it at more affordable fares than ever before. Those fares, and the services offered directly result from the competitive nature of the free market. If you remove the competition, and the incentive to attract and retain customers, you will lose twenty years of improvement.

If action is necessary to prevent unfair competitive practices, let that be accomplished by the Department of Justice who should enforce the existing anti-trust laws. Don't replace the free market choice of consumers with arbitrary and expensive governmental interference.

CC: Senator Durbin
Senator Moseley-Braun
Congression

Congressman

15 July, 1998

OCKE) SECTION

DEPARIMENT OF TRANSPORTATIO

RE: Doc

**Docket OST-1998-3713** 

"Policy Statement Regarding Unfair Exclusionary Practices"

Dear Secretary Slater,

I am writing as one of 90,000 stakeholders of United Airlines in the U.S., and about your proposed guidelines for fair competition among airlines. The air transport industry experienced substantial upheaval twenty years ago, when it was de-regulated, and the country profited greatly **from** the result. We must not take a step backward, and yield free market preferences to government interference. A move to re-regulate this dynamic industry will have disastrous impact on consumers, airline employees, and communities now served by competitive air carriers.

When the industry was de-regulated, some carriers failed. That was because they did not adapt to the competitive environment, they were accustomed to doing business with protection by the government, and did not refocus on providing a competitive product in an intensely competitive industry. At United Airlines, most of us gave up benefits and took salary cuts to allow our company to be competitive and efficient in the new and exciting arena of the free market for our services. We, at United, are now the largest ESOP in the nation, and have been successful competing against other carriers who are free to enter the market. The changes you propose will alter the terrain as this industry moves, and may lead to shrinkage rather than growth, especially in the small communities you propose to help.

The Hub and Spoke system, which enables air carriers to succeed in the de-regulated environment, is dependent on spokes feeding traffic into hubs. As such, the major carriers seek to identify and serve spoke business to connect at hubs for longer range air transport. If guidelines prevent major carriers from competing for that spoke business, the system may fail. If you restrict the number of seats an incumbent is allowed to offer at reduced fare, you will restrict the benefits of competitive selection available to the consumer, and may thwart the positive impact that de-regulation produced. On an average, consumers are paying 33% less (adjusting for inflation) for air travel than they did under regulation. Since 1990 alone, consumer prices in general have risen twenty percent faster than the average air fare. The savings are not limited to lower air fares, a Brookings Institute study estimates that efficient connections through hubs saves consumers considerable time, and placed a value of \$10 Billion per year on that time.

Because of de-regulation, and the competition among providers, consumers are enjoying the opportunity to travel by air, twice as many people are flying now than when the industry was regulated. The airlines fly to more places, and do it at more affordable fares than ever before. Those fares, and the services offered directly result from the competitive nature of the free market. If you remove the competition, and the incentive to attract and retain customers, you will lose twenty years of improvement.

If action is **necessary** to prevent unfair competitive practices, let that be accomplished by the Department of Justice who should enforce the existing anti-trust laws. Don't replace the free market choice of consumers with arbitrary and expensive governmental interference.

Sincerely,

Rolf Voijte Pi Cornell IC 61319

CC: Senator Durbin Senator Moselev-Braun Congressman

The Honorable Rodney Slater Secretary U.S. Department of Transportation 400 7th Street SW, Room PL-401 Washington, D.C. 20590

15 July, 1998

98 JUL 24 AM 10: 05

EPARTMENT OF TRANSPORTATION

RE: **Docket OST-1998-3713** 

"Policy Statement Regarding Unfair Exclusionary Practices"

Dear Secretary Slater,

I am writing as one of 90,000 stakeholders of United Airlines in the U.S., and about your proposed guidelines for fair competition among airlines. The air transport industry experienced substantial upheaval twenty years ago, when it was de-regulated, and the country profited greatly from the result. We must not take a step backward, and yield free market preferences to government interference. A move to re-regulate this dynamic industry will have disastrous impact on consumers, airline employees, and communities now served by competitive air carriers.

