

Congrats

15 YEARS SERVICE

Fred T. Poindexter, Sr. Spec., INT, March 2
 Oscar L. Tesh, Jr., Asst. Supvr., INT-A, March 8
 Calvin L. Gough, Sr. Spec., INT-FB, March 16
 Harold R. Brown, Capt., DCA, March 22
 Howard C. Kelly, Capt., DCA, March 22
 Dick Morris, Sales Rep., ORF-FB, March 22
 Samuel M. Parnell, Capt., INT, March 22
 Jackson E. Pierce, Capt., DCA, March 22
 Donald H. Rieger, Capt., ORF, March 22
 Albert E. Rozitus, Capt., ORF, March 22
 Edward J. Thurber, Jr., Capt., ATL, March 29

10 YEARS SERVICE

Henry R. Minnick, Chf. Agt., RMT, March 1
 David P. Smith, Sta. Mgr., AGS, March 1
 Guy E. Osborne, Sr. Spec., INT, March 2
 Joe A. Barber, Agt., DCA, March 9
 Gene A. Sugg, F/O, INT, March 12
 Hugh A. Baldock, F/O, March 16
 Henry A. Schulze, Jr., Capt., ROA, March 16
 Wilton M. Barnes, Capt., ROA, March 17
 Calvin J. Redburn, Capt., ROA, March 17
 W. J. Jacobs, Agt., CVG, March 24
 Hassell R. Poindexter, Foreman, INT, March 30

5 YEARS SERVICE

Arthur A. Lenderman, Lear Overhaul, INT, March 4
 Bobby G. Darden, INT-A, March 10
 G. N. Rawley, Agt., SHD, March 14

PROMOTIONS . . .

(Continued from Page Two)

B. L. Russell to Prod. Tech.
 E. E. Parsons to Prod. Tech.
 T. M. Kersey to Prod. Tech.
 K. C. Whapman to Prod. Tech.
 W. M. Shelton to Sr. Stk. Clrk.
 R. W. White to Sr. Stk. Clrk.

TRANSFERS

L. M. Fox to ILM
 L. A. Agee to ORF
 W. J. Selvia to ORF
 J. H. Craig to ILM
 J. H. Dial to ROA

NEW EMPLOYEES

Raymond Belsick, Jr. Spec., INT
 Ronald Davis, Util. Ser. Man, SDF
 Larry Fuda, Oper. Agt., LYH
 Edd Hardy, Jr., Cleaner, INT
 Dorothy McCuiston, Jr. Sec., INT
 William Mosko, Sr. Draftsman, INT
 Donald Patterson, Jr. Mech., TYS
 Lenore Reder, Res. Agt., CVG
 Mary Robbins, F.A., INT

PUBLIC DOLLAR . . .

(Continued from Page Two)

million in revenue for the U. S. trunks;

(3) Locals employ about 14,000 people with total payroll of more than \$91.5 million;

(4) In fuel and oil taxes, locals pay more than \$2,250,000 annually to federal and state governments, collect federal transportation taxes exceeding \$10 million a year and pay property and other taxes of more than \$750,000;

Payments Less

(5) For 1961, public service payments received by the carriers totaled \$1,700,000 less than had been estimated for the year and many of the carriers earned a profit. In 1962, for the first time in their history, all 13 of the carriers earned a modest profit. The year 1963 will see an actual reduction in the total dollars of public service payments received by these carriers — this despite increases in service offered and traffic carried;

(6) Operating expenses per available ton-mile increased only 7.5 per cent between 1956-57 and 1960, and since then they have decreased to a level in 1962 of only 4.3 per cent above that of five years ago. Revenue ton-miles per employee have increased 32 per cent since 1956-57 and commercial revenues per employee are up 59 per cent.

BRAIN BUSTER ANSWERS

Answer

(a.) The passenger is advised that his space has been cleared to ROA and that he can be removed at ROA or any point beyond.

(b.) Passenger is shown on the TD to DCA.

(c.) Attach Desiring Passenger (PA-T-257) showing boarded TRI cleared to ROA desiring DCA.

Betty Marshburn, F.A., INT
 Judy Canaday, F.A., INT
 Alvin Farr, Cleaner, TYS
 Reese Bullard, Oper. Agt., FAY
 Douglas Viar, Lineman, ORF
 Frances Reavis, Gen. Clrk., INT-A
 Lucille Holder, Jr. Sec., INT
 Silas Burnette, Co-op Trainee, INT
 Dottie Dodson, Co-op Trainee, INT
 Jacquelyn Haskins, Res. Agt., ATL
 Tommy Townsend, Oper. Agt., ATL
 Gail Walsh, Res. Agt., CVG
 Edwin Whittaker, Oper. Agt., DCA
 Thomas Roberts, Jr. Radio Tech., INT

Bernie Estep, Jr. Spec., INT
 Elmo Beichner, Jr. Spec., INT-FB
 Shelby Webb, Res. Agt., FAY
 Jerry Hutchens, Account. Clrk, INT
 Hector de Lara, Oper. Agt., AVL
 James Crank, Oper. Agt., AVL
 Virginia Dobyms, F.A., INT
 Aloma Gudger, F.A., INT
 Carol Hewett, F.A., INT
 Amelia Moss, F.A., INT
 Linda Roberts, F.A., INT

Brisk But Attractive

She Tells Buyers 'Beech Is Best'

Joyce Case is a pretty, blue-eyed brunette, petite, with a brisk, business-like air which she says, "enough of this talk, I have Beech airplanes to sell."

A Sales Representative for the Beech Aircraft Corporation, promoting modern flight is her job, and she travels many thousands of miles each year to do it.

