FORM OBD - 67
JAN 1977

UNITED STATES DEPARTMENT OF JUSTICE
WASHINGTON, D.C. 20530

OMB [illegible] 43-R0216
Approval expires Oct. 31, 1981

EXHIBIT A

TO REGISTRATION STATEMENT

Under the Foreign Agents Registration Act of 1938, as amended

Furnish this exhibit for EACH foreign principal listed in an initial statement and for EACH additional foreign principal acquired subsequently.

1. Name and address of registrant
Marsteller Inc. d.b.a. Burson-Marsteller
1800 M Street, NW Washington, D.C. 20036

2. Registration No.
2469

3. Name of foreign principal
Singapore Airlines Limited

4. Principal address of foreign principal
Airline House
Singapore Airport
Singapore 1953

5. Indicate whether your foreign principal is one of the following type:

- [ ] Foreign government
- [ ] Foreign political party
- [X] Foreign or [ ] domestic organization: If either, check one of the following:
  - [ ] Partnership
  - [ ] Committee
  - [X] Corporation
  - [ ] Voluntary group
  - [ ] Association
  - [ ] Other (specify) _____
- [ ] Individual - State his nationality _____

6. If the foreign principal is a foreign government, state: N/A
   a) Branch or agency represented by the registrant.
   b) Name and title of official with whom registrant deals.

7. If the foreign principal is a foreign political party, state: N/A
   a) Principal address
   b) Name and title of official with whom the registrant deals.
   c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,
   a) State the nature of the business or activity of this foreign principal

International airline

TERMINATED
DATE 8-84

b) Is this foreign principal

Owned by a foreign government, foreign political party, or other foreign principal ..... Yes [X] No [ ]

Directed by a foreign government, foreign political party, or other foreign principal.... Yes [ ] No [X]

Controlled by a foreign government, foreign political party, or other foreign principal.. Yes [ ] No [X]

Financed by a foreign government, foreign political party, or other foreign principal... Yes [ ] No [X]

Subsidized in whole by a foreign government, foreign political party, or other foreign principal ..... Yes [ ] No [X]

Subsidized in part by a foreign government, foreign political party, or other foreign principal ..... Yes [ ] No [X]

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

To the best of our knowledge and belief and based upon information supplied by our client (1) (hereby incorporated by reference), Singapore Airlines is not directed, controlled, financed or subsidized by a foreign government, foreign political party or foreign principal.

Singapore Airlines was established as an independent airlines in 1972, under the laws of the Republic of Singapore, and although in excess of 90 percent of its stock is owned by the government, Singapore Prime Minister Lee Kuan Yew has emphasized that SIA must stand on its own feet and operate at a profit (2).

(1) See statement of J.Y.M. Pillay, Chairman of Singapore Airlines, to the Subcommittee on Investigation on Oversight of the Committee of Public Works and Transportation, U.S. House of Representatives, dated September 30, 1981.

(2) See J.Y.M. Pillay statement, op. cit., page 2.

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

Singapore Airlines is a subsidiary of Temasek Holdings (private) Limited, incorporated in the Republic of Singapore.

Date of Exhibit A	Name and Title	Signature
March 8, 1982	Richard D. Godown Senior Vice President	

DOJ

Form OBD-65
Rev. 4-27-77
(Formerly DJ-304)

OMB No. [illegible]435
Approval Expires Oct. 31, 1981

UNITED STATES DEPARTMENT OF JUSTICE
Washington, D.C. 20530

RECEIVED
CRIMINAL DIVISION
MAR 5 2 33 PM '8[illegible]
INTERNAL SECURITY
SECTION
REGISTRATION UNIT

EXHIBIT B

TO REGISTRATION STATEMENT
Under the Foreign Agents Registration Act
of 1938, as amended

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant	Name of Foreign Principal
Marsteller Inc., d.b.a. Burson-Marsteller	Singapore Airlines Limited

Check Appropriate Boxes:

1. [XX] The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.

2. [ ] There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.

3. [ ] The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

NOTE: A formal contract is in preparation and will be submitted when signed. Activities to be undertaken by Burson-Marsteller on behalf of Singapore Airlines are fully described in the answers to questions 4, 5 and 6.

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

Burson-Marsteller will perform duties as public relations counsel for Singapore Airlines informing and advising this client on matters pertaining to international aviation. This will include, as necessary, monitoring and analysis of emerging views and positions, direct contact with government and industry officials to ascertain their views, and contact with the media.

