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ARGENTINE A-4B PROGRAM

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File

14 October 1968
D13-EHD-68-1584

*Relto
Jesse
info
Lee*

I have just returned from Buenos Aires where we completed the negotiation to supply the remaining twenty-five (25) of the fifty (50) aircraft originally contracted for by the Government of Argentina. During the conduct of the negotiations, Comodoro Di Prisco, the Director of Material for the Argentine Air Force, took the opportunity to discuss the overall utilization of the twenty-three (23) aircraft presently in service in Argentina. He was very concerned about the low utilization rate due mainly to Spare Parts, Aircraft Handling and Test Equipment. He re-emphasized this problem four separate times along with words concerning the Douglas image, future sales and etc. I have also been told by the Washington Office that a letter has been written by the U.S. Mil Group in Argentina to Headquarters, U.S. Air Force, relating this problem.

I understand that Douglas has taken action on this matter in the recent past and it is our feeling that the basic problem is with the U.S. Navy; however, our name is undeniably attached to the successful operation of the aircraft by Argentina and I felt it necessary to report to you their concern. I personally feel that you should give consideration to responding to Di Prisco's comment by a visit to Buenos Aires, perhaps in coordination with the Navy, by one or two of your higher level support people; particularly since in about six months the support problem will increase because of the delivery of the additional 25 airplanes.

E. H. Dickeson

E. H. Dickeson, Director
Financial Management

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