When the industry was de-regulated, some carriers failed. That was because they did not adapt to the competitive environment, they were accustomed to doing business with protection by the government, and did not refocus on providing a competitive product in an intensely competitive industry. At United Airlines, most of us gave up benefits and took salary cuts to allow our company to be competitive and efficient in the new and exciting arena of the free market for our services. We, at United, are now the largest ESOP in the nation, and have been successful competing against other carriers who are free to enter the market. The changes you propose will alter the terrain as this industry moves, and may lead to shrinkage rather than growth, especially in the small communities you propose to help.

The Hub and Spoke system, which enables air carriers to succeed in the de-regulated environment, is dependent on spokes feeding traffic into hubs. As such, the major carriers seek to identity and serve spoke business to connect at hubs for longer range air transport. If guidelines prevent major carriers from competing for that spoke business, the system may fail. If you restrict the number of seats an incumbent is allowed to offer at reduced fare, you will restrict the benefits of competitive selection available to the consumer, and may thwart the positive impact that de-regulation produced. On an average, consumers are paying 33% less (adjusting for inflation) for air travel than they did under regulation. Since 1990 alone, consumer prices in general have risen twenty percent faster than the average air fare. The savings are not limited to lower air fares, a Brookings Institute study estimates that efficient connections through hubs saves consumers considerable time, and placed a value of \$10 Billion per year on that time.

Because of de-regulation, and the competition among providers, consumers are enjoying the **opportunity** to travel by air, twice as many people are flying now than when the industry was regulated. The airlines fly to more places, and do it at more affordable fares than ever before. Those fares, and the services offered directly result from the competitive nature of the free market. If you remove the competition, and the incentive to attract and retain customers, you will lose twenty years of improvement.

If action is necessary to prevent unfair competitive practices, let that be accomplished by the Department of Justice who should enforce the existing anti-trust laws. Don't replace the free market choice of consumers with arbitrary and expensive governmental interference.

MENTER MIR ACIF ACI 1291 ROBERTA CT. Glandole HTS. 12-60139

CC: Senator **Durbin**Senator Moseley-Braun
Congressman

15 July, 1998

0:011035 WH 10:0

RE: **Docket OST-1998-3713** 

"Policy Statement Regarding Unfair Exclusionary Practices"

Dear Secretary Slater,

I am writing as one of **90,000** stakeholders of United Airlines in the U.S., and about your proposed guidelines for fair competition among airlines. The air transport industry experienced substantial upheaval twenty years ago, when it was de-regulated, and the **country** profited greatly from the result. We must not take a step **backward**, and yield free market preferences to government interference. A move to re-regulate this dynamic industry will have disastrous impact on consumers, airline employees, and communities now served by competitive air carriers.

When the industry was de-regulated, some carriers failed. That was because they did not adapt to the competitive environment, they were accustomed to doing business with protection by the government, and did not refocus on providing a competitive product in an intensely competitive industry. At United Airlines, most of us gave up benefits and took salary cuts to allow our company to be competitive and efficient in the new and exciting arena of the **free** market for our services. We, at United, are now the largest ESOP in the **nation**, and have been successful competing against other carriers who are free to enter the market. The changes you propose will alter the terrain as this industry moves, and may lead to shrinkage rather than growth, especially in the small communities you propose to help.

The Hub and Spoke system, which enables air carriers to succeed in the de-regulated environment, is dependent on spokes feeding **traffic** into hubs. As such, the major carriers seek to identify and serve spoke business to connect at hubs for longer range air transport. If guidelines prevent major carriers from competing for that spoke business, the system may fail. If you restrict the number of seats an incumbent is allowed to offer at reduced fare, you will restrict the benefits of competitive selection available to the consumer, and may thwart the positive impact that de-regulation produced. On an average, consumers are paying 33% less (adjusting for inflation) for air travel than they did under regulation. Since 1990 alone, consumer prices in general have risen twenty percent faster than the average air fare. The savings are not limited to lower air fares, a Brookings Institute study estimates that efficient **connections** through hubs saves consumers considerable time, and placed a value of \$10 Billion per year on that time.

