

August 15, 1949

8. MILITARY TRAVEL - For many months now the Air Traffic Conference has been working on a discount for Military personnel and your Tariff M-1 covers the subject very well. However, we have reasons to believe that there will be a revision of this Tariff in the very near future. This revision will not change your present Tariff to any great extent, but it is believed that it will clarify a number of points. For your additional or advance information, for the present Military personnel must be traveling under orders in order to be granted this 10% discount. Listed below are those branches of the service that are now included and the prefix symbol which must appear on the government request for transportation:

<u>Agency</u>	<u>Prefix Symbol</u>
Air Force	WQ
Army	WQ
National Guard	WQ
Coast Guard	NAVCG
Marine Corps	NM
Navy	N
Selective Service	DSS & SR
Joint Chiefs of Staff	SD
Munitions Board	SD
Office of Secretary of Defense	SD
Research Development Board	SD
War Council	SD

Baggage allowance and charges for excess weight will be in accordance with Rule No. 16 of Rules Tariff No. PR-2, A.B. No. 12, except that passengers traveling on permanent change of station orders will be entitled to 66 pounds free, instead of 40 pounds, whether or not their transportation is part of an overseas or international trip. Allowance of 66 pounds will be made only upon verification that passengers hold permanent change of station orders.

9. BABES IN ARMS - It seems as though it should be a very simple matter to "count heads" aboard a ship. However, it does become quite involved when there are several children aboard traveling free (under two years of age). It will be a great help, in fact, let's make a definite notation of this on the passenger manifest. Under "remarks" column, let's be sure to include "babe", meaning "babe in arms". This will enable the purser to make a more accurate count and cut down on the confusion. There will be a revision to the manual concerning this at an early date.

10. PURSEERS - You fellows are really to be congratulated. I have not ridden with all of you recently. However, those of you with whom I have been on flights are really doing an outstanding job and are certainly to be congratulated. Keep it up -- here's an example:

"I recently traveled over your lines from Cincinnati to Roanoke, Virginia, and was very much impressed with a good job being well done. Your Mr. A. L. Huddleston did one of the nicest jobs in handling passengers that I have seen in approximately 20 years of commercial traveling. He not only has personality but did a remarkable job of selling everyone on the plane on air travel, particularly on the Piedmont Lines. His enthusiasm is certainly contagious.

Having been in sales and traveled for something over 20 years and having griped in 48 states in Canada and Mexico was a pleasure to have the opportunity to recognize a selling job well done.

Happy Landings."

11. EXTRA TERRITORIAL - The definition of extra territorial is quite clear in your passenger tariff. However, we along with the other airlines are still encountering a considerable amount of difficulty and misinterpretation of Rule (1)(B). Please read this rule again and be sure that you are correct.

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