

I say this in the light that so many first-time travelers and occasional travelers go to the travel agency and say, "Book me by any airline you want," and I think so seldom does the passenger make up his mind what airline to choose. How is it so many of these people choose the foreign airline? Do these lines have inducements for the travel agent that are better than the U.S. airlines?

Mr. OLSEN. Not legally, sir, that I know of. The standard commission is paid and I think that is all that can be done, but certain travel agents, because they sell more seats on a particular airline, will get these passengers to fly on that airline, have various categories, as I understand it, and they do get advertising allocations which may help and induce them to sell a carrier.

Mr. SCHNEEBELI. I know one of the local travel agents got a free trip to some country from a foreign airline. Was that an inducement that American airlines couldn't offer?

Mr. NEVINS. We do that as well, sir, with the travel agents, that is true.

Mr. HERLONG. At this point, I asked one of these travel agents that question the other day who visited me in my office and he said one reason they did it was they got better service on the foreign airlines.

Mr. SCHNEEBELI. I think it is a pertinent point because the travel agents are so instrumental in choosing the airlines. I don't think it is the passenger at all who makes the decision in most cases. The passenger or the tourist says, "Book me on a good airline," and the travel agent picks it out, and I think much of this decision is on the part of the travel agent.

I was wondering, with this great disparity in U.S. foreign travel between the business of the foreign airlines and our own carriers, whether there was any inducement to bring this about.

Mr. OLSEN. The curious twist to that is that of course at the beginning Pan American and TWA had almost solid American-born, American-educated cabin crews. After awhile they began to employ European nationals, bring them to this country, train them, and employ in the cabin crews.

Air France 2 years ago was advertising in this country for American stewardesses, reverse snobbery.

Mr. SCHNEEBELI. In the light of the attraction of the stylish French manikins I am rather surprised.

Mr. HERLONG. Any further questions?

Mr. SCHNEEBELI. Thank you.

Mr. HERLONG. Thank you gentlemen, for your presentation to the committee. We appreciate it.

Mr. NEVINS. Thank you.