

# ve PI expanded identity

What will this arrangement mean for the passengers and the three airlines involved?

"Well, for the passenger," Folger said, "these commuter agreements mean more conveniently scheduled tie-ins to jet service from smaller communities and the through-service also means better fares. For the airlines it means more visibility, more destinations and more passengers."

After these commuters join our system, Piedmont will provide reservations services for both. Once schedules are matched and the commuter flights are entered into computer systems under our two-letter reservations code, the smaller airlines' flights are much more readily visible for reservationists and travel agents to sell.

The commuters pay a three-part fee to Piedmont that covers reservations and ticket handling, passengers boarded and baggage and document processing. The fee is based on how much actual handling we do of their equipment and passengers at each of the cities.

"The track records of the airlines already in Piedmont's Commuter System provide the benefits to such agreements," Folger added. "The month before Sunbird joined our System, they boarded around 6,500 passengers. Six months after painting on the Piedmont colors, they boarded around 20,000—more than tripling their loads.

"Piedmont benefits because a great majority of their passengers transfer to or from our flights. The month before Henson joined us in 1983, our Regional Airline interlined just 2,800 passengers to us. In October of 1985, Piedmont and Henson transferred 41,000 passengers to one another."

With the addition of Trans Air and Southern Express, five airlines will be part of the Piedmont Commuter System. Sunbird became part of the commuter network last May and Jetstream International and Britt Airways began wearing the Piedmont insignia in November.



Joe Culler (right), president-GAG, and Jim Taylor, vice president/general manager-GAG, look out on the taxiway

from the new headquarters building for the General Aviation Group.

General Aviation Group's modern, new headquarters building at Smith Reynolds Airport in Winston-Salem opened this fall. The \$1.9 million hangar/office complex includes a large hangar and office space for GAG's management and employees in the Winston-Salem division of GAG, the Beechcraft sales department, and the charter department. In addition, GAG now has its own accounting department, located on the second floor of the building.



## PI ends year With WRAPUP 85

Piedmont is offering holiday travelers 70 percent discounts for travel on December 25th, 26th, 27th, and 28th anywhere on the Piedmont system. The fares—coded WRAPUP 85—will also be valid on Piedmont Commuter flights using Henson, Sunbird, Britt and Jetstream airlines.

The WRAPUP 85 fare will be calculated as a 70 percent discount of normal, unrestricted coach fares. The fares will also be good for travel between points in Florida and New York City. Travel between New York City and Florida is restricted on these dates on other airlines.

Tickets must be purchased within three days after reservations are made, or by December 23rd, whichever date falls earlier. All tickets must be purchased on a round-trip basis. The fares will be non-refundable, and no stopovers will be permitted. The tickets will be invalid for travel on any other days, or for any exchange on other tickets.



## Kivett receives 1985 Carol Award

Dohn Kivette, programmer/analyst, communications and planning-computer and communications services, Madison Park, has received the 1985 Carol Award from the N.C. Telecommunications Association.

The award is presented annually to the person chosen by the 65-member

group who has contributed the most to the telecommunications industry in the state. Kivette is the incoming president of the organization.

Kivett joined Piedmont in November. He most recently was telecommunications manager for Wachovia.



## PI now testing new warning system

Piedmont has been chosen as the first airline in the country to try out a new computer system that warns pilots of an impending midair collision and gives directions on how to avoid it.

A 727-200 has been fitted with the collision avoidance system. The system will be evaluated in eight months of normal commercial service beginning in early next year.

Piedmont has been working with the FAA on preliminary evaluation of the collision avoidance system for several months. Two 727-200s were fitted with a portion of the collision avoidance system to gather information for the FAA. The equipment did not include the cockpit display that would warn the pilot of a potential collision.

After an eight-month test of the full system on one aircraft, the evaluation will be expanded to about 18 aircraft flown by Piedmont, United, and Republic. The system is expected to cost \$50,000 to \$70,000 for each aircraft.



In the lobby of the new building are employees (l to r) Gerri Parnel, Jeanette Catlin, Bruce Nash, and Susan Fulcher.



The complex includes a 27,600-square-foot hangar which can house from 18 to 24 aircraft. Among those working in the Beechcraft sales department which is

based in the new building, are (l to r) Rob Wells, manager, John Bryan, Mona Jacobs, Jeff Broos, and Danny Culler.