She gives demonstration flights for potential customers, does occasional production test flying, and speaks in many cities on air age education topics.

As an attractive young lady she is the frequent subject of interviews, and is unusually adept at turning the conversation away from herself and on to Beech. Any reporter asking her about her private life is likely to wind up being treated instead to an explanation of Beech's latest airplane designed for the traveling businessman.

Joyce was recently at the Winston-Salem fixed base Beechcraft Division, helping Vice President R. S. Northington and his personnel demonstrate the latest in Beech airplanes. An accomplished pilot, she holds a commercial license with instrument and instructor ratings, and is qualified to fly many different types of airplanes.

She grew up with aviation and was taught to fly by her father, Dean Case, a well-known executive pilot. Joyce took her first "flying lesson" when she was



Beech Sales Representative Joyce Case, recently at INT-FB to help demonstrate her company's Bonanza and Debonair aircraft.

able to reach the controls of an airplane sitting on her dad's lap. She soloed on her 16th (the legal age) birthday.

Joyce twice won the Antique Airplane Association Women's National Aerobatic Championship for precision airmanship, flying her own small Pitts Special named "Joy's Toy," a little biplane which she helped her father build.

She has worked at some form of aviation most of her adult life.

Before joining Beech Aircraft in 1960, she worked as a Stewardess for Central Airlines, a job that prepared her for the almost constant traveling she does now.

Joyce's present activities involve just about everything related to aircraft sales and sales promotion. It might be said that she's the most attractive airplane salesman in the business, and gives every indication of enjoying the job of convincing buyers that "Beech is the best."

STATION SPOTLIGHT . . .

(Continued from Page Three)

of the building and the securing of a suitable tenant for it.

"The company works closely with the community in securing a tenant suitable to both, and when one is found, the community's industrial foundation completes the buildings to the specifications of the industry and works out its own arrangements with the company, and then returns Appalachian's original investment."

Twenty Cities

Pulaski was selected after competing with 20 other cities and towns bidding for the building. Entries were based on a survey containing 179 questions on all phases of the community's life and government, and were judged by three out-of-state industrialists.

Once Pulaski was chosen, enough money had to be raised to back up the power company and be placed in escrow under the Project plan. Once more the area's enthusiasm came to the fore, and at a meeting held by the New River Valley Industrial Foundation, business firms and individuals pledged \$265,000 to Project Decision in an unprecedented hour and 52 minutes. In less than two hours, then, the people of Pulaski, Dublin, and Pulaski County accomplished what had taken some project towns up to two months to do.

Grading on the new building

has already been started on a site adjacent to the corporate limits in the eastern section of Pulaski. The highway department has approved an access road to the building, the railroad company will put in a half mile of rail siding, and the Town of Pulaski has pledged water and sewer connections. Construction will be completed this fall and officials hope to have a tenant soon after that.

Done Fast

As can be seen from the foregoing example, it's pretty obvious that once these people make up their minds to do something, it gets done with dispatch and no foot-dragging. The airport was constructed with the same enthusiasm, and its dedication last June (see *The Piedmonitor*, June, 1962, issue) was a high point in the community life.

In a 1962 report issued by Pulaski County and the Town of Pulaski, there is an historical sketch of the area, ending with a paragraph which seems to describe best the atmosphere of the region in as few words as possible:

(the area) "... looks back with satisfaction over a long and worthy record of steady development; and supported by its best asset, an industrious, courageous, and well-informed citizenry, it can look forward with assurance to a progressive and prosperous future."



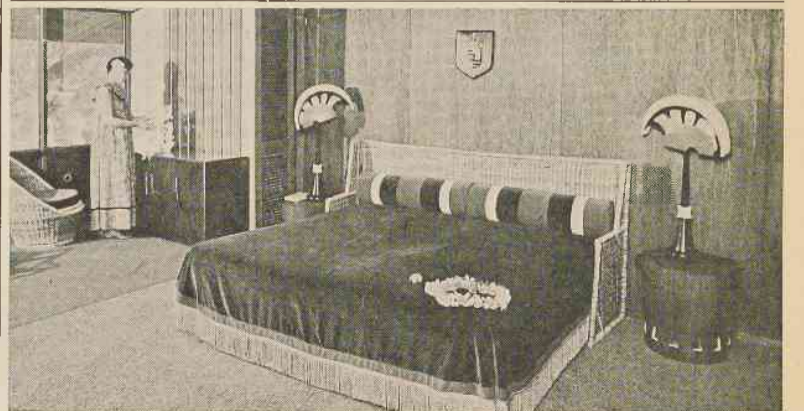
Vice President R. S. Northington smilingly accepts an award on behalf of Piedmont Aviation from Gil Quinby (center), Vice President of Sales for the National Aeronautical Corporation (NARCO). Presented at a recent NARCO sales meeting in Philadelphia, Piedmont won the award for exceeding \$1 million in NARCO sales since becoming a distributor. Watching the presentation at left is John Flynn, Treasurer of the corporation. Also attending from Piedmont was Tom Ferguson of ORF-FB, and John Johnson of INT-FB. NARCO is a leading manufacturer of radio equipment for aircraft.

NEW SALES CONTEST . . .

(Continued from Page One)

grove in the islands. Hawaiian products have been used to decorate the rooms, with giant clam shells forming the basins in each bath, hollowed coconut shells used as condiment dishes in the House of Singing Bamboo Dining Room, and koa wood carved to construct the outrigger beds.

Just completed at Coco Palms is the "King's Court" addition with 45 new guest accommodations, two dining salons, a luau house, cocktail terrace, museum, library, and swimming pool.



Luxurious accommodations await the winner of the Piedmont-United sales contest at the Kings Court, Coco Palms Resort, Hawaii.