



ODYSSEY INTERNATIONAL

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A. JOËL EISENBERG, Director

TELEPHONE: MAIN 2-7473
CABLE: ODYSSEY, "SEATTLE"

September 15, 1961

Mr. Shields Craft
Standard Airways
Lockheed Air Terminal
Burbank, California

Dear Bud:

I am sorry that I didn't get to ride up to San Francisco with you on the Pink Cloud, but, my trip to Las Vegas proved to be quite profitable. After a conference with Doc Bayley and Henry Price they decided on appointing me as Hacienda's General Agent in the Pacific Northwest---- Washington, Oregon, British Columbia, and Alaska. This is on a over-riding commission basis. I will be selling the standard Hacienda package tour from San Francisco through the retail travel agency's in this area. Therefore, I will be in a good position to sell Standard Airways Hawaii service in conjunction with these tours.

This letter should finalize our agreement for me to act as Standard Airway's general agent in the Pacific Northwest just as the Hacienda's offices in Chicago and New York do. I will promote, publicize, and advertise Standard Airways services in the Oregon, Washington, British Columbia, and Alaska area. For this I will receive a 20% commission, on all business done in this area of which 10% is payable to the retail agency. Your office will supply me with the necessary schedule and tariff information as well as publicity materials. All inquiries from this area will be refered to this office and this office will be listed with all other Standard Airways offices.

I would appreciate your confirming this agreement and send me ticket stock for this office and envelope exchange orders to be distributed to retail agents. I would also appreciate the new inclusive tour folders when they are ready, schedules, rates sheets, etc.

I certainly hope that this agreement will prove as profitable for both of us as our past relations have been.

Very truly yours,

Joel Eisenberg
Joel Eisenberg

JE:sw