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5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

See answer to question 4.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?[1] Yes [XX] No [ ]

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

If and when activities of Burson-Marsteller employees come within the ambit of the Federal Regulation of Lobbying Act, those employees will register as lobbyists for Singapore Airlines.

The major interests of Singapore Airlines which Burson-Marsteller expects to take action on relate to international aviation regulation and competition. Our actions will be carried out through monitoring and analysis, through direct contact, and by supplying information, articles and press releases to the media.

Date of Exhibit B	Name and Title	Signature
March 8, 1982	Richard D. Godown Senior Vice President	

[1] Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

21 OCT 1981

STATEMENT OF

J.Y.M. PILLAY

CHAIRMAN

SINGAPORE AIRLINES LIMITED

TO THE

SUBCOMMITTEE ON INVESTIGATIONS AND OVERSIGHT

OF THE

COMMITTEE OF PUBLIC WORKS AND TRANSPORTATION

UNITED STATES HOUSE OF REPRESENTATIVES

SEPTEMBER 30, 1981

TERMINATED
DATE 8-84

STATEMENT OF
J.Y.M. PILLAY, CHAIRMAN
SINGAPORE AIRLINES LIMITED

I. INTRODUCTION

It had not been Singapore Airline's (SIA) intention to make a statement in this hearing, but in view of the charges against SIA which were made by certain U.S. carriers, we believe it essential to refute these unfounded allegations and set the record straight. It has been charged that SIA engaged in "dumping" through predatory pricing supported by government subsidies. We intend to show that these charges are erroneous.

SIA has established an enviable reputation for fine service in the Pacific since it inaugurated Transpacific passenger service in 1979. Periodic independent surveys on travel agent evaluations have consistently placed SIA on top as far as esteem and preference as well as service and performance are concerned.[1/] We are deeply concerned that this reputation may be compromised by the accusations, not only in the eyes of the public, but also in the view of this distinguished Subcommittee.

Aside from its record for service to the public, SIA has made a very substantial contribution to the U.S. economy, despite severe limitations on the capacity it can operate to the U.S. Since 1972, SIA's expenditures in the United States for equipment, fuel, personnel and services have

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1/ e.g. International Travel Research Institute "Transpac" Study - 1981.

amounted to over $1.5 billion (Appendix 1). Over $1.4 billion of this total has been spent on aircraft and related equipment.

The allegation that SIA is subsidized by the Government of Singapore is particularly ironic in view of the insistence by the Singapore government that SIA must be economically viable. Shortly after the founding of SIA, Singapore Prime Minister Lee Kuan Yew delivered a statement (Appendix 2) in which he emphasized that SIA must stand on its own feet because Singapore does not run an airline for prestige, but for economic benefit. He indicated that if SIA could not operate at a profit, it should be closed down. Since that time SIA has operated every year at a profit (Appendix 3) and has neither requested nor been granted government subsidy.

While it is difficult to conceive of SIA's Transpacific operations, limited as they are to less than 2% of the Transpacific operations, having any significant impact on the extensive services of the U.S. carriers, we nevertheless deem it essential that any intimations that such operations are in any way improper be confronted directly. The information presented below, we believe, will make it abundantly clear that SIA is receiving absolutely no subsidy from the Singapore Government and is not engaged in "dumping" or predatory practices.

II. SINGAPORE AIRLINES' OPERATIONS HAVE NEVER BEEN SUBSIDIZED

The charge that SIA's operations are subsidized by its government is not only false but it is particularly insulting because it has always earned a profit. SIA was established as an independent airline in 1972 with an initial capitalization of approximately $30.0 million U.S. dollars, which represented the capital assets (aircraft, etc.) which were transferred to SIA from its predecessor Malaysia-Singapore Airlines.[2/] Thereafter, on or before April 1, 1975, approximately $24 million U.S. dollars was paid in as capital.[3/] Since that date, the Government of Singapore has not paid any additional funds -- either in the form of additional capital, direct government loans or forgiveness of taxes or loans, etc.

There are several reasons for this fact. First and foremost as indicated above, the Government of Singapore made it abundantly clear in 1972 when SIA was established that the airline had to be operated on a sound commercial basis because the government would not subsidize it. The other fact is that in every year since it commenced operations, SIA has made a profit which has amounted to over $200 million U.S. dollars in the past 10 years. (Appendix 3). We are extremely proud of that record.

2/ Prior to that date, SIA had been a part of the Malaysia-Singapore Airlines (MSA) which was established in 1966 following agreement between the Governments of Singapore and Malaysia. The predecessor to MSA was Malaysian Airways, Ltd. which commenced operations in 1947.