Because of de-regulation, and the competition among providers, consumers are enjoying the opportunity to travel by air, twice as many people are flying now than when the industry was regulated. The airlines fly to more places, and do it at more affordable fares than ever before. Those fares, and the services offered directly result from the competitive nature of the free market. If you remove the competition, and the incentive to attract and retain customers, you will lose twenty years of improvement.

If action is necessary to prevent unfair competitive practices, let that be accomplished by the Department of Justice who should enforce the existing anti-trust laws. Don't replace the free market choice of consumers with arbitrary and expensive governmental interference.

Sincerely,

260 Lake Drive South algorigum Ol. 60102

# CC: Senator Our-hin Senator Moseley-Braun

Congressman

The Honorable Rodney Slater Secretary U.S. Department of Transportation

400 7th Street SW. Room PL-401 Washington, D.C. 20590

15 July, 1998

DOCKET SECTION

DEPARTMENT OF TRANSPORTATION

**Docket OST-1998-3713** 

"Policy Statement Regarding Unfair Exclusionary Practices"

Dear **Secretary** Slater,

RE:

I am writing as one of 90,000 stakeholders of United Airlines in the U.S., and about your proposed guidelines for fair competition among airlines. The air transport industry experienced substantial upheaval twenty years ago, when it was de-regulated, and the country profited greatly from the result. We must not take a step backward, and yield free market preferences to government interference. A move to re-regulate this dynamic industry will have disastrous impact on consumers, airline employees, and communities now served by competitive air carriers.

When the industry was de-regulated, some carriers failed. That was because they did not adapt to the competitive **environment**, they were accustomed to doing business with protection by the government, and did not refocus on providing a competitive product in an intensely competitive industry. At United Airlines, most of us gave up benefits and took salary cuts to allow our company to be competitive and efficient in the new and exciting arena of the **free** market for our services. We, at United, are now the largest ESOP in the nation, and have been successful competing against other carriers who are free to enter the market. The changes you propose will alter the terrain as this industry moves, and may lead to shrinkage rather than growth, especially in the small communities you propose to help.

The Hub and Spoke system, which enables air carriers to succeed in the de-regulated environment, is dependent on spokes feeding traffic into hubs. As such, the major carriers seek to identify and serve spoke business to connect at hubs for longer range air transport. If guidelines prevent major carriers from competing for that spoke business, the system may fail. If you restrict the number of seats an incumbent is allowed to offer at reduced fare, you will restrict the benefits of competitive selection available to the consumer, and may thwart the positive impact that de-regulation produced. On an average, consumers are paying 33% less (adjusting for inflation) for air travel than they did under regulation. Since 1990 alone, consumer prices in general have risen twenty percent faster than the average air fare. The savings are not limited to lower air fares, a Brookings Institute study estimates that efficient connections through hubs saves consumers considerable time, and placed a value of \$10 Billion per year on that time.

Because of de-regulation, and the competition among providers, consumers are enjoying the opportunity to travel by air, twice as many people are flying now than when the industry was regulated. The airlines fly to more places, and do it at more affordable fares than ever before. Those fares, and the services offered directly result from the competitive nature of the free market. If you remove the competition, and the incentive to attract and retain customers, you will lose twenty years of improvement.

If action is necessary to prevent unfair competitive practices, let that be accomplished by the Department of Justice who should enforce the existing anti-trust laws. Don't replace the free market choice of consumers with arbitrary and expensive governmental interference.

C Senator Durbin Senator Moseley-Braun

The Honorable Rodney Slater

Secretary

U.S. Department of Transportation 400 7th Street SW, Room PL-401 Washington, D.C. 20590

15 July, 1998

**Docket OST-1998-3713** RE:

"Policy Statement Regarding Unfair Exclusionary Practices"

Dear Secretary Slater,

I am writing as one of 90,000 stakeholders of United Airlines in the U.S., and about your proposed guidelines for fair competition among airlines. The air transport industry experienced substantial upheaval twenty years ago, when it was de-regulated, and the country profited greatly from the result. We must not take a step backward, and yield free market preferences to government interference. A move to re-regulate this dynamic industry will have disastrous impact on consumers, airline employees, and communities now served by competitive air carriers.

