

- SEPTEMBER TRAFFIC -

During September we carried 17,577 passengers which is 316 less than quota. Our load factor rests at about 54% for the month. When business falls off the time is right for a re-couping of resources and giving thought to better and more courteous service, less delays, more concentrated salesmanship, in an effort to bring it back up to and beyond the best business days and months of past peak periods.

- CAB HEARING IN WASHINGTON -

If ever the outstanding record established in all phases by Piedmont has paid off, it surely did during the Hearing on our Certificate Renewal Case in Washington September 10 through 14. The fact that the Washington portion of the Hearing lasted only one week, compared to a minimum of two weeks for the other local service airlines thus far, is vivid indication that our record and the case we presented was so flawless that it was almost impossible to "tear it apart"....Several people, even some of our opponents, said at the close of the Hearing that we presented a far better case than any of the other local service carriers, and even better than many trunklines... The Post Office Department came out and affirmatively supported renewal of our routes as being required in the postal service. This was the first time in history that the Post Office has urged renewal of the certificate of a local service airline. We should all be very proud of this accomplishment... Other Highlights: EAL and DAL did not press their applications for our routes and submitted no evidence in that connection. AAL presented a very good case and said that while they would continue to operate the Richmond-Knoxville segment if the C.A.B. so decided, they estimate a loss of \$600,000 annually if required to do so.... The Examiner's Report and recommendations should be out by the middle of December, and Oral Argument before the Board itself will probably be held sometime in January - all of which means it will likely be at least March 1952 before we can expect a final decision, and it looks like we have every reason to expect a good decision.

-322 -

A new Piedmont Pacemaker has been added to the fleet - N 50322 - Tennessee Valley Pacemaker - so affectionately known as the Clunk for the past four years when it was used only for spare parts. This gleaming beauty proudly took to the air again at 5:30 P.M. on September 21, which makes a total of ten Pacemakers now in operation. 322 has lots of new innovations and improvements over the rest of the fleet. Check the fancy curtain material - the new floor covering - and the new wall covering material. All of these changes mean a savings in weight, improved beauty, and a savings in cost, as a result of longer lasting quality and easier cleaning. It is the first PAI aircraft to be equipped with a dual VHF Navigation System for use on Omni Range and ILS facilities. It also has a complete set of Grimes rim lighting equipment, and a lighted Jackbox... We should all be mighty proud of 322.

- UNITED FUND DRIVE -

Int employees will be glad to know that henceforth only one major fund-raising campaign will be conducted each year instead of the many we have had in the past. Almost every worthy project has been consolidated into one drive, and in view of this fact, the Company has established a policy of permitting only one campaign among INT employees during the year. Also, in order to assist in the program, the Company has arranged for employees to pay their pledges through