3/ The current rate of exchange is S$2.11 for U.S. $1. (Wall Street Journal, September 23, 1981). Thus SIA's total capitalization in Singapore dollars is approximately S$115.0 million.

[illegible]h a 10 year history of profits there has [illegible]ver been a need for government support -- and indeed consistent with the government's policy we would not have received it in any event!

A particularly troubling aspect about the allegation that SIA is a subsidized carrier is the fact that in accordance with Singapore law, SIA publishes annually an Auditor's Report containing a Profit and Loss Statement as well as a Balance Sheet. It also publishes an Annual Operating Review. Each of these documents has always been available to anyone who wanted a copy, including U.S. airlines. A brief review of these publications clearly discloses that SIA has not and does not receive subsidy payments from its government. To the contrary, commencing in 1974, barely 2 years after it commenced independent operations, SIA paid annual dividends of 10% which was increased to 15% in 1977. These dividends have been paid to all shareholders, including the government. A copy of SIA's Annual Report for 1979-80, which consists of both a Financial Report and an Operating Review, is attached. (Appendix 6).

The testimony before this Committee also insinuated that in addition to receiving direct subsidy, SIA received indirect subsidies in various forms. This charge is equally inaccurate.

In the first place, with one exception, SIA has never requested nor has the government ever issued it a loan![4/]

4/ The single exception was a loan from the Government of Singapore in 1974 shortly after the airline commenced operations. That loan, in the amount of $15 million U.S. dollars, was fully repaid with interest by 1978.

Moreover SIA is subject to Singapore tax laws just like every other Singapore corporation -- and the government has never excused, forgiven or otherwise relieved SIA from the payment of <u>any</u> tax which it owed.[5/]

There also was testimony suggesting that the government regularly supported SIA operations by guaranteeing its loans. Such an assertion is very misleading. The fact of the matter is that SIA is one of the largest foreign air carrier operators of U.S.-manufactured aircraft having purchased more than $1.171 billion U.S. dollars of aircraft and related spare parts in the U.S. since 1972. Many -- but not all -- of these aircraft were eligible for financing, in part, by the U.S. Export-Import Bank. It is a <u>requirement</u> of that Bank that all loans be guaranteed by the borrower's government. This requirement is similar to the requirement of export banks which finance aircraft manufactured in other countries. Thus in connection with the financing of SIA's purchase of six A-300 aircraft from Airbus Industries, the

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5/ There was a suggestion that SIA was receiving "government support" because it was able to depreciate its aircraft more quickly than U.S. carriers are allowed to do under U.S. tax laws. With respect to Singapore laws, SIA receives no special tax treatment and its depreciation schedule is applicable to other Singapore corporations on a nondiscriminatory basis. With respect to the depreciation schedule for U.S. carriers, that, of course, is a matter for U.S. law and it would therefore be inappropriate for SIA to comment. It should be noted, however, that the U.S. has an Investment Tax Credit which U.S. carriers may take advantage of while there is no similar provision in Singapore law. Finally, with respect to depreciation of capital assets, the Government of Singapore has a "Balancing Charge" which, upon the sale of a depreciated asset, imposes a tax on the excess of the sales price over the depreciated value of an asset (up to its original purchase price) as ordinary income. Thus SIA's aircraft are fully taxed!

Consortium of European Banks participating in the financing required the Government of Singapore to guarantee SIA's loan. Accordingly, the guarantee of SIA's loans by its government is not the result of a conscious scheme by the Government of Singapore to give "government support" to SIA. To the contrary, the guarantees are the results of the policies of the governments of the United States, France, Germany, etc.

In addition to loans from export banks, on only three other occasions during the past 11 years, was the Government of Singapore even indirectly involved in SIA's financing activities, each of which occurred prior to 1977 which was before SIA commenced Transpacific passenger operations to the U.S. in 1979. On two occasions, SIA borrowed funds by asking the Government of Singapore to issue bonds in the Swiss and Japanese bond markets. SIA was absolutely responsible for repayment of the loans in the currency of issue, i.e. Swiss francs and Japanese yen, which involves a certain additional risk since the rate of exchange can vary significantly during the life of the bonds. In addition to the interest rates of the bonds, SIA also paid its government a service fee which had the effect of raising the "total effective" interest rate on the bonds to about the same as the rate of interest available to any private corporation with an excellent credit rating. As a matter of fact, as reflected in Appendix 4, the rate paid by SIA for the Swiss Franc Bond was higher than the rates of interest on bonds issued by private corporations in the same market during the same time period.

