

November 27, 2017

Lance Lyttle
Managing Director, Aviation
Port of Seattle
2711 Alaskan Way
Seattle, WA 98121

Dear Director Lyttle:

On behalf of Sea-Tac Airline Airport Affairs Committee members Emirates Airline, British Airways, Lufthansa, and All Nippon Airways and we are writing to express our collective concern over information conveyed to the AAAC Negotiating Committee on November 15, 2017 relative to a new Seattle Lease and Operating Agreement ("SLOA IV").

On that date, the Port informed at least 8 other member carriers that even though there was agreement by the vast majority of them, absent support of the deal from Delta Air Lines, Inc. ("Delta"), no deal would be possible.

Even though negotiating committees for both sides have been meeting for 10 months, we are further troubled by the Port position that the next step in the negotiations absent Delta support would be to implement "Rates by Resolution" or "Rates by Ordinance" as it is referred to by DOT/FAA. This fairly rare and draconian airport use structure runs contrary to the collaborative way in which we have solved virtually every other issue at Sea-Tac in the past and historically has reflected a complete breakdown in the relationship between airlines and the airport proposing to implement such a structure.

We also understand that this position is contrary to the Port position from September wherein the Port advised the Negotiating Committee Chair, Matt Shelby, that SLOA IV would proceed when 55% of the signatory carriers representing 55% of the fees paid supported the deal. As such, we ask that the agreement be immediately released for signature such that it can become effective January 1, 2018.

We value our relationship with the Port and our other member carriers, but feel compelled to state our public position in support of SLOA IV and against the "Rates by Ordinance" proposal suggested and previously approved by Commission.

Sincerely,



Maria Haeckermann

Lufthansa German Airlines



Gary Weiss

All Nippon Airways



Anthony Arms

British Airways



Thomas Sykes

Emirates Airline