



## What They're Saying: United to Tokyo Haneda

### Federal, State and Local Leaders Support United's Proposed Service

March 7, 2019

United's proposal for six new daily direct flights from U.S. hubs to Tokyo Haneda Airport – which would connect five of the six largest metropolitan areas in the U.S. mainland and Guam to the closest airport to downtown Tokyo – has received more than 8,000 letters of support from customers, employees and federal, state and local leaders.

Below are highlights from some of the letters United's proposal has garnered thusfar from elected officials and business leaders who recognize that the proposed flights would benefit their communities by providing more and better options for consumers for air travel between the U.S. and Japan.

Learn more about United's proposed service at [www.unitedtohaneda.com](http://www.unitedtohaneda.com).

#### **Letters from Elected Officials**

##### **Senators Robert Menendez (NJ) and Cory Booker (NJ), United States Senate:**

- “If approved, [United's] proposal will more effectively link Tokyo Haneda with the New Jersey and New York market, as well as 43 other U.S. airports served from Newark Liberty. A new flight from Newark Liberty to Haneda would complement Newark Liberty's existing flight to Narita, increasing travel options for consumers to Tokyo. The proposed flight will also simplify connections for travelers and in some cases reduce travel times to points in Japan.”
  - *Joint Letter to Secretary Chao, February 21, 2019*

##### **Senators Mark R. Warner (VA) and Tim Kaine (VA), United States Senate:**

- “The proposed D.C. route will simplify connections and improve travel options for consumers, including U.S. servicemembers traveling between the DC area and Okinawa on United's Japanese partner ANA. United's proposal will also benefit Fortune 500 companies with substantial sales or ties to Japan that are headquartered in the D.C. area.”
  - *Joint Letter to Secretary Chao, February 28, 2019*

##### **Senators Richard Durbin (IL) and Tammy Duckworth (IL), United States Senate:**

- “Increasing access to Tokyo from Chicago is important to our constituents in Illinois because Chicago is home to the seventh largest Japanese foreign-born community in the country and because there is substantial demand from business travel between Chicago and Tokyo given the number of Fortune 500 companies with ties to Japan headquartered in the Chicago area.”
  - *Joint Letter to Secretary Chao, February 21, 2019*

##### **New Jersey Congressional Delegation, United States House of Representatives:**

- “We write in strong support of United Airlines' application to the Department of Transportation (DOT) for additional flights to Tokyo Haneda Airport in Japan.”
  - *Joint Letter to Secretary Chao, March 7, 2019*

##### **Illinois Congressional Delegation, United States House of Representatives:**

- “Chicago has the highest demand for Tokyo travel in the central U.S. and the seventh largest Japanese foreign-born community in the U.S. O'Hare is not only an economic driver for Chicago but for all of Illinois and the greater Midwestern region. New access to Tokyo will help promote growth across the state and beyond its borders.”

- *Joint Letter to Secretary Chao, February 28, 2019*

**Virginia Congressional Delegation, United States House of Representatives:**

- “This proposal would benefit the entire Commonwealth of Virginia. IAD connects local regional airports in Virginia to the world.”
  - *Joint Letter to Secretary Chao, March 5, 2019*

**Houston Area Congressional Delegation, United States House of Representatives:**

- “United’s flight would offer customers a competitive alternative for Tokyo Haneda service from other southern and southeastern U.S. hubs, and serve as a gateway between Latin America and Japan.”
  - *Letter to Secretary Chao, February 28, 2019*

**Congressman Albio Sires (NJ-8), United States House of Representatives:**

- “United’s application is part of the DOT’s route proceedings for new flights at Tokyo Haneda Airport that would begin in summer 2020—just in time for that year’s Olympic Games in Tokyo.”
  - *Letter to Secretary Chao, March 5, 2019*

**Congresswoman Julia Brownley (CA-26), United States House of Representatives:**

- “For decades, United has played a pivotal role in facilitating tourism, trade and commerce between the U.S. and Japan, demonstrating a strong commitment to serving U.S. consumers’ needs...With greater frequency of flights and a wide network of connecting points, consumers and businesses will see improved convenience and benefits from United’s proposed flights.”
  - *Letter to Secretary Chao, March 4, 2019*

**Congressman Doug LaMalfa (CA-1), United States House of Representatives:**

- “A new Haneda flight would add to United’s existing flight from Los Angeles to Narita, giving additional choices and simpler connections to consumers in the West, including the large number of U.S. servicemembers who travel from California to Okinawa.”
  - *Letter to Secretary Chao, February 20, 2019*

