

New York, 2 September 1954

Dear Amon:

I am sending to you herewith copy of a letter I have written to Angus Wynne, Dallas Chamber of Commerce. The background is this:

We are trying very diligently to acquire a route from New York to Pittsburgh to Texas. The hearing on the application will be within a week or so. The principal competitors for the route are Braniff and Capital.

Some of the most influential citizens of Pittsburgh would like to see American get this route, for the simple reason that they believe American could do more for Pittsburgh than either Braniff or Capital.

They sent a delegation to Dallas to meet with the citizens there, endeavoring to persuade Dallas that it should join with Pittsburgh in doing all possible to see that the route goes to American.

The reception to the Pittsburgh idea was not unfriendly in Dallas, in spite of the fact that Braniff seemed earlier to have the situation sewed up. The principal concern at Dallas was our willingness to specify Love Field for the Dallas service, and to specify that the majority of the flights would come to Love Field, on account of the preponderance of Dallas business.

On the basis that we would make a commitment about the operation to Dallas, the Pittsburgh group believed, and believes, that it can enlist the support of Dallas, instead of its opposition. Whether or not that it too optimistic I cannot say but the men from Pittsburgh feel reasonably secure about it.

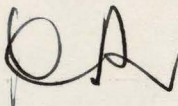
With the support of Pittsburgh and Dallas American Airlines should be able to secure the route. With the opposition from Dallas our chances would be materially lessened.

On the basis of the regular formula Dallas is entitled to something more than 2/3 of the schedules. For that reason, promising them that they shall have three out of four is no great concession. It may be an entirely minor concession if it proves to be the keystone in the problem.

Mr. Amon G. Carter,  
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This arrangement will permit one of the flights to go directly to ACF and does not preclude more than one of the flights serving ACF, except that the first landing on three of them should be made at Love Field.

I dislike writing letters about things to happen in the future but it appears to me that this route is of such importance to American Airlines that it would be bad judgement to refuse to agree to the Love Field flights when the normal operation of our schedules, balanced on business available, would have about the same result.

A handwritten signature in black ink, consisting of a large, stylized 'C' followed by 'R' and 'S'.

C. R. Smith

September 2, 1954

Mr. Angus Wynne  
Dallas Chamber of Commerce  
Dallas, Texas

Dear Mr. Wynne:

American Airlines has asked the Civil Aeronautics Board to authorize it to operate a scheduled air transportation service between New York City, Pittsburgh and Texas.

Our application to the Board states our estimate and belief that traffic over this route, together with connecting and through traffic, should justify the operation of four flights each day within reasonable time after the inauguration of service thereon has been authorized. This would be four eastbound flights and four westbound flights.

Our plan for this operation is:

1. At least one of the flights will be operated with Douglas DC 7 aircraft. This is the fastest and most modern transport airplane in the industry today. This flight will operate from New York to Pittsburgh and directly from Pittsburgh to Love Field, Dallas, continuing west to Los Angeles.
2. We plan three additional daily flights; one from New York and Pittsburgh directly to Texas; one from New York and Pittsburgh to Texas via Oklahoma and one from New York and Pittsburgh via Tennessee. We anticipate that one of these three flights will continue westbound to Los Angeles. We plan that two of the three flights will operate from Love Field, Dallas.

Of the total of four flights from New York and Pittsburgh three will make their first landing in Texas at Love Field and, going in the eastbound direction, will make their last departure from Love Field. The three flights for Love Field will include the DC 7 service and two of the other three flights.

This service is needed, American Airlines is equipped to operate it and American Airlines is anxious to operate it. We hope and believe that it will be authorized.

Sincerely yours,

C. R. Smith  
President