

around Piedmont

This year our Contract Training Department, located at the T.H. Davis Training Center in Winston-Salem, is training the FAA's 737 and F28 inspectors. The contract, which involves more than 70 students, will mean over \$460,000 in revenue for Piedmont. We also have large contracts with USAir, Sohio of Alaska, NASA, Orion Air, Summit Airlines, and Horizon Air. In 1984, Contract Training brought in almost \$1 million in revenue.

The new terminal at CHS opened April 10. We have two exclusive gates with loading bridges and more space for passenger services in our new facilities. The formal dedication was held March 30.

DAY boarded 106,045 passengers in March, the first time over 100,000 passengers have been boarded in a single month at our mid-west hub.

On May 14 Piedmont will move to complete new facilities at CLE. We will take over the space formerly occupied by Wright Airlines. Our move will put us on Concourse B and we will have a loading bridge at Gate 19A with expansion available at Gate 19. The new facilities will give us, for the first time, the ability to have full personnel for passenger services and operations.

There may be more expansion at CLT soon. Construction on a new \$25 million terminal, which will be known as Concourse A, will add eight gates for five airlines — Delta, Ozark, American, United, and USAir. The concourse, which will be

located on the other side of Eastern's concourse, is scheduled for spring 1986. The expansion will provide Piedmont with additional facilities on our concourse. We now have 17 gates at CLT. We recently negotiated with Delta on a package deal which included Gate 4.

Our operations area at EWR has been modified, and new desks for operations and passenger services have been installed.

Site preparation for the maintenance facility addition at GSO is complete, and this month the steelwork is going up for the structure. The building will open by October 31.

New ticket counters have been installed at ILM and renovation of the holdroom is complete.

At RDU we have added a fourth loading bridge. The ticket counter area has also been expanded from eight to 12 positions.

Piedmont will have 14 employees at STL when we start service May 1. Delta is handling our operations and cargo.

The new station manager at TYS is Sy Pierce, former operations manager at BNA and station manager at TYS at the time we discontinued service there in 1982. We will have 13 people at this station when we reinstate service on May 1. United will handle our operations and cargo.

Traffic Stats

March*

passengers boarded	1,510,235	+25.5%
revenue passenger miles (RPMs)	694,332,739	+31.7%
available seat miles (ASMs)	1,155,022,348	+25.3%
load factor**	60.11%	+2.88 points

**new load factor record for month of March

First three months*

passengers boarded	3,799,739	+20.2%
revenue passenger miles (RPMs)	1,736,240,083	+25.6%
available seat miles (ASMs)	3,313,848,510	+24.2%
load factor	52.39%	+0.58 points

*new records for a single month and for the first quarter in passengers, RPMs, and ASMs. Figures include Henson Airlines.

Cargo Stats

(ton miles)

March

U.S. Mail	1,611,327	- 1.0%
Air Freight	1,744,758	+19.1%
Air Express	71,015	+41.6%
TOTAL	3,427,100	+ 9.0%

First three months

U.S. Mail	4,363,954	- 5.1%
Air Freight	4,822,382	+20.6%
Air Express	173,013	+25.8%
TOTAL	9,359,349	+ 7.1%



Piedmont President and Chief Executive Officer Bill Howard (second from left) accepts the PENJERDEL Council Aviation Award for 1985 from James Riedel from Republic Airlines and chairman of the Aviation Awards Committee. With Howard and Riedel are (left) Fred DiBona, Jr., president of the Greater Philadelphia Chamber of Commerce, and (right) Henry Reichner, Jr., executive director of the PENJERDEL Council. The award was presented at a luncheon held in Philadelphia in March.

The council — an association of business, industry and the professions in the Philadelphia area — recognizes a company or individual each year who has demonstrated leadership and achieved success in the aviation industry.

Award recipients in recent years have included Edwin I. Colodny, chairman and chief executive officer of USAir; J. Dawson Ransome, chairman and president of Ransome Airlines; The Honorable J. Lynn Helms, Federal Aviation Administrator, F.A.A.; Frank N. Piasecki, president of Piasecki Aircraft Corporation; and Joseph W. Wear, chairman of the board of Summit Airlines.

Piedmont began service to PHL on March 1, 1981, and now has 15 daily flights with nonstop, direct or connecting service to more than 53 destinations.

Piedmont people

Jamie Brewer, a reservations agent at BNA, has earned the TOPs (Total Outstanding Passenger Services) Award for helping a military passenger who missed his connecting flight with another airline at DFW.

The young man had no credit cards, no checks, and less than \$5 in cash. It was after midnight, and the Piedmont counter was closed, so he called our reservations office for help. Brewer tried to work something out with the connecting airline, but they refused to help the passenger and told her he would have to spend the night in the terminal. So Brewer contacted a hotel at the DFW Airport and gave them her credit card number and her billing address so this passenger would have a place to spend the night.

Howard Mackinnon, senior vice president-finance, has been named to the Finance Council of the Air Transport Association. The council, through its committees and panels, is responsible for the coordination of industry activities in the areas of accounting policies and problems, taxation by all levels of government, administration of pension and other employee benefit issues, insurance and audit activities, and other industry financial matters.

ATL Station Manager Jeannie Dial raised \$720 for the Leukemia Society of Georgia as one of 30 waiters and waitresses at the Celebrity Waiters' Luncheon. She came in second place as the grand tip collector behind retired Delta Captain

Perry Hudson who added substantially to his tip total by auctioning the right to smash his face with a cream pie.

Jean Heath, who has been with Piedmont for six years, has been named outstanding employee for January-February at GAG's Winston-Salem offices. Heath is a sales secretary in the Beech Aircraft Sales Department, and was chosen because of her excellent attitude, commitment to Piedmont, and her ability to work well with others.

Piedmont Aviation filed a registration statement with the Securities and Exchange Commission on April 4 for 1.3 million additional shares of its common stock to be offered to the public. Concurrently, an additional 325,000 shares will be sold to the Norfolk and Western Railway Company, a wholly-owned subsidiary of Norfolk Southern Corporation. NW now owns 17.8 percent of Piedmont's outstanding shares and will own approximately the same percentage following the company's purchase of additional shares concurrently with the public offering.

Proceeds from the public offering and the sale of additional shares will be used to facilitate the purchase of aircraft and related equipment, and the acquisition, upgrading and expansion of various other operating facilities.

On April 4, Piedmont Aviation, Inc., had outstanding 14,951,507 shares of Common Stock.