Moreover, when the amounts of these three loans[6/] are compared with all of SIA's loan arrangements, it becomes obvious that they are relatively insignificant. Thus these three financing agreements totalling $92,847 million U.S. dollars represent only 7% of SIA's Schedule of Loans as of July 31, 1981, which totalled $1,316.159 million. Not only is this de minimus but all of those loans were entered into before SIA commenced passenger operations to the United States.

It also should be noted that between March 1979 and March 1981, SIA purchased and took delivery of 12 new Boeing 747 aircraft which cost in excess of $725.33 million U.S. dollars. Five (5) of those aircraft, which cost approximately $300 million, were financed by SIA through its own internal funds and participation by the U.S. Export-Import Bank or the Government of Singapore was not involved.

III. SIA'S FARES ARE COMPETITIVE, NOT PREDATORY

Another charge levied against SIA was that it has engaged in predatory practices by offering fares below cost in the Transpacific market. It was said that this "dumping"

6/ The only other loan involving a guarantee from the Government of Singapore was a loan from the Charter Bank of Singapore in 1976 for S$10 million in connection with the purchase of a B747 aircraft. The lender required the loan to be guaranteed either by another commercial bank or the government. SIA paid a fee for the guarantee just as it would have been required to do if a private bank had issued the guarantee.

as the result of SIA's operations being subsidized by its government. The preceeding section clearly demonstrates that SIA does not receive subsidy from its government. Moreover, an examination of the fares offered by U.S. carriers in the Pacific as well as in principal U.S.-Europe markets clearly establishes that on a per mile basis SIA's fares are in many cases higher than those offered by U.S. carriers. Thus, Capitol Airways offers a New York/Frankfurt fare at 5.93¢ per mile, Air Florida offers a Miami/London fare of 4.98¢ per mile, Laker Airways' Los Angeles/London fare is 5.29¢ per mile, TWA's Pittsburgh/London fare is 6.71¢ per mile, Western Airlines' Denver/London fare is 5.48¢ per mile, and World Airways' Baltimore/London fare is 5.18¢ per mile. (Appendix 5).

In contrast, on a per mile basis, SIA's lowest promotional fares from the U.S. West Coast are 6.58¢ per mile to Singapore, 6.99¢ per mile to Bangkok, 7.08¢ per mile to Taipei and 7.23¢ per mile to Tokyo.[7/]

It also is interesting to note that United Air Lines has filed a tariff with the U.S. Civil Aeronautics Board[8/] in which it proposes a low promotional fare from Seattle, Washington to Tokyo, Japan of $713 in the off-season and

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7/ In some instances the U.S. carriers' Transpacific fares are lower than SIA's West Coast/Singapore fare, e.g. Northwest's West Coast/Taipei fare is 6.79¢ per mile, and Pan American's West Coast/Manila fare is 6.56¢ per mile.

8/ Airline Tariff Publishing Company, Agent. Tariff CAB No. 378 2nd Revised Page 156 effective March 3, 1981.

$764 during the peak season. These fares are $81 and $102 lower respectively than the same fares currently being offered by both U.S. and foreign carriers operating between the U.S. West Coast and Tokyo.

Further proof of the fact that SIA's fares are fully competitive and do not involve selling at below cost is reflected in the fact that, although it is severely restricted in its Transpacific operations by reason of the fact that its operations via Tokyo are limited to three flights per week, yield from these fares on a cents per ton kilometer basis substantially exceeds its unit cost on the same basis.

Thus during our first seven months of operations between Singapore and San Francisco (September 1979 - March 1980) our average unit cost was 51 cents per ton kilometer while our yield was 65 cents per ton kilometer. During the most recent 11 months (September 1980 - July 1981) our unit costs have dropped to an average of 45 cents and our yield has increased to 71 cents per TKM. Similar results have been achieved on our Singapore/Los Angeles route which was inaugurated in July 1980 via Taipei/Honolulu and via Tokyo in December 1980.

The testimony before this Subcommittee suggested that there was something wrong or improper because SIA forecast that its first year of operation would result in losses. The simple economic fact of life is that if an airline wants to inaugurate service into a new market, initially it will experience losses until its services are made known to and are utilized by the traveling public. Certainly SIA's operating experience is no different from that experienced by U.S.

carriers. For example, during 1979-80 Braniff inaugurated Pacific operations which resulted in operating losses of approximately $26 million. Similarly, Continental Airlines' Pacific operations during the same 1979-1980 period resulted in operating losses of $32.9 million.[9/] However, as indicated above, SIA's operating results have significantly improved during the past few months and we are looking forward to having a profitable Transpacific operation in the not-too-distant future.