When the industry was de-regulated, some carriers failed. That was because they did not adapt to the competitive environment, they were accustomed to doing business with protection by the government, and did not **refocus** on providing a competitive product in an intensely competitive industry. At United Airlines, most of us gave up benefits and took salary cuts to allow our company to be competitive and efficient in the new and exciting arena of the free market for our services. We, at United, are now the largest ESOP in the nation, and have been successful competing against other carriers who are free to enter the market. The changes you propose will alter the terrain as this industry moves, and may lead to shrinkage rather than growth, especially in the small communities you propose to help.

The Hub and Spoke system, which enables air carriers to succeed in the de-regulated environment, is dependent on spokes feeding traffic into hubs. As such, the major carriers seek to identify and serve spoke business to connect at hubs for longer range air transport. If guidelines prevent major carriers from competing for that spoke business, the system may fail. If you restrict the number of seats an incumbent is allowed to offer at reduced fare, you will restrict the benefits of competitive selection available to the consumer, and may thwart the positive impact that de-regulation produced. On an average, consumers are paying 33% less (adjusting for inflation) for air travel than they did under regulation. Since 1990 alone, consumer prices in general have risen twenty percent faster than the average air fare. The savings are not limited to lower air fares, a Brookings Institute study estimates that efficient connections through hubs saves consumers considerable time, and placed a value of \$10 Billion per year on that time.

Because of de-regulation, and the competition among providers, consumers are enjoying the opportunity to travel by air, twice as many people are flying now than when the industry was regulated. The airlines fly to more places, and do it at more affordable fares than ever before. Those fares, and the services offered directly result from the competitive nature of the free market. If you remove the competition, and the incentive to attract and retain customers, you will lose twenty years of improvement.

If action is necessary to prevent unfair competitive practices, let that be accomplished by the Department of Justice who should enforce the existing anti-trust laws. Don't replace the free market choice of consumers with arbitrary and expensive governmental interference.

Sincerely,

Hames James 5057 D. Maddo E Theajo, Il. 60644

DEPARTMENT OF TRANSPORTATION 98 JUL 24 AM 10: 05 DOCKET SECTION

#### CC: Senator Durbin Senator Moseley-Braun Congressman

The Honorable Rodney Slater Secretary U. S. Department of Transportation 400 7th Street SW, Room PL-401 Washington, D.C. 20590

15 July, 1998

**Docket OST-1998-3713** RE:

"Policy Statement Regarding Unfair Exclusionary Practices"

Dear Secretary Slater,

I am writing as one of 90,000 stakeholders of United Airlines in the U.S., and about your proposed guidelines for fair competition among airlines. The air transport industry experienced **substantial** upheaval twenty years ago, when it was de-regulated, and the country profited greatly **from** the **result.** We must not **take** a step backward, and yield free market preferences to government interference. A move to re-regulate this dynamic industry will have disastrous impact on consumers, airline employees, and communities now served by competitive air carriers.

When the industry was de-regulated, some carriers failed. That was because they did not adapt to the competitive environment, they were accustomed to doing business with protection by the government, and did not refocus on providing a competitive product in an intensely competitive industry. At United Airlines, most of us gave up benefits and took salary cuts to allow our company to be competitive and efficient in the new and exciting arena of the free market for our services. We, at United, are now the largest ESOP in the nation, and have been successful competing against other carriers who are free to enter the market. The changes you propose will alter the terrain as this industry moves, and may lead to shrinkage rather than growth, especially in the small communities you propose to help.

