Locust Avenue,  
Rye, New York  
March 9, 1933.

Dear Croil:

I am glad Robert Gross is calling on you Monday. I think you will like to do business with him and his gang.

Concerning specifications for the twin-engined Lockheed, Paul Collins expressed himself as satisfied with details of construction, motors, gear, sound-proofing, instruments and their arrangement, as well as with all "gadgets". Thus the requirements to insist on boil down to important ones of capacity and load distribution, speed, power plant specifications, and radio equipment.

Under the first it seems advisable to have 10 passenger seats, 2 pilot places, 4 gasoline tanks holding 40 gals. each, and a 300 pound baggage compartment. This arrangement could be used in any combination of passengers, pilots, mail and gasoline, depending on the run.

As to speed, the planes should cruise 180 MPH at 85% motor output. With flaps, the landing speed should not be more than 65 MPH, though a higher one would not be a valid cause for much concern, in my opinion. Take-off and climb are not very important in commercial flying.

Two motors are only a nuisance unless altitude with full pay load can be maintained at 4000 ft. by means of one engine alone.

In considering radio equipment I believe serious thought should be given to the necessity of two-way transmission. It is of course desirable in some instances but before you plan to sacrifice other features to make sending possible I should advise a thorough check in the light of high speed operation. It may be that reception
of the beam and weather reports will be found all that is essential. I shall talk with you more about this later. As with radio, please think in terms of high speed operation when you juggle the variables of load, gasoline capacity and pay load, as enumerated in the first paragraph.

For instance, remember that with shorter runs the necessity for two pilots diminishes.

Paul Collins suggested to Lockheed officials that they were wasting space by having the cabin as wide as it is. He said it could be decreased by 6", which reduction would tend to increase speed and facilitate flying on one motor, because the power plant could be brought in closer to the cabin. Further, such reduction would not interfere with passenger comfort.

You will find that in ordering ships on paper the purchaser will probably be required to put up 20% of the final price. This amount cares for the engines, which manufacturers will not supply on credit. Ownership of the engines would be your protection should the deal fall through because specifications were not lived up to.

If the foregoing does not cover what you want, telegraph me at Rye.

Sincerely yours,

Croil Hunter, Esq.,
Northwestern Airways,
St. Paul, Minn.

P.S. While talking with Gross you might sound him out on the possibility of gearing the motors. Pratt & Whitney have told me gearing would add about 250 lbs. in weight. However, speed and efficiency might be increased to offset this load. I am looking into the details of this further.
Dear Croil:

Here's a clipping from a Washington paper which may be of interest to you.

When I left for the Coast I thought you would be in New York in my absence, so asked G. P. to report to you certain matters that seemed to me of some importance. I now find that you haven't been East so shall wait and tell you about them myself when opportunity offers. Mostly they concern Washington, whence I returned yesterday after meeting Mr. Mitchell, the head of the transportation set-up.

By the way, when I was in California I went through the Lockheed plant. They are working on your order to be delivered, I should judge next spring.

I am still keen about the plan which originated this order and believe it, or something like it, is necessary to permit North-West to maintain its place in transport development.

Sincerely yours,

Croil Hunter, Esq.,
Northwest Airways, Inc.,
St. Paul, Minn.
Airline Travel Gain Forces Double Tracks

Millions of Dollars Put Into New Equipment to Get Business.

Chicago, July 11 (A.P.)—The skyways of the Nation are being "double tracked."

A survey of major air lines carrying passengers to every corner of America—and one of them planning to extend across the ocean—showed tonight that commercial aviation has increased its passenger income by one-third in recent weeks.

The reason: Renewed activity in general business and loss of what aviation men call "air anxiety" by the public.

The result: A battle for the new business comparable to that of the railroads several decades ago.

Scrap Many Planes.

In the scramble for passengers, millions of dollars have been spent for new equipment. Fleets of planes are being virtually scrapped in favor of faster ones. One line contemplates spending $4,000,000 for new ships.

Planes carrying ten passengers at three miles a minute in sound-proof cabins have been evolved by United Air Lines. American airways has responded with ships in which passengers can sleep on comfortable berths during night trips between Chicago and the Pacific Coast.

Northwest Airways has ordered a fleet of planes capable of 215 miles an hour with a cruising speed of 180 and announced a plan to compete for business between Chicago and the Pacific Northwest.

100 Per Cent Gain.

As proof of increasing business, the municipal airport here announced tonight that 6,927 passengers were carried out of Chicago on regularly scheduled trips during June, an increase of 100 per cent from a year ago.

Trips between New York and Chicago have been doubled by three lines. A traveler between the two cities now has a choice of more than 200 planes daily.

The increased passenger business has little more than replaced the 25 per cent cut in Federal payments for carrying the mail.
Locust Avenue,
Rye, New York.

November 12, 1935

Dear Croil:

I, too, am sorry we did not have a chance to better discuss air problems. Do please let me know some time in advance if you plan to come to New York. I shall be in town at the Seymour Hotel most all of November and will make special arrangements to meet you.

I will have an autographed photograph ready for you when I see you. How's that?

Sincerely yours,

Croil Hunter, Esq.,
Northwest Airways, Inc.,
St. Paul, Minnesota