IV. CONCLUSION

The direct answer to the unfounded allegations levied against SIA is that it is not and never has been subsidized by its government. To the contrary, the Government of Singapore has directed that its operations be conducted on a sound profitable commercial basis or be terminated. Moreover, it is impossible for SIA to be "dumping" its services in the Transpacific markets because on a cents per mile basis its fares are comparable with, and in many cases higher than, those offered by U.S. carriers (and other foreign carriers) in both the Pacific and the Atlantic.

We are grateful to all members of the Subcommittee for giving us the opportunity to submit a statement in response to the allegations levied against us.

9/ CAB Form 41 reports.

EXPENDITURES IN THE UNITED STATES BY SINGAPORE AIRLINES 1972 TO DATE (in Singapore $ Million)+

		Prior to Apr 79	Apr 79 to Mar 80	Apr 80 to Mar 81	S$ Total	U.S. $ Total *
1.	Aircraft Purchases	941.59	778.25	752.19	2,472.03	1,171.58
2.	Aircraft Related Equipment	308.82	170.98	93.25	573.05	271.59
3.	Land & Buildings	0.51	0.31	1.34	2.16	1.02
4.	Fuel & Oil	-	44.39	56.99	101.38	48.05
5.	Catering & Handling Fees	-	10.22	17.70	27.92	13.23
6.	Advertising	2.15	5.03	5.75	12.93	6.13
7.	Staff Cost	-	9.42	13.47	22.89	10.85
8.	Other**	68.38	22.75	21.92	113.05	53.58
			GRAND TOTAL		3,325.41	1,576.03

* The current rate of exchange is S$2.11 for U.S. $1. (Wall Street Journal, September 23, 1981).

** Other include services rendered by Pratt & Whitney, and The Boeing Company, etc.

\+ Source: Company Records

SUMMARY OF SPEECH BY THE PRIME MINISTER
AT THE SINGAPORE AIR TRANSPORT WORKERS' UNION
SILVER JUBILEE DINNER HELD AT THE SHANGRI-LA
HOTEL ON 16TH JULY, 1972

A traveller, before taking an aeroplane, asks himself three questions in this order of importance:-

(1) Will I get there?

(2) Will I get there on time?

(3) How comfortable will I be on board?

SINGAPORE AIRLINES will inherit 25 years of experience. Malayan Airways started off in Singapore 25 years ago with 3 "Air Speed Consul" aircraft.

There is little to choose between aircraft. All major airlines now use standard proven aircraft. Between established major airlines, there is also little difference in standards of maintenance, or the professionalism of engineers and technicians or pilots. The differences there are lie in the efficiency of the organisation, management, which takes years to build up, and labour and wage costs.

The major airlines of the industrialised countries have established reputations for getting people, more or less, punctually to their destinations. But there is scepticism whether airlines run by countries not yet industrialised can provide such services.

...2/-

Fortunately, we are establishing ourselves as one of the few countries which, though still in the process of being industrialised, has already developed the habit for tip-top maintenance and a zeal for efficiency. It is reflected in a people's philosophy of life — either easy-going and tolerant of sub-standard work, or active and insistent on nothing less than the best achievable.

I know little of the mysteries of advertising of and the soft sell. But I believe no magic set of initials, no logo, can sell, to more than the first few, something which is not good. By skilful publicity, the P.R. man can attract attention and get across an idea. But if the idea got across does not tally with the reality, then the value of the advertisement, however attractive, is soon dissipated.

Our best asset is in the reputation of Singapore itself. To most people abroad — in governments, in finance, in business, and to many ordinary newspaper readers in the main cities of the world — "Singapore" means a hardworking and hard-headed people, a thrusting new nation rapidly climbing up the technological ladder. This is a reputation forged out of our struggle for survival. A reputation earned this hard way is a durable one, and very different from the "image" created by skilful image-makers. The future of SINGAPORE AIRLINES depends more on the reality SIA leaves behind on their passengers than any advertisement. To improve efficiency of organisation, promptness and friendliness of service, these must be our constant aims.

