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New York Airways Collection - Documents, "Personal" [Miscellaneous documents, predominantly correspondence], 1953-1959

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NEW YORK AIRWAYS, INC.

COPY TO H. BROCK, J. SLATE, R. WHEATLAND AND J.E. GALLAGHER

August 9, 1955

The following is a copy of a handwritten note received today from R.L.C.:-

(I do not wish you were here)

Dear Bill:-

In thinking about this equipment problem and in discussing it with a lot of people - primarily Sabena and B.E.A. - it is very evident that we have a most serious responsibility, not only to ourselves, but to the entire helicopter industry in deciding between the three alternatives (a) S-58, (b) PH42, or (c) wait for turbines or something better - our reputations and future are very much at stake. In doing our job we must be extremely meticulous - absolutely cold logic must prevail - guess work will most certainly be involved in some areas - but where it is it must be clearly marked and understood as such - we must bend over backwards to boil everything down to a factual basis - and above all we must avoid being misled - (or indeed being lead at all) - by so-called "opinions". I believe that NYA's analysis should include a comparison of a lot of things - on the back of this I have tried to draw up a table of what I mean - unfortunately I think we must count on a rate case - in other words our estimates should be high on the cost side and low on the revenue side - and by that word low I don't mean just conservative.

S-55 S-58 PH-42

- A. Noise in decibels (Internal and External) (NYA must do its own measuring)
- B. Indiscriminate loading - ? - C.G. travel - again we must make our own determinations.
- C. Temperature accountability "
- D. Flight characteristics "
- E. Vibration "
- F. Heliport requirements "
- G. Contact possibilities (on this point we will never be in a better ~~teaching~~ position - and both manufacturers are well aware of it.) All of the above as well as other items are susceptible to exact knowledge.
- H. Costs (except in the case of the S-55 we must add 25% to all so-called "accurate technical" estimates.
- I. Revenues - I'm very bullish but what is the point - assuming adequate lift (power) they will vary as the usable cubage - clearly the PH42 has a big advantage - but the S-58 does in fact represent a substantial improvement over the S-55.

However, in this connection as a result of the presently quoted purchase

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	<u>S-55</u>	<u>S-58</u>	<u>PH42</u>
A. Noise in decibels (Internal and External) (NYA <u>must</u> do its own measuring)			
B. Indiscriminate loading - ? - C.G. travel - again we must make our <u>own</u> determinations.			
C. Temperature accountability	"	"	"
D. Flight characteristics	"	"	"
E. Vibration	"	"	"
F. Heliport requirements	"	"	"
G. Contact possibilities (on this point we will never be in a better teaching position - and both manufacturers are well aware of it.) All of the above as well as other items are susceptible to <u>exact</u> knowledge.			
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However, in this connection as a result of the presently quoted purchase prices it is possible to buy 5 S-58's for the cost of 5 PH42's - and as we know frequency is of the most importance - but of course this is only one factor - this begins to bear on the fleet size question which I feel should be put aside until the facts about the two types have been determined.

Earlier I said we are preparing inevitably for a rate case - I am totally convinced of this because no matter what ship we determine on,

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