**Congressman Al Green (TX-9), United States House of Representatives:**

- “United Airlines’ application will greatly benefit my hometown of Houston, my state of Texas, and the rest of the country.”
  - *Letter to Secretary Chao, February 28, 2019*

**Congressman Kevin Brady (TX-8), United States House of Representatives:**

- “UA’s proposal includes a flight from Houston George Bush Intercontinental Airport (IAH), which would strengthen a bridge from the center of commerce for the oil, gas and energy industries to Tokyo Haneda.”
  - *Letter to Secretary Chao, February 19, 2019*

**New Jersey Governor Philip Murphy:**

- “United’s proposal will connect Tokyo Haneda with Newark/ New York and 43 other U.S. airports United serves from its Newark Liberty hub. This area represents approximately 1.2 million annual bookings to Tokyo.”
  - *Letter to Secretary Chao, March 5, 2019*

**Illinois Governor J.B. Pritzker:**

- “United’s proposal includes a flight from Chicago O’Hare International Airport (ORD) to Tokyo Haneda, which would connect this primary Midwest logistics and transportation hub to Haneda and provide more convenient travel options for U.S. consumers.”
  - *Letter to Secretary Chao, February 20, 2019*

**Guam Governor Lourdes A. Leon Guerrero:**

- “Tokyo and the broader Japanese market are strategically important to Guam, which relies upon the Japanese leisure travelers for tourism and job creation on the island.”
  - *Letter to Secretary Chao, February 15, 2019*

**Former Illinois Governor James R. Thompson:**

- “For 10 years, I have had the honor of serving as the Chairman of the Midwest U.S.-Japan Association, the leading trade and cultural organization serving Japan and the central United States. Prior to this position, I served four terms as Governor of Illinois and opened one of the first trade offices in Japan in

the 1980s. As befitting this role, I am always supportive of increased travel for business and tourism between the two nations.”

- *Letter to Secretary Chao, March 6, 2019*

**Newark Mayor Ras J. Baraka:**

- “I strongly urge the Department of Transportation to approve United Airlines’ request to connect my community with Tokyo’s most convenient airport – Haneda.”
  - *Letter to Secretary Chao, February 26, 2019*

**Chicago Mayor Rahm Emanuel:**

- “The proposed flight would help to bolster the City’s ongoing work to enhance Chicago’s global connectivity and position as a transportation hub.”
  - *Letter to Secretary Chao, March 6, 2019*

**Los Angeles Mayor Eric Garcetti:**

- “With greater frequency of flights and a wide network of connecting points, consumers and businesses will see improved convenience and benefits from United’s proposed flight from LAX.”
  - *Letter to Secretary Chao, February 25, 2019*

**Houston Mayor Sylvester Turner:**

- “United’s proposal includes a flight from Houston George Bush Intercontinental Airport (IAH), which would strengthen the air services bridge from the U.S. center of commerce for the oil, gas and energy industries in Houston to Tokyo.”
  - *Letter to Secretary Chao, March 1, 2019*

**Assemblyman Gordon M. Johnson (NJ-37), New Jersey General Assembly:**

- “United’s proposal includes a new flight from Newark Liberty International Airport (EWR) to Tokyo Haneda, which would strengthen the bridge between each country’s center for commerce and finance, creating far more convenient options for consumers and business leaders traveling between two of the largest cities in the world.”
  - *Letter to Secretary Chao, February 22, 2019*

**Speaker M. Kirkland Cox (VA-66), Virginia House of Delegates:**

- “The proposed Washington, D.C. route will simplify connections and improve travel options for consumers, including U.S. servicemembers traveling between the D.C. area and Okinawa.”
  - *Letter to Secretary Chao, February 15, 2019*

**Assemblyman Jim Frazier (CA-11), California State Assembly:**

- “Substantial demand also exists for business travel between Los Angeles and Tokyo. Japanese-owned companies directly employ over 119,000 workers in California, and employ over 85,000 workers with wages of \$5.4 billion in Southern California. In 2017, California exported nearly \$13 billion in goods to Japan.”
  - *Letter to Secretary Chao, February 15, 2019*

**Letters from Business, Industry and Cultural Leaders**

**Asian American Chamber of Commerce:**

- “United’s proposal would help realize the full potential of these routes for U.S. consumers and businesses by expanding United’s broad-based and end-to-end network between the U.S. and Japan.”
  - *Letter to Secretary Chao, March 4, 2019*

