



September 12, 2002

Honorable Norman Y. Mineta  
Secretary,  
U. S. Department of Transportation  
400 Seventh Street, S.W., Room 10200  
Washington, D. C., 20590

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Dear Secretary Mineta:

The Board of Directors of the Houston Northwest Chamber of Commerce strongly urges approval by you of the Continental-Delta-Northwest Marketing Agreement now under review by your Department. Bush-IAH is a very important factor in the economic and social well being of the area served by our Chamber of Commerce.

The airline industry as a whole has borne the economic brunt of the terrorist activities and the resulting security restraints from these activities. As a result, they have suffered losses, which imperil their very existence. We regard the Marketing Agreement as an important step toward providing a degree of stability for consumers and carriers and toward renewing hope that our airport will continue to be the economic engine for our region.

We do not believe that the agreement will result in any restraint of trade or reduction in competition. Quite the contrary, we believe it will result in better service for this area. This agreement would hopefully reduce duplication of efforts by each of the three in some areas with resulting savings without reducing competition among the three. The reduced costs of operation may well be the difference between survival and extinction of one or more of these companies.

Please make every effort to expedite approval of the Marketing Agreement. Our airlines continue to suffer substantial losses and need all the acceptable cost savings they can in order to survive. Loss of one or more airlines or cutbacks in their services is not what consumers want and need.

For your information, our Chamber will hold its twenty first annual Bush IAH Schoiarship Luncheon and Airport Festival October 11 and 12. We have a long history of supporting Bush IAH and the airlines that serve it.

Yours very truly,

Sandy Turbeville  
Executive Director

jcsjr



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September 12, 2002

Mr. Norman Y. Mineta  
Secretary  
U.S. Department of Transportation  
400 Seventh Street, S.W., Room 10200  
Washington, DC 20590

Dear Secretary Mineta:

I write on behalf of the Texas Association of Business to express support for the Continental-Delta-Northwest Marketing Agreement, which is now under review by your Department.

The airline industry, which has recently sustained unprecedented losses, is extremely important to our regional economy. The recent announcements of service and employment reductions by certain carriers give us tremendous concern for our economic future. Following many months of bad news for the airline industry, we were pleased to learn about the Marketing Agreement. We regard the Marketing Agreement as an important step toward providing a degree of stability for consumers and carriers and toward renewing hope that our airport will continue to be the economic engine for our region.

Under the Agreement, consumers will benefit by improved travel options and expanded frequent flyer benefits. Carriers will benefit by expanding their networks through codesharing. It should be noted that all of this would occur without antitrust concerns. The three airlines will remain separate independent competitors of each other and of other airlines. The three airlines will independently price, schedule, set capacity, and make yield management decisions.

Our community views the proposed Marketing Agreement between Continental, Delta and Northwest as an opportunity for each of the three to expand their networks and provide our community with more service options. This will mean more competition through the creation of three stable competitors with more stable route networks. We are sure the Department agrees that the benefits of the Marketing Agreement are great.

The economic challenges currently facing every major airline in the U.S. are significant; I urge you to complete an expedited review and allow expedited implementation of this Marketing Agreement as it will be a tremendous benefit for consumers, communities, airlines and their employees.

Sincerely,

Bill Hammond, President

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