

THE PIEDMONITOR

Piedmont Aviation, Inc.
SMITH REYNOLDS AIRPORT
WINSTON-SALEM, N. C.



Bonnie Hauch, Editor

CORRESPONDENTS THIS ISSUE

JOE FRASE	CMH	RUTH SHUMATE	CRW
JOE DAWSON	DCA	RON PRICE	PSK
JOHN MORRIS	BAL	JERRIE COX	AVL
FRANK WOODRUFF	MBC	VIRG FLINN	PKB
JAN TUEMLER	CVG	DEANNA MARTIN	ROA
J. D. STORCH		INT	



VFR with Turby

I wish to thank Bonnie Hauch for "pinch hitting" for me in the last issue of the Piedmonitor.

I believe you will all join me in welcoming Bobby Hill back from the sick list—he reported back May 1 on a limited basis. Bobby was quite a sick boy for a couple of months, and we are elated that he is doing so well.

Boy, did I have a tough assignment recently! With only ten minutes notice, Harold Warner asked me if I would pin the wings on the new stewardesses who had just graduated. Of course, I graciously accepted, thinking it would be a rather simple job for me — well, I've got news for you, it ain't easy! First, I had never given much thought as to the location of the wings on the uniform; second, the clasp mechanism was entirely foreign to me; and thirdly, when those dolls got that close to me, I just lost control. I was so nervous, I pinned the first set under the white collar; with the second stewardess, I dropped the wings on the floor and broke two fingernails trying to fasten the clasp. I managed to get the third one pinned and the clasp closed, but found it was too high.

As a matter of fact, I had pinned it on top of her shoulder. By the time I got to the last girl, I was getting pretty good — I got it in the right place, thanks to Audry Black's help. Never again, Mr. Warner!!!

The following teletype messages were received in this office April 28—the first at 1120, the second 1142:

INTE TURBY ALSTAS CY ORF
WE JUST CHECKED IN OUR 1000 PSGR FOR MONTH
PHF GUIN

PHF GUIN CY INT TURBY
WE CONGRATULATE U AND REMIND U THAT WE GAVE U
300 OF THEM ALREADY TICKETED AND CHECKED BAGS
ORF WHITTAKER

Everybody's Money



Credit Union Loans Are Insured

by Freda Zappia

The Piedmont Aviation Credit Union was organized on December 10, 1949, with 61 members and assets of \$869.

Since the Credit Union was organized, \$5,415,166 has been loaned to its members. Assets total \$816,277.21 as of April 30, 1965, with 1530 members.

At no cost to the member all loans have been insured by the Credit Union against death of the member up to \$5,000. With total and permanent disability benefits.

Savings accounts have been insured against death of the member for the first \$1,000.

Life Insurance Coverage

Under 55 years	100% of insured Savings and Loan accts.
55 to 59 years	75% of insured Savings and Loan accts.
60 to 65 years	50% of insured Savings and Loan accts.

NOT FOR PROFIT—NOT FOR CHARITY—BUT FOR SERVICE



Bud Halsey, district sales manager in Washington, prepares a slide presentation for ticket and reservation agents at Allegheny's office in New York.



Sherl Folger, assistant general sales manager, passes out Piedmont Airlines ball point pens at the conclusion of the program for Allegheny.

Piedmont Presentation Reaches Dallas, Miami, San Francisco

About 60 per cent of Piedmont Airlines' traffic is generated by reservation agents, control centers, and ticket counters of other carriers.

For instance, last year, Piedmont received \$6,395,346 and 376,823 passengers from other airlines. At the same time, Piedmont gave \$8,144,129 and 306,696 passengers to other carriers as a result of connecting flights.

In view of these facts, Piedmont has developed a continual program called INTERLINE whereby district sales managers in the four gateway cities — Atlanta, Cincinnati, Louisville, and Washington — call on reservation and ticket counter personnel in the cities of Dallas, Fort Worth, San Antonio, Houston, Miami, Tampa, Jacksonville, St. Louis, Mexico City, Chicago, Cleveland, Detroit, Toledo, Dayton, Boston, Philadelphia, Pittsburgh, and New York. In each of these cities, a short familiarization presentation is made at least twice a year to all airlines that have direct connections with Piedmont at the "gateway" cities.

The purpose of the program is, of course, to familiarize new agents and re-acquaint veteran agents with Piedmont's system and service. Piedmont's salesmen point out new flight schedules and, particularly, new connecting service to the agents.

