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April 2008

Dear Friend,

Last week, Senator Sherrod Brown (D-OH) called on Delta Air Line's CEO to keep his promise to preserve the Cincinnati hub during its merger with Northwest Airlines. Senator Brown wrote a letter to Mr. Richard Anderson urging him to use the merger as an opportunity to expand in the tri-state area. The text of Senator Brown's letter is below. To find out more about what Senator Brown is doing to keep jobs and industry in Ohio, feel free to visit his website: <http://brown.senate.gov/>. You are receiving this e-mail as an effort to keep you informed of what Senator Brown is doing in and around your area.

### **Brown Calls On Delta CEO To Keep His Promise To Preserve Cincinnati Hub**

*Senator Urges Delta To Take Merger As Opportunity To Expand In Tri-State Area*

Washington, DC - U.S. Senator Sherrod Brown (D-OH) called on the Delta Air Line's CEO to keep his promise to preserve the Cincinnati hub during their merger with Northwest Airlines. Brown urged the Delta CEO to use the merger as an opportunity to expand in the tri-state area.

Below is the text of Brown's letter:

*Mr. Richard H. Anderson  
Chief Executive Officer  
Delta Air Lines  
1030 Delta Boulevard  
Atlanta, Georgia 30320*

*Dear Mr. Anderson:*

*Thank you for informing me of the merger agreement reached by Delta Air Lines and Northwest Airlines yesterday.*

*I appreciate the challenges posed by fuel price increases, intensified competition, and other market forces. As Delta confronts these challenges, I hope you will capitalize on the investment Delta has already made in the Cincinnati region.*

*The fifteen-county Cincinnati metropolitan area, crossing into Indiana and Kentucky, is Ohio's largest, and boasts exceptional interstate commercial connectivity. Cincinnati has a top ten ranking in the location of Fortune 500*

headquarters, and still contains access to affordable land, making it attractive to new and expanding companies. The Cincinnati USA Partnership, along with local businesses, is actively pursuing economic development opportunities in such areas as biotechnology, advanced manufacturing, aerospace, and chemicals.

Your decision to sustain and increase your presence in Cincinnati would clearly serve your company as well as the city and region. As you are well aware, the Delta hub at the Cincinnati/Northern Kentucky International Airport helps fuel the region's economy. A study conducted by the University of Cincinnati Economic Center for Education and Research in 2005 yielded the following conclusions about the economic impact of the Delta hub:

- The hub is responsible for 34,000 airport-related jobs;
- The hub has led to economic development projects resulting in an additional 97,000 jobs;
- In total, the hub is responsible for over 130,000 jobs in the metropolitan statistical area - approximately 13 % of the total number of jobs in the region; and
- The total economic benefit of the hub is approximately \$2.85 billion

The Delta hub plays a vital role in regional economic development. The international service offered at the hub has contributed to the doubling of the number of foreign firms investing in the region since 1999, from approximately 150 to over 300. This growth is due in large part to the accessibility provided by hub service. Any significant reduction in the level of service provided by Delta at the airport could have a chilling effect on regional economic development efforts.

I understand that you have indicated that Cincinnati will continue to serve as a hub for Delta flights. I ask that you document that commitment, which will help alleviate the concerns the merger negotiations have provoked. I also ask that you work to improve collaboration with your economic development partners in Cincinnati to spur future economic growth in the region. Specifically, I ask that you work to increase the number of direct international flights, which would benefit the region and your company. I also urge you to rebuild the Cincinnati reservation center as you combine operations.

Thank you for allowing me to share my thoughts on this issue with you. I look forward to our upcoming discussion.

Sincerely,



Sherrod Brown  
United States Senator



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[Senator Brown's Offices](#)

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