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United Airlines

March 19, 2020

The Honorable Steven T. Mnuchin
Secretary
Department of the Treasury
1500 Pennsylvania Avenue, N.W.
Washington, DC 20220

Dear Secretary Mnuchin:

The Airline Passenger Experience Association (APEX), the International Flight Services Association (IFSA), and our members, applaud the Administration and Congress for their recent actions to protect the American people from the spread of the Coronavirus and mitigate its direct and indirect economic effects. And we commend you for your ongoing efforts to enact legislation and implement policies in support of the airline industry.

As you continue efforts to assist the airline industry, we respectfully request that relief also be provided specifically for airline suppliers and vendors which are a fully integrated part of the airline industry. These include airline caterers, food suppliers, systems manufacturers and installers, connectivity companies, and content distributors, to name a few. These companies and their thousands of employees already are bearing a severe financial burden due to the government- and business-imposed restrictions to air travel, and that burden grows daily.

Our country will recover from the pandemic and air travel will rebound. When that occurs, the airlines will look to its supplier partners to be ready to ramp up and serve the traveling public. Without government support, thousands of jobs will be lost and many suppliers will not survive to be in a position to support the industry's recovery. Support of these suppliers, a somewhat hidden yet essential part of the airline industry, is needed immediately. The urgency of this situation cannot be overstated.

Specifically, APEX and IFSA request that for every four dollars of support provided to airlines an additional one dollar be provided to the critical suppliers to airlines in order to protect this segment of the industry and the livelihoods of its employees. We ask this support be in the form of financial grants, no-interest medium and long-term loans, and tax relief.

In closing, we thank you again for your efforts to support industries critical to the U.S. and world economies. As part of these efforts we urge you to consider airline suppliers and vendors as a critical component to the aviation industry's recovery. With your prompt support, airline suppliers will remain viable and thousands of people will keep their jobs during this crisis which, in turn, will support the airline recovery ahead and help speed the recovery of the U.S. economy.

Very Respectfully,

A handwritten signature in black ink that reads "Dr. Joe Leader". The signature is written in a cursive style with a long, sweeping underline.

Dr. Joe Leader
Chief Executive Officer
Airline Passenger Experience Association (APEX)
International Flight Services Association (IFSA)