A comprehensive slide film is shown illustrating Piedmont Airlines' relation to the United States, showing the cities Piedmont serves, pointing out tourist attractions on the system, and relating Piedmont to the various industrial markets, colleges, etc., that it serves.

The fifteen minute slide presentation is followed by a question and answer period. Naturally, those in cities farthest away have the most questions. At the end of the program a PI ball-point pen is given to each agent and the salesmen move on to the next airline.

Several of the airlines have said that it's one of the best presentations they've ever seen. And how effective is it?

Says Assistant General Sales Manager Sherl Folger, "You can't determine, of course, to

what extent these programs have been instrumental, but the combined efforts in interline sales last year resulted in a 17 per cent growth for 1964 over 1963 in interline revenue.

Congrats

20 YEARS SERVICE
William B. Robbins, Foreman, INT, April 4

15 YEARS SERVICE
Charles F. Wiesener, Foreman, INT, April 3
Ralph Clyde Dampier, Supervisor of Records, INT, April 11
Gilbert Wayne Hurst, Dispatcher, INT, April 17
Wilbur A. Blackmon, Asst. to Vice President—Operations, April 21

10 YEARS SERVICE
Robert Parker Query, Chief Agt., RIC, April 11
Frances Hand, Secretary, INT, April 12
Howard O. Miller, Captain, ROA, April 15

5 YEARS SERVICE
Johnny F. Johnson, Agent, ILM, April 11
Salem A. Beamer, Agent, CLT, April 20
Donald Ray Anderson, Lineman, CPA, April 28

PRESIDENT LAUDS . . .
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course always looking at new equipment, although we do not expect any major changes for some time."

Three of the company's officers recently went to the West Coast to look over the short haul, pure jet possibilities, including the Boeing 737, Douglas DC-9, and North American's F-100.

"However, any one of these would mean a larger plane seating 50 or more passengers and would represent an expenditure of 2½ to 3½ million dollars per unit."

"We're fortunate in that we have a relatively modern fleet, fully pressurized and air-conditioned; therefore, we aren't in much hurry. We are in a position to take our time and analyze the situation. We do intend to follow carefully the developments of all the programs, however."

Around The System

NEW EMPLOYEES

- J. A. Finkler—Cleaner CVG
- F. R. Foster, Jr.—Util. Ser. Man CVG
- L. F. McElveen—Agent-Oper. ATL
- S. W. Roe—Agent-Res. CVG
- Jane Whicker—Sec.-Stenographer INT-M
- R. K. Wray—Line Serviceman ORF-B
- P. M. Martin—Jr. Secretary INT
- D. M. Stroud—Agent-Operations EWN
- Linda Cromer—Gen. Clerk, Jr. INT-A
- N. G. Kostman—Agent-Oper. DCA
- S. F. Stephenson—Agent-Res. FAY
- S. A. Hill—Stewardess ROA
- M. K. Nightingale—Stewardess ATL
- G. S. Grygo—Stewardess INT
- L. W. Martin, Jr.—Jr. Spec. INT
- J. W. Wheeler—Lineman INT
- J. C. Hollar—Stewardess ROA
- B. A. Rentz—Stewardess DCA
- L. P. Fulton—Stewardess INT
- C. L. Hale—Stewardess INT
- A. T. Watkins, Jr.—Asst. Crew Coordinator INT-OC
- W. P. Melang, Jr.—Piper Salesman INT-CPA

PROMOTIONS

- W. G. Robertson—ATL promoted to Ld. Agent
- T. F. Young—promoted to Chf. Agent ATL
- E. L. Beard—ATL promoted to Ld. Agent ATL
- K. D. Heflin—ORF promoted to Sr. Mechanic
- C. E. Collins—ROA promoted to Jr. Mechanic
- R. L. Almon—promoted to Res. Captain—transferred ILM to ATL
- R. E. Dudley—CVG promoted to Acting Lead Mechanic

TRANSFERS

- G. L. Burton—PFH to JAMTO
- W. L. Downey—TYS to ROA
- D. L. Stovall—TYS to ORF
- D. H. Rieger—ORF to DCA
- C. G. Dickens—TYS to ILM
- C. L. Martin—ROA to TYS
- R. L. Mann—INT to ATL
- R. L. Mason—INT to DCA
- B. R. Barnes—DCA to ILM
- R. L. Thomason—INT to TYS
- G. E. Hendrix—INT to ATL
- B. B. Slaughter—INT to ATL
- E. D. Schettler—DCA to TYS
- C. A. Modlin—ATL to ILM
- D. M. Besaw—INT to DCA
- E. J. Duncan—ROA to ORF