

will be higher in April.

Air express for March was 92,668 lbs. and air freight 77,958 lbs. This gives us total cargo for March of 225,892 lbs. and 26,952 ton miles.

Our most unusual shipment this year is a regular weekly shipment of Isotopes from Oak Ridge, Tenn. to hospitals in Winston-Salem and Raleigh-Durham. If any of you handle unusual shipments please let us know about them.

- COMMUNICATIONS CHATTER - By Walt Rollick

Due to the delays which are being experienced in delivery of equipment for our first Omni implementation, it looks as though it will be late Summer before this program can be started.

We have received information that our new 500 watt High Frequency transmitter, which will be located in INT, has been shipped. The use of this equipment will provide communications with our flights anywhere on the system. The "day" frequency will be 4650 Kilocycles and the "night" frequency will be 2986 Kilocycles.

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Andy BUNGO - ROA writes in as follows: Noting Walter Rollick's answer to the question, "What is a Customer" in our first issue of the Piedmont News Sheet, I thought this might be interesting also: 'When Business is Safe':

1. When you can shake hands with your competitor and mean it; when you can work hard in your business and love it.. then business is safe.
2. When you can advertise service and give it; when you can build a reputation and keep it; when you can agree on a standard and stick to it -- then business is safe.
3. When you can sense competition and not knock it; when you can fight competition and still boost it -- then business is safe. "

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- PASSENGER SALES - By W. G. McGee

Your Passenger Sales Department has instituted a joint promotion program with Delta Air Lines in Chicago. The purpose of this project is the solicitation of business in connection with the ROA Convention May 6-10 of the Air Pollution and Smoke Prevention Association of America. ~~Expected~~ attendance is 500 delegates.

The Passenger Sales Department is featuring a special industry-educational week display for the student body of Gray High School - INT during the week of April 22.

Piedmont and TWA personnel in CVG were feted in a grand get-together at the Town and Country Restuarant on Friday, April 20. This was a means of saying "Thanks" for the fine job being done in CVG by our joint Piedmont-TWA operation. Acting as