Reputations are continually made and lost. Within a matter of months, we can either enhance the reputation we inherit from MSA. or frittor it away. What passengers actually experience

FINANCIAL RESULTS
SINGAPORE AIRLINES
1972 - 1981
(in Singapore $ Million)*

Fiscal Year**	Total Revenue	Total Expenditure	Profit After Tax
1981	2,287,068.	2,269,000	94,840
1980	1,887,962	1,876,673	68,352
1979	1,480,772	1,420,921	39,080
1978	1,142,472	1,092,973	37,791
1977	876,317	833,040	23,871
1976	707,545	666,135	30,818
1975	549,614	509,162	35,352
1974	398,044	356,683	23,261
1973	339,785	299,740	15,545
1972	315,857	264,742	38,115

* The current rate of exchange is S$2.11 for U.S. $1. (Wall Street Journal, September 23, 1981).

** SIA's fiscal year is April 1 through March 31.

SELECTED BOND ISSUES SOLD IN SWISS BOND MARKET - 1977

ISSUER	PERIOD	ISSUE DATE	COUPON RATE %
Government Issues			
1. Austria	1977-92	2/10/77	5 1/4
2. Wien, Stadt	1977-92	2/28/77	5 1/4
Corporate Issues			
3. Scandinavian Airlines System	1977-92	1/18/77	5 1/2
4. Coop Schweiz, Basel	1977-89	2/15/77	4 1/4
5. Sarganserland	1977-91	2/15/77	4 1/4
6. Oberhasli (Kraftwerke), Innerkirchen	1977-92	3/1/77	4
SINGAPORE	1977-89	3/10/77	5 1/2
Corporate Issues			
7. Holzstoff AG, Basel	1977-92	3/31/77	4 1/2
8. Verzasca AG, Lugano	1977-89	10/1/77	4 1/2
9. Swissair	1977-92	11/15/77	4 1/4
Government Issues			
10. Manitoba	1977-92	5/12/77	5 1/2
11. New Zealand	1977-92	7/18/77	5 1/2
12. Finland	1977-92	9/1/77	5 1/4

Source: Schwerzerische Bankgessellschaft
Union de Banques Suisses Zurich
Friday, 22 May 1981 (NR 96)

COMPARISON OF LOWEST RESERVED-SEAT FARE PER MILE IN SELECTED U.S.-EUROPE MARKETS

Market (Carrier)	Lowest Reserved-Seat Fare Per Mile in Effect: Summer 1981 Peak	Summer 1981 Basic	Fall 1981 Peak	Fall 1981 Basic
New York-Brussels (Capitol)[1/]	7.51¢	7.10¢	NP	7.06¢
New York-Frankfurt (Capitol)[1/]	7.21	5.93	NP	6.71
Miami-London (Air Florida)[2/]	6.04	4.98	[2/]	[2/]
Los Angeles-Seoul (Korean)[3/]	8.98	8.14	8.98¢	8.14
Los Angeles-London (Laker)[4/]	7.04	5.29	7.68	5.76
Pittsburgh-London (TWA)[5/]	8.05	6.71	9.18	7.65
Denver-London (Western)[6/]	6.71	5.48	7.66	6.25
Baltimore-London (World)[7/]	6.56	5.18	[7/]	[7/]
New York-Brussels (Metro)[8/]	-	-	-	6.83[8/]
Chicago-Brussels (Metro)[8/]	-	-	-	7.88[8/]

(footnotes are on page 2)

NP = Not published.

1/ Capitol's economy fare (only class of service). Summer, 1981 fares are effective through October 5 anf Fall fares are effective October 6.

2/ Air Florida's economy fare. Fall, 1981 fare will increase but fare is not now available. Summer fares were effective June 15.

3/ Korean's Excursion fare. This approximates Northwest's Budget fare. Summer and Fall fares are effective August 2 through at least November 2.

4/ Laker's Super Apex fare. Laker also has a reserved-seat "8-Day" fare which is 5.10¢, 6.57¢, 5.82¢ and 7.49¢ per mile in the four respective columns above. Summer fares are in effect through August 31 and Fall fares are effective September 1.

5/ TWA's Super Apex fare. Summer fare is effective through August 20 and Fall fare Is effective August 21.

6/ Western's Super Apex fare. Summer fare is effective between June 1 and at least October 17.

7/ World's round-trip Apex fare. Fall fare has not been announced.

8/ Carrier's quote. NYC service to be inaugurated 12/10, CHI 12/13/81.

Soure: Carrier's Tariffs - C. A. B. Nos. 2, 71, 95 and 377.