

**BEFORE THE  
DEPARTMENT OF TRANSPORTATION  
WASHINGTON, D.C.**

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Application of	)	
	)	
TAMPA CARGO S.A. for an Exemption	)	OST-2004-18910
from 49 U.S.C. § 41301	)	
_____	)	

**REPLY OF TAMPA CARGO S.A.  
TO ANSWERS OF ARROW AIR, INC. AND  
AMERICAN AIRLINES, INC.**

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September 2, 2004

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On August 16, 2004, TAMPA CARGO S.A. (“TAMPA”) filed an application for an exemption to engage in scheduled cargo operations between Miami and Colombia, via Ecuador, and between Miami and Colombia, via Peru. On August 31, 2004, both Arrow Air, Inc.(“Arrow”) and American Airlines, Inc. (“American”) filed answers to TAMPA’s application. TAMPA respectfully submits this reply to these answers, and urges, for the reasons set forth in the application, its August 26, 2004 Reply to Atlas Air, Inc. (“Atlas”), and herein, that TAMPA’s application be granted.

1. Significantly, Arrow did not oppose TAMPA’s application, and simply filed an informational answer. Although the Colombian Government has not yet acted on the Atlas and Arrow applications, it is expected to do so shortly.

2. On August 13, 2004, American informed Paul Gretch, Director, Office of International Aviation, that it would oppose all future applications by Colombian flag carriers, and its opposition to TAMPA’s application is so limited.

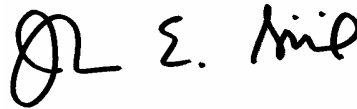
3. TAMPA understands that American has encountered difficulties resolving its disagreements with the Colombian Government over travel agent commissions for international flights and other related issues. Although TAMPA is sympathetic to American's claims and appreciates American's frustrations, TAMPA respectfully submits that this is not the proper forum for airing its grievances. As discussed in the Atlas and Arrow answers, both Arrow and Atlas have pending applications for all-cargo authority in Colombia (neither of which TAMPA has opposed) that include the right to triangulate – a right that has been, until the present, at issue between the United States and Colombia. As has been its previous practice, any Colombian Government approval of the authority sought by Arrow and Atlas will include as a condition that Colombian carriers be granted substantially similar rights in the United States.

4. The only outcome of denying TAMPA's application based upon American's concerns will be to impair the liberalization of Colombian cargo markets and lead to reciprocal denials by the Colombian and U.S. governments of requests for expanded cargo authority – the worst possible outcome, and one in which every carrier involved – U.S. and Colombian - loses.

5. Although respecting American's right to object, TAMPA reiterates that other forums are better suited to airing grievances over an issue related to the transportation of passengers, not, as here, transportation of cargo in all-cargo aircraft – to do so here would be to mix the proverbial apples with oranges, and would result in the denial of valuable rights to two U.S. carriers.

WHEREFORE, for the foregoing reasons, TAMPA respectfully renews its request that the Department grant its application for an exemption to provide scheduled foreign air transportation of property and mail between Miami, on the one hand, and Colombia, on the other, via Ecuador, in both directions, and between Miami, on the one hand, and Colombia, on the other, via Peru, in both directions, as more fully described in its August 16, 2004 application.

Respectfully submitted,



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September 2, 2004

## Certificate of Service

I hereby certify that a copy of the foregoing Reply of TAMPA CARGO S.A. to Answers of Arrow Air, Inc. and American Airlines, Inc. was, this 2nd day of September, 2004, served via electronic mail upon the persons named below:

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