The Hub and Spoke system, which enables air carriers to succeed in the de-regulated environment, is dependent on spokes feeding traffic into hubs. As such, the major carriers seek to identify and serve spoke business to connect at hubs for longer range air transport. If guidelines prevent major carriers from competing for that spoke business, the system may fail. If you restrict the number of scats an incumbent is allowed to offer at reduced fare, you will restrict the benefits of competitive selection available to the consumer, and may thwart the positive impact that de-regulation produced. On an average, consumers are paying 33% less (adjusting for inflation) for air travel than they did under regulation. Since 1990 alone, consumer prices in general have risen twenty percent faster than the average air fare. The savings are not limited to lower air fares, a Brookings Institute study estimates that efficient connections through hubs saves consumers considerable time, and placed a value of \$10 Billion per year on that time.

Because of de-regulation, and the competition among providers, consumers are enjoying the opportunity to travel by air, twice as many people are flying now than when the industry was regulated. The airlines fly to more places, and do it at more affordable fares than ever before. Those fares, and the services offered directly result from the competitive nature of the free market. If you remove the competition, and the incentive to attract and retain customers, you will lose twenty years of improvement.

If action is necessary to prevent unfair competitive practices, let that be accomplished by the Department of Justice who should enforce the existing anti-trust laws. Don't replace the free market choice of consumers with arbitrary and expensive governmental interference.

Sincerely,

Welm # Sturm 4245 5. Gindeson, Stickney IL' 60402

15 July, 1998

DOCKET SECTION

DEPARTMENT OF TRAKSPORTATION

RE: **Docket OST-1998-3713** 

"Policy Statement Regarding Unfair Exclusionary Practices"

Dear Secretary Slater,

I am writing as one of 90,000 stakeholders of United Airlines in the U.S., and about your proposed guidelines for fair competition among airlines. The air transport industry experienced substantial upheaval twenty years ago, when it was de-regulated, and the country profited greatly from the result. We must not take a step backward, and yield **free** market preferences to government interference. A move to re-regulate this dynamic industry will have disastrous impact on consumers, airline employees, and communities now served by competitive air carriers.

When the industry was de-regulated, some carriers failed. That was because they did not adapt to the competitive environment, they were accustomed to doing business with protection by the government, and did not refocus on providing a competitive product in an intensely competitive industry. At United Airlines, most of us gave up benefits and took salary cuts to allow our company to be competitive and efficient in the new and exciting arena of the free market for our services. We, at United, are now the largest ESOP in the nation, and have been successful competing against other carriers who are free to enter the market. The changes you propose will alter the terrain as this industry moves, and may lead to shrinkage rather than growth, especially in the small communities you propose to help.

The Hub and Spoke system, which enables air carriers to succeed in the de-regulated environment, is dependent on spokes feeding traffic into hubs. As such, the major carriers seek to identify and serve spoke business to connect at hubs for longer range air transport. If guidelines prevent major carriers **from** competing for that spoke business, the system may fail. If you restrict the number of seats an incumbent is allowed to offer at reduced fare, you will restrict the benefits of competitive selection available to the consumer, and may thwart the positive impact that de-regulation produced. On an average, consumers are paying 33% less (adjusting for inflation) for air travel than they did under regulation. Since 1990 alone, consumer prices in general have risen twenty percent faster than the average air fare. The savings are not limited to lower air fares, a Brookings Institute study estimates that efficient connections through hubs saves consumers considerable time, and placed a value of \$10 Billion per year on that time.

Because of de-regulation, and the competition among providers, consumers are enjoying the opportunity to travel by air, twice as many people are flying now than when the industry was regulated. The airlines fly to more places, and do it at more affordable fares than ever before. Those fares, and the services offered directly result from the competitive nature of the free market. If you remove the competition, and the incentive to attract and retain customers, you will lose twenty years of improvement.

If action is necessary to prevent unfair competitive practices, let that be accomplished by the Department of Justice who should enforce the existing anti-trust laws. Don't replace the free market choice of consumers with arbitrary and expensive governmental interference.