**Japanese Chamber of Commerce and Industry of New York, Inc.:**

- “For decades, United has played a pivotal role in facilitating tourism, trade and commerce between the U.S. and Japan, demonstrating unparalleled commitment to serving U.S. consumers’ needs in Japan. United is the only U.S. carrier to provide an extensive network of flights to Tokyo from all of its hubs. Should the Department of Transportation approve its application, United Airlines will continue to play this vital role in an even greater capacity for the benefit of U.S. consumers.”
  - *Letter to Secretary Chao, February 19, 2019*

**Japan Society:**

- “If approved, United’s flight from Newark Liberty to Haneda would add to United’s existing flight to Narita, increasing travel options for consumers to Tokyo.”

- *Letter to Secretary Chao, February 20, 2019*

**Commerce and Industry Association of New Jersey:**

- “Demand for Tokyo travel from the Newark/New York metropolitan area is strong and currently underserved.”
  - *Letter to Secretary Chao, February 22, 2019*

**New Jersey Chamber of Commerce:**

- “Today, Newark Liberty lacks non-stop service to Tokyo Haneda despite the fact that approximately four million people live within 20 miles of the airport. Newark/ New York is the largest market on the East Coast for travel demand to Tokyo.”
  - *Letter to Secretary Chao, February 25, 2019*

**Virginia Chamber of Commerce:**

- “From a business development perspective, the proposed Washington Dulles route would provide a more direct and desirable connection to Tokyo. This route could increase business and governmental contacts between the United States and Japan and would complement current marketing efforts to attract foreign direct investment to Virginia. Further, nonstop service from Washington, D.C. could encourage Virginia-based and Fortune 500 companies to expand sales and production in Japan, as well as other markets throughout East Asia.”
  - *Letter to Secretary Chao, February 28, 2019*

**Illinois Chamber of Commerce:**

- “The proposed United ORD-Tokyo Haneda route would represent a boon for business, not just in Illinois but also around the country.”
  - *Letter to Secretary Chao, March 6, 2019*

**World Business Chicago:**

- “I understand the value these additional flights will bring to Chicago and its citizens. As our city’s economic development agency, World Business Chicago works to drive inclusive economic growth for all Chicagoans and to build upon our strong presence around the world. Our international reach is a driver for our economy, and we strongly rely on our corporate partners, like United, to help us drive growth.”
  - *Letter to Secretary Chao, February 15, 2019*

**Greater Houston Partnership:**

- “United has demonstrated an unparalleled, long-term commitment among U.S. carriers to serving consumers’ travel needs from the United States to Tokyo and the surrounding region. Operating the world’s most comprehensive route network, United is best positioned to maximize new flight opportunities for the traveling public.”
  - *Letter to Secretary Chao, February 21, 2019*

**Guam Visitors Bureau:**

- “The Guam-Japan market is significant in size, yet there is no direct service to Haneda, the closest airport to central Tokyo, while Hawaii already has multiple flights to Haneda. United’s proposed flight between Tokyo Haneda and Guam would generate additional demand and give U.S. and Japanese consumers access to more than 30 points in Japan that travelers currently cannot access via Tokyo Narita.”
  - *Letter to Secretary Chao, February 18, 2019*

**James Rondeau, President and Director, The Art Institute of Chicago:**

- “The museum can only carry out its mission with the support of United and its vast network of routes. United’s proposal, including a flight from Chicago O’Hare International Airport (ORD) to Tokyo Haneda, would increase our access.”
  - *Letter to Secretary Chao, March 4, 2019*

**John Mangum, Executive Director/CEO, Houston Symphony:**

- “By supporting the energy industry that drives Houston’s economy, this route could also enhance the audience base and philanthropic community that make the Houston Symphony possible. We also anticipate greater collaboration with artists based in Asia, thanks to increased direct options and reduced travel times.”
  - *Letter to Secretary Chao, March 6, 2019*



## Letters from Labor Leaders

### **Captain David P. Bourne, Director, Teamsters Airline Division:**

- “A grant of new Haneda service will create a stronger, more competitive United, benefitting a broad range of stakeholders, including United’s nearly 90,000 employees across the United States and the world. From pilots to caterers to maintenance workers, improved and expanded United service to Haneda can help deliver more opportunities for United’s employees.”
  - *Letter to Secretary Chao, February 27, 2019*

### **Captain Todd Insler, Chairman, United Master Executive Council, Air Line Pilots Association, International (ALPA):**

