

Mr. SCHNEEBELI. What percentage of your total overall present business is made up of foreign travelers traveling in the United States? Is it as high as 5 percent?

Dr. JAMES. The total number of European travelers in the United States is approximately—

Mr. SCHNEEBELI. How about outside the Western Hemisphere?

Dr. JAMES (continuing). Is approximately 600,000.

Mr. SCHNEEBELI. I was thinking in dollars and cents. I was wondering how is this going to affect your sales, because you are going to reduce your income by 50 percent per person in this area.

Is it as high as 10 percent of your total gross income?

Mr. TIPTON. No.

Mr. PHILION. I think I should describe this fare proposal to you so as to insure that we are not misleading anyone.

This fare proposal is calculated to be attractive to a certain group of new visitors and, we hope, as part of a larger effort to reduce costs, that it will be successful. It has some basic requirements in it.

For example, a person must be in this country at least 14 days, so a businessman who is coming over here normally or regularly for a week or 10 days is not going to qualify for this discount fare. You are going to have to stop at at least three cities beyond the port of arrival and before departure.

In other words, that is a kind of incentive to get out and see more of our country. And there is a minimum fare of \$79. These qualifications or requirements taken together we think will be attractive to a large segment of the visitor market that has not come here and therefore should not divert too much of our existing business from the foreign businessman.

Mr. SCHNEEBELI. In all likelihood most all of it will be all new business?

Mr. PHILION. We are hopeful.

Mr. SCHNEEBELI. And it won't be a reduction in fares of a lot of business you presently have.

Mr. PHILION. We are hopeful.

Mr. SCHNEEBELI. Thank you very much.

The CHAIRMAN. Mr. Battin.

Mr. BATTIN. I would like to explore, Mr. Tipton, a little bit more if I may, this question of trying to get some balance or some approach. In order to help with what the President terms a very serious problem, do you believe that your membership would be adverse to a reasonable charge, say \$5 departure tax, which fund might be used for promotion of the European traveler to the United States?

Mr. TIPTON. I don't think there would be objection to that. The important thing there is that the use be identified and that the charge be small, and I would say also that it would also be temporary.

Mr. BATTIN. I have one other question. You are no doubt aware that a statement was inserted in the record by Secretary Fowler which he attributed to the Civil Aeronautics Board. This statement, which later developed was only a staff paper, gave several reasons why there should not be a Fly American Carrier program.

It seems to me that it isn't un-American to suggest that citizens of this country use our own flag carriers. Do you have any comment that you would care to make on that? I know you covered some of it earlier, but I would like to get specifics.