



# PORT OF OAKLAND

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September 6, 2000

Mr. John Pfeifer  
FAA SFOADO  
831 Mitten Road, Room 210  
Burlingame, CA 94010

Re: Competition Plan, Oakland International Airport (OAK)

Dear Mr. Pfeifer:

Attached, you will find three (3) copies of Oakland International Airport's (OAK) Competition Plan for 2000-2001.

Oakland International is known nation-wide as a leading airport facility that fosters airline competition and accommodates new entrant carriers. Although Southwest Airlines operates approximately 66% of the daily non-stop domestic capacity at OAK, this market share has declined from 70% just 12 months ago. This change comes not because of service reductions at Southwest, but entirely from new entrants and expansions of service by other carriers at OAK.

At OAK, airport policies create significant financial incentives for incumbent airlines to pursue handling agreements with new entrant carriers, thereby increasing competition. Airlines do not hold leases, there are no exclusive use boarding rooms or gates, and incumbent carriers are competing vigorously to handle new airlines. Oakland International is nearly an ideal setting to foster airline competition.

Sincerely,

  
Stephen J. Grossman  
Director of Aviation

cc: APP-1, Senior Staff