- “The United MEC wholly supports the Department in its mandate to maximize consumer and community benefits by considering which applicants will offer and maintain service that best meets the needs of the traveling and shipping public. Granting United’s proposal is consistent with the Department’s principal goal in this proceeding to maximize public benefits: it will deliver demonstrable public interest benefits to consumers, promote geographic diversity among U.S. hubs, and provide competitive alternatives to the other U.S. carriers and Japanese carriers operating between the U.S. and Japan.”
  - *Letter submitted to the Department of Transportation, February 27, 2019*

### **Ken Diaz, President, United Master Executive Council, Association of Flight Attendants (AFA):**

- “On behalf of the more than 25,000 United Airlines Flight Attendants, I am writing to you today in support of United’s recent application for the six (6) slot pairs at Tokyo’s Haneda Airport from six of United’s hub locations. Approval of these applications would offer more options and convenience for consumers from U.S. cities where the demand for travel to Tokyo and beyond is highest.”
  - *Letter to Secretary Chao, February 26, 2019*

### **Craig Symons, President, Professional Airline Flight Control Association, United Airlines (PAFCA-UAL):**

- On behalf of the 435 FAA licensed Flight Dispatchers at United Airlines, I strongly urge the Department of Transportation to approve United Airlines’ request for flights to Tokyo Haneda from five of the six largest metropolitan areas in the U.S. mainland and a new flight between Guam and Haneda.
  - *Letter to Secretary Chao, February 26, 2019*

### **Bill Hutson, President, International Association of Machinists and Aerospace Workers (IAMAW), Capital Air Lodge 1759:**

- “On behalf of the 1,800 United Airlines workers that we proudly represent at Washington Dulles International Airport (“IAD”), I am writing in strong support for United Airlines’ application to the Department of Transportation (“DOT”) for additional flights to Tokyo Haneda Airport in Japan.”
  - *Letter to Secretary Chao, February 26, 2019*

### **Sharon Sugiyama, President, International Association of Machinists and Aerospace Workers (IAMAW) LL2339G:**

- “Guam should have the opportunity to compete with Hawaii for Japanese travelers and benefit from the same economic stimulus that Tokyo Haneda flights have delivered to Honolulu, Kona and other communities in Hawaii.”
  - *Letter to Secretary Chao, February 26, 2019*

## Letters from Airport and Aviation Authorities

### **Port Authority of New York and New Jersey:**

- “The Port Authority is pleased to note that United has ranked its EWR-HND application as a top priority. As the only applicant proposing to serve the New York and New Jersey region, it is essential that United be granted this right. The New York and New Jersey region, centered by the City of New York, is the global capital of finance, media and fashion and the host city to the United Nations. United is the only US-flag carrier currently offering nonstop service from this region to Asia, and the region will greatly benefit from this additional service to United’s Asian network from EWR.”
  - *Answer of the Port Authority of New York and New Jersey in Support of UAL, February 28, 2019*

### **City of Chicago Department of Aviation:**

- “United’s proposed service to Haneda would meet the substantial demand for business and leisure travel between Chicago and Tokyo, as well as points beyond. Chicago, and indeed the Central U.S., depends on convenient air transportation service to Tokyo and other Japanese cities. Collectively, Japanese investment in the Midwest has provided an estimated 150,000 American jobs within the region, and more than 45,000 in Illinois alone.”
  - *Answer of the City of Chicago in Support of UAL, February 28, 2019*

**Metropolitan Washington Airports Authority:**

- “The Washington, D.C. region is one of the top ten Tokyo origin-destination markets in the United States, generating significant business, government and tourist travel with Japan.”
  - *Letter to Secretary Chao, February 25, 2019*

**Mario Diaz, Director of Aviation, City of Houston:**

- “With greater frequency of flights and a wide network of connecting points, United’s proposal will help expand consumer and business service options in the Houston market. The City of Houston urges DOT to approve United Airlines’ Tokyo Haneda proposal.”
  - *Letter to Secretary Chao, February 19, 2019*

**Thomas Ada, Executive Manager, A.B. Won Pat International Airport:**

- “Tokyo and the broader Japanese market are strategically important to Guam, which relies upon the Japanese leisure travelers for tourism and job creation on the island. The Guam-Japan market is significant in size, yet there is no direct service to Haneda, the closest airport to central Tokyo, while Hawaii already has multiple flights to Haneda. United’s proposed flight between Tokyo Haneda and Guam would generate additional demand and give U.S. and Japanese consumers access to more than 30 points in Japan that travelers currently cannot access via Tokyo Narita.”
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