Sincerely,

CC: Senator Durbin Senator Moseley-Braun

Congressman

Jewell Posal 5031 W. BIRCHWOOD SKOKIE, ILCINOIS 60077

Tout Rosal

CC: Senator Durbin senator Moseley-Braun Congressman --15 July, 1998

**Docket OST-1998-3713** RE:

"Policy Statement Regarding Unfair Exclusionary Practices"

Dear Secretary Slater,

I am writing as one of 90,000 stakeholders of United Airlines in the U.S., and about your proposed guidelines for fair competition among airlines. The air transport industry experienced substantial upheaval twenty years ago, when it was de-regulated, and the country profited greatly **from** the result. We must not take a step backward, and yield free market preferences to government interference. A move to re-regulate this dynamic industry will have disastrous impact on consumers, airline employees, and communities now served by competitive air carriers.

When the industry was de-regulated, some carriers failed. That was because they did not adapt to the competitive environment, they were accustomed to doing business with protection by the government, and did not refocus on providing a competitive product in an intensely competitive industry. At United Airlines, most of us gave up benefits and took salary cuts to allow our company to be competitive and efficient in the new and exciting arena of the free market for our services. We, at United, are now the largest ESOP in the nation, and have been successful competing against other carriers who are free to enter the market. The changes you propose will alter the terrain as this industry moves, and may lead to shrinkage rather than growth, especially in the small communities you propose to help.

The Hub and Spoke system, which enables air carriers to succeed in the de-regulated environment, is dependent on spokes feeding **traffic** into hubs. As such, the major carriers seek to identify and serve spoke business to connect at hubs for longer range air transport. If guidelines prevent major carriers from competing for that spoke business, the system may fail. If you restrict the number of scats an incumbent is allowed to offer at reduced fare, you will restrict the benefits of competitive selection available to the consumer, and may thwart the positive impact that de-regulation produced. On an average, consumers are paying 33% less (adjusting for inflation) for air travel than they did under regulation. Since 1990 alone, consumer prices in general have risen twenty percent faster than the average air fare. The savings are not limited to lower air fares, a Brookings Institute study estimates that efficient connections through hubs saves consumers considerable time, and placed a value of \$10 Billion per year on that time.

Because of de-regulation, and the competition among providers, consumers are enjoying the opportunity to travel by air, twice as many people are flying now than when the industry was regulated. The airlines fly to more places, and do it at more affordable fares than ever before. Those fares, and the services offered directly result from the competitive nature of the free market. If you remove the competition, and the incentive to attract and retain customers, you will lose twenty years of improvement.

If action is necessary to prevent unfair competitive practices, let that be accomplished by the Department of Justice who should enforce the existing anti-trust laws. Don't replace the free market choice of consumers with arbitrary and expensive governmental interference.

Sincerely,

Carf a Worki CAROL A WISINSKI' 1065 CARSWell AVE

ELK GROVE VIllage ILL

60007

CC: Senator Durbin Senator Moselev-Braun Congressman

15 July, 1998

EPARTMENT OF TRANSPORTATION

RE: **Docket OST-1998-3713** 

"Policy Statement Regarding Unfair Exclusionary Practices"

Dear Secretary Slater,

I am writing as one of 90,000 stakeholders of United Airlines in the U.S., and about vour proposed guidelines for fair competition among airlines. The air transport industry experienced substantial upheaval twenty years ago, when it was de-regulated, and the country profited greatly from the result. We must not take a step backward, and yield free market preferences to government interference. A move to re-regulate this dynamic industry will have disastrous impact on consumers, airline employees, and communities now served by competitive air carriers.

When the industry was de-regulated, some carriers failed. That was because they did not adapt to the competitive environment, they were accustomed to doing business with protection by the government, and did not refocus on providing a competitive product in an intensely competitive industry. At United Airlines, most of us gave up benefits and took salary cuts to allow our company to be competitive and efficient in the new and exciting arena of the free market for our services. We, at United, are now the largest ESOP in the nation, and have been successful competing against other carriers who are free to enter the market. The changes you propose will alter the terrain as this industry moves, and may lead to shrinkage rather than growth, especially in the small communities you propose to help.

