

Taipei, Taiwan

3 September 1956

Mr. Aristotle Onassis  
Technical & Aeronautical Exploitations Co. Ltd.  
12, Merlin Street  
Athens, Greece

Dear Mr. Onassis:

The recent news that you are going to operate the Greek airline, Technical & Aeronautical Exploitations Co. Ltd., is of great interest not only to the world aviation industry but also to me.

You might ask: Why is such news of any particular interest to someone way out there in the Far East?

Before answering that question I would like to take a few minutes to tell you about Civil Air Transport. This ten-million-dollar airline (US\$10,000,000) has thirty aircraft (3 Douglas Skymaster DC-4's, 20 Curtiss Commando C-46's, 5 Douglas DC-3's, and 2 Consolidated Catalina PBX amphibians) and covers the Far East with an airline and maintenance operation second to none within this area. Charter operations reach all parts of the world.

This was all started ten years ago by General C. I. Gimmault of Flying Tiger fame. At that time China had two large airlines, but there was little or no surface communication. United Nations relief supplies were not moving to the inland areas where they were needed most. CAT was formed to take on this challenging task. Needless to say, the job was done, and so well that the Chinese Government granted a continuing franchise.

History was made with CAT covering the vast areas of China, especially when the Chinese Communists aided by the Russian Reds started to move down through the mainland. City after city was evacuated. CAT, in addition to the airline job to be done, was forced to move its main base of operations six times! Finally, at the end of 1949, we arrived on Formosa, the only remaining flag carrier of Free China because the other two airlines, infiltrated and weakened by the Communists, defected to the enemy.

There followed a dark period when personnel had to be reduced to a handful because of a lack of areas to which GAT could fly. Efforts were turned to refinancing and negotiating with other countries for airline rights. Passenger as well as cargo routes were developed. Contracts were obtained with the U.S. Air Forces stationed in the Far East, not only for flying some of their cargo and personnel, but also for the overhaul of many of their aircraft.

During the Korean War and the war in Indo-China, GAT contributed substantially of its planes and personnel, including a few lives of men who came to work for a commercial airline but found themselves in the life and death struggle of combat operations.

That, essentially and in a very few words, is the story of GAT, and which all adds up to a very successful operation.

Now you are embarking upon a great adventure in the field of air transportation. True, the problems of this industry parallel in many ways those of the shipping business. However, there are those of a technical nature where experience will be of invaluable assistance.

Do you have all of the key people with the proper background and experience to bring TAE along in the international phase of its operation?

Do you have a Number One executive who:

1. Has an overall picture of the airline business and understands its problems?
2. Has had long experience in airline management?
3. Has studied higher accountancy and knows airline finances?
4. Has a college education and an engineering background?
5. Has been both a military and a commercial transport pilot?
6. Has boundless energy and a love of work?
7. Can get at the root of a problem, no matter how complex, and make the right decision?

That sounds like a large order to fill with one man, does it not? But that is one of the essentials of a successful airline, and I know that I can qualify, and I want to be associated with TAE under your direction and according to your desires.

For six years in GAT I was Director of Operations (Number Three position in the company), and for the last three years I have been Vice President-Assistant General Manager (Number Two position). My present salary is US\$21,000 per year, but starting salary is not my main object; position and potentiality are. A five year contract would indicate long-term intentions on both our parts.

I am an American, 39 years old. My religion is Catholic and my wife is Greek Orthodox. We have three children, seven, five and three years of age. We are prepared to move our home to Greece.

I can be available any time after the end of this year and would like to give three-months notice to GAF so that my replacement can be recruited. Please do not contact my present employer without first notifying me so that I can properly prepare the way.

References and additional detailed information are readily available upon request from you, and an interview can be arranged.

I wish you every success in your new venture and hope to hear from you in the near future.

Sincerely yours,

C. J. Rosbert