

Correspondence

Doc # OST-98-4899

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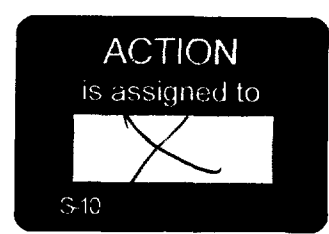


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December 10, 2003

OST-98-4899-9



The Honorable Norman Y. Mineta  
 Secretary, Department of Transportation  
 400 7<sup>th</sup> Street, SW  
 Washington, DC 20590

Dear Secretary Mineta:

I am submitting this letter of support requesting full funding for essential air services and that Alaska Airlines remain our carrier into Yakutat for the following reasons:

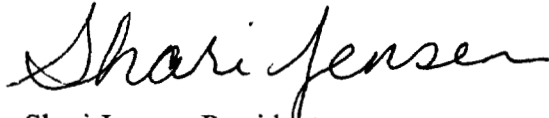
- 1) YKI Fisheries, one of our subsidiaries, ships over a million pounds to Anchorage and Seattle each season and has established a great relationship, as well as routine, with Alaska Airline's workers. They have our history of buyers, our accounts, and what matters to us most, they look after our interests while helping us get our product out.
- 2) It is critical for our business to be able to get our product out while fresh, so it's appreciated that they have the large igloos on their aircrafts to accommodate our needs. Sometimes our south-bound shipment is too large, and since their flights go both North and South daily, they sometimes ship our fish up North to be shipped South on another one of their flights headed south. Their network of flights gives us other options rather than having our shipment bumped and stuck in Yakutat.
- 3) For times that we can't get our shipments north or south, they offer a couple of options. They try to get an after-hours freighter in to ship either South or North, and if they can only get it north when we want it south, they transfer it to a red-eye flight that reaches Seattle by morning. If they can't do that then Alaska Airlines has large capacity coolers that they stick them in until their next flight. This gives us a peace of mind that they're well taken care of.
- 4) Because our customers are all over down in the lower '48, we are able to use Alaska Airlines' carriers to most places without having to transfer to another airlines. This results in \$.35-.40/lb. in savings. When you figure around half of a million pounds are being shipped to these destinations, you are looking at a significant amount of savings, which are passed on to the fishermen, who can receive higher prices for their fish.

- 5) They are experienced with the weather in Alaska and have the capability to land when other aircrafts can't. This is also critical in our processing business where freshness is everything. Their ability to land in most weather keeps their flight track record high, which means our shipments are getting out.
- 6) Our other subsidiary, Malaspina Investments, is a construction company that needs a lot of parts and supplies coming and going, which Alaska Airlines has again been able to accommodate these needs. In the past, we had constructed several buildings and had a lot of material flown in. Without that large of a capacity of air space, it would have been impossible for us to have gotten those large amounts of material. These were jobs that needed to be done quickly, and we couldn't wait for our once-a-month barge services, but we were able to get the supplies in because of Alaska Airlines.

As you can see, it would be a great disservice to our corporation if we did not have the capacity that Alaska Airlines offers. I hope you take our request for full funding, as well as continuing to use Alaska Airlines as our carrier, into consideration as plans are being made for Yakutat's future.

Thank you for your time and consideration.

Sincerely,



Shari Jensen, President  
Yak-Tat Kwaan, Inc.  
YKI Fisheries, Inc.  
Malaspina Investments, Inc.

Cc: Senator Ted Stevens  
Senator Lisa Murkowski  
Congressman Don Young  
Governor Murkowski