The Hub and Spoke system, which enables air carriers to succeed in the de-regulated environment, is dependent on spokes feeding traffic into hubs. As such, the major carriers seek to identify and serve spoke business to **connect** at hubs for longer range air transport. If guidelines prevent major carriers from competing for that spoke business, the system may fail. If you restrict the number of seats an incumbent is allowed to offer at reduced fare, you will restrict the benefits of competitive selection available to the consumer, and may thwart the positive impact that de-regulation produced. On an average, consumers are paying 33% less (adjusting for inflation) for air travel than they did under regulation. Since 1990 alone, consumer prices in general have risen twenty percent faster than the average air fare. The savings are not limited to lower air fares, a Brookings Institute study estimates that efficient **connections** through hubs saves consumers considerable time, and placed a value of \$10 Billion per year on that time.

Because of de-regulation, and the competition among providers, consumers are enjoying the opportunity to travel by air, twice as many people are flying now than when the industry was regulated. The airlines fly to more places, and do it at more affordable fares than ever before. Those fares, and the services offered directly result from the competitive nature of the free market. If you remove the competition, and the incentive to attract and retain customers, you will lose twenty years of improvement.

If action is necessary to prevent unfair competitive practices, let that be accomplished by the Department of Justice who should enforce the existing anti-trust laws. Don't replace the free market choice of consumers with arbitrary and expensive governmental interference.

Sincerely,

Daniel M. Salafor 9608 W. Witchie dr. Fox River Grove IL 60021

RE: **Docket OST-1998-3713** 

"Policy Statement Regarding Unfair Exclusionary Practices"

Bear Secretary Slater,

I am writing as one of 90,000 stakeholders of United Airlines in the U.S., and about your proposed guidelines for fair competition among airlines. The air transport industry experienced substantial upheaval twenty years ago, when it was de-regulated, and the country profited greatly from the result. We must not take a step backward, and yield free market preferences to government interference. A move to re-regulate this dynamic industry will have disastrous impact on consumers, airline employees, and communities now **served** by competitive air carriers.

When the industry was de-regulated, some carriers failed. That was because they did not adapt to the competitive environment, they were accustomed to doing business with protection by the government, and did not refocus on providing a competitive product in an intensely competitive industry. At United Airlines, most of us gave up benefits and took **salary** cuts to allow our company to be competitive and efficient in the new and exciting arena of the free market for our services. We, at United, are now the largest ESOP in the nation, and have been successful competing against other carriers who are free to enter the market. The changes you propose will alter the terrain as this industry moves, and may lead to shrinkage rather than growth, especially in the small communities you propose to help.

The Hub and Spoke system, which enables air carriers to succeed in the de-regulated environment, is dependent on spokes feeding **traffic** into hubs. As such, the major carriers seek to identify and serve spoke business to **connect** at hubs for longer range air transport. If guidelines prevent major carriers from competing for that spoke business, the system may fail. If you restrict the number of seats an incumbent is allowed to offer at reduced fare, you will restrict the benefits of competitive selection available to the consumer, and may thwart the positive impact that de-regulation produced. On an average, consumers are paying 33% less (adjusting for inflation) for air travel than they did under regulation. Since 1990 alone, consumer prices in general have risen twenty percent faster than the average air fare. The savings are not limited to lower air fares, a Brookings Institute study estimates that efficient **connections** through hubs saves consumers considerable time, and placed a value of \$10 Billion per year on that time.

Because of de-regulation, and the competition among providers, **consumers** are enjoying the opportunity to travel by air, twice as many people are flying now than when the industry was regulated. The airlines fly to more places, and do it at more affordable fares than ever before. Those fares, and the services offered directly result from the competitive nature of the free market. If you remove the competition, and the incentive to attract and retain customers, you will lose twenty years of improvement.

If action is necessary to prevent unfair competitive practices, let that be accomplished by the Department of Justice who should enforce the existing anti-trust laws. Don't replace the free market choice of consumers with arbitrary and expensive governmental interference.

Sincerely,

Tomolog 9710 BIANCOTER 2) To Des Plaines, 1160016