

Adams, Kevin (OST)

From: Jennifer-Stanford [smile4all7@comcast.net]
Sent: Friday, January 15, 2010 4:02 PM
To: EAS (OST)
Cc: Adams, Kevin (OST); Christine.Klein@Alaska.gov; smile4all7@comcast.net
Subject: Answer to Karluk/Akhiok proposal of Terry Cratty

01/15/2010
Chief, Essential Air Service Division
Office of Aviation Analysis
U.S. Department of Transportation
1200 New Jersey Avenue, SE
Washington, D.C. 20590
Dennis Devany

Dear Mr. Devany:

Having received the copy of Servant Air's most recent letter concerning essential service at both Akhiok and Karluk Alaska, I offer these points of consideration.

1. Servant Air has had equal and ample opportunity to bid these contracts the same as Island Air, in that as stated in the request for proposal that "Interested carriers should prepare their proposals with every expectation that their initial proposals will also be their final and only proposals." As the Department accepts multiple proposals in our current bidding structure Servant Air could have easily placed this alternatively before the bid closing.
2. It is obvious that this new proposal of Servant Air is only a ploy to force the contract into a rebidding status following a summer season of operation. This is clearly intended by the restating of a well known fact in their letter of request dated 1/11/2010, (Servant Air retains its right to reduce service on 90-days notice if the service situation at Akhiok and Karluk changes.)
3. Mr. Cratty states that "Servant's fleet has more different aircraft types, and it can accommodate the variable demand more efficiently". Servants extra types are single engine Cessna 207 and 206 aircraft. These single engine aircraft provide no substantial operational change. Akhiok and Karluk are difficult runways to operate out of due to high average crosswinds and additionally length with Karluk. Island Air operates the majority of all its traffic with two 9 passenger Brittan Norman Islanders. Our third Islander will probably be put on line if this contract is awarded. The Islanders have a published 30 knot direct crosswind capability, which is substantially greater than any of the single engine aircraft now based in Kodiak. With short takeoff and land (STOL) and twin engine safety added to the equation, there is no safer aircraft to carry out this contract. Island Air's option II, addresses this. Our bid is with the Islander and a greatly reduce seat fare to the local community. It simply is the best community option to be proposed.
4. Servant's proposal in Akhiok has one less trip in the thirty four month off peak season, (two as opposed to Island air's three, and in a single engine aircraft.) This is a giant step backwards! Karluk maintains equal operational capabilities with both bids, yet after Servant's tenure of operating this contract several years ago, they could not garnish Karluk's tribal or population support for further operations! Furthermore Island Air has consistently placed extra sections to accommodate all that want to travel on every contract operated for

the Department at no additional cost. We have done this for many years (Customer Service).

5. Finally, Servant Air has absolutely zero motivation to provide as stipulated in the Departments directives "Service Reliability", especially in the winter months without a subsidy. I would expect to see a 90 day notice initially filed for Karluk.
6. In conclusion Servant Airs bid is nether a step forward nor responsible in the current economic conditions present in this country.

Sincerely

Robert G. Stanford
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