

The Route of  the AIR CHIEFS

**MOHAWK Airlines Inc.**

GENERAL OFFICES  
CORNELL UNIVERSITY AIRPORT  
ITHACA, NEW YORK

February 16, 1955

ALL EMPLOYEES

Mohawk Airlines, Inc. has just announced the purchase of three new Convair 240 aircraft. The target date for putting them on the line is July 1.

This is a BIG step for Mohawk. To make it a successful step, we will need the full cooperation of every employee. To give you an idea of the cost, the increased investment is about equal to replacement cost of our present fleet of DC-3's.

This bulletin is designed to provide each of you with a better understanding of what this step means and what you can do to help make it another milestone in the growth and progress of Mohawk.

BACKGROUND

As early as 1951 studies were made by the management to determine what, when and where new equipment might be used as traffic developed.

In 1952, a top-notch consultant was hired to survey the potential of MOH's routes for post-war equipment. The results of that report indicated that multi-engine 30-40 passenger helicopters designed for local service would be the answer, but that such equipment was still in the design stage. Downtown heliports -- on which practical commercial use of helicopters relies -- are even farther away.

The survey by this consultant indicated that meanwhile a split fleet, combining DC-3's with some post-war equipment, might be advisable at a point in the

**ONE OF THE SCHEDULED AIRLINES OF THE U. S.**



## CARGO COMPARTMENTS

There are two cargo compartments (in addition to carry-on baggage racks), one in the rear of the fuselage designed for 1500 lbs. maximum. A second in the belly will also hold 1500 lbs.

## PRESSURIZED CABIN

The Convair has a pressurized cabin. This will provide a "cabin altitude" of 8000' when actually flying at 20,000'.

The pressurized cabin will provide much improved passenger comfort. It will allow more rapid climb out of lower altitude turbulence, and more rapid descent without passenger discomfort.

## USE ON SCHEDULE

All three Convairs and the crews who fly them will probably be based in Ithaca. Two will be flown on the schedule, the third will be a spare. Maintenance will require approximately  $4\frac{1}{2}$  days per week; the other  $2\frac{1}{2}$  days the spare will be available for charters and extra sections.

For the present Convairs will be scheduled on the following segments:

BUF ITH BGM EWR

ART UCA EWR

BUF ROC SYR UCA EWR

and the reverse of these.

There will be an overnight at ART.

## STATION STOPS

One of our biggest problems will be maintaining our local service efficiency on stops. We expect by training to be able to maintain 3 to 4 minute ground stops and 8 to 10 minute fuel stops. It can be done; Southwest is doing it

## APPEARANCE

The Convairs will receive a complete refurbishing prior to being placed in service, including cabins similar to our DC-3's.

## HISTORY OF THESE AIRCRAFT

These Convairs were bought by Civil Air Transport in China, managed by Claire Chennault of Flying Tiger fame.

When the Communists took over in China, CAT was forced out. The airplanes were brought back to the mainland and immediately put through a preservation process. The engines have been run-up each week to keep them in good shape.

## MAINTENANCE

Major maintenance will be done at Ithaca. Of interest to those maintaining the aircraft, the engines have "orange peel cowling" which folds back and allows ready accessibility.

## THE COST

The Convair program will cost in excess of \$1,000,000. This will almost double the capitalization of the Company.

## SELLING OUR NEW SERVICE

You are a salesman for Mohawk.

These are some facts which you should know in order to sell this new service.

1. There will be no need for seat blocking under any circumstance.
2. CVs have big seats.
3. There are 42% more seats to sell on each CV flight -- 40 seats instead of the 28 you are used to.
4. The cabin is level while the plane is on the ground.
5. The Convair is the first post-war airplane to go into regularly - scheduled airline service.

6. Cruise at higher altitudes will provide smoother flights.
7. There will be fewer ATC delays because higher assigned altitudes can be accepted.
8. Better vision - fewer seats are obstructed by the wings.
9. Rapid climb and descent without passenger discomfort.
10. Convairs have been "sold" by AAL and other trunklines for the past five years. The name is familiar, the product respected.

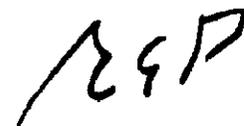
PLANS FOR DC-3's

We will expect to at least continue our present level of DC-3's on the spring and summer schedules.

Remember that the DC-3 will continue to be our "bread and butter and the backbone of Mohawk. Sell Convairs but sell DC-3's too

MORE INFORMATION

We will keep you advised on the status of the program from this time from now until July 1 when we expect to inaugurate this new service



Robert E. Peach  
President