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Support overwhelming

"An important consideration for DOT in its selection of a gateway is whether there is strong support for the proposed gateway from the traveling and shipping public," David Murchison, assistant general counsel, said.

"The extraordinary number of letters endorsing Charlotte's selection from local governments, the business community, and individual citizens, should provide DOT

with more than ample evidence that the necessary support is there.

"At the same time, the enthusiastic response of Piedmont employees, reflected in more than a thousand letters to Congress and government officials, should demonstrate emphatically that Piedmont will operate and promote the Charlotte-London route with the kind of professionalism and energetic dedication that has made the Company such a huge success in domestic markets."



Letters, did we ever get letters!

Following are excerpts from just a few of the thousands of letters sent to DOT in support of Piedmont:

Rolfe Neil, chairman and publisher, The Charlotte Observer

No doubt, you have an array of data before you supporting the application. My letter is to speak more to the quality of service Piedmont has shown this community over past years. I think that will say something about the kind of service you can expect on the London route. In a word: Outstanding.

Piedmont does what it says it will do. It has earned a reputation, not only in our community but over its system, for courteous attendants, on-time performance, reliable aircraft, and the willingness to participate as corporate citizens in the communities it serves.

For all of these reasons, I unhesitatingly recommend them to you.

I am not a stockholder nor do I have any personal interest in their company. They do advertise in our newspaper but so do a number of other transportation companies. Whether they spent money with us or didn't, there is no way they could induce me to write this letter if I did not believe it. In fact, they have not sought this letter. Rather, I have asked them to whom I might write to express my support for their endeavor.

Marilyn Lloyd, U.S. Congresswoman, 30th district, Tennessee

During the past decade, at least six states along the Atlantic Seaboard have enjoyed the economic advantages of nonstop jet service to Europe. These international gateways are primarily in the Northeast, with service also at Dulles, Atlanta and points in Florida. This has left much of the Southeast without the competitive edge of convenient international travel and trade—a situation that Piedmont proposes to remedy with its flights to London next year.

Piedmont's new wide-body service to London would be beneficial to travelers from Tennessee, and at the same time should have a healthy economic impact on our State.

Graeme M. Keith, chairman and chief executive officer, Barclays American

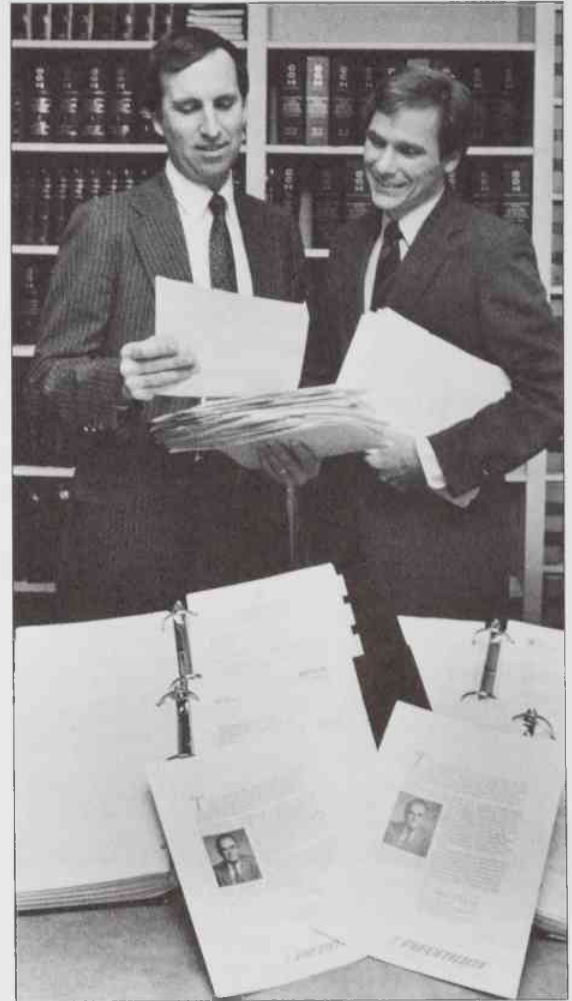
Piedmont is particularly suited to provide this new service. Since deregulation, it has proven to be an airline able to weather the storms of the marketplace by producing a consistent record of growing profitability. It has developed an excellent hub system in Charlotte and offers the broadest level of service of any airline serving our region. Piedmont has ordered the aircraft necessary to institute international service and will, I am certain, provide the same high level of service and reliability on this new route that they do on existing domestic flights.

Doug Barnard, Jr., U.S. Congressman, 10th District, Georgia

Charlotte is headquarters to an exemplary airline which is well prepared to operate transatlantic flights to London. . . Piedmont's dominant presence in (the Piedmont region) makes it a natural choice for the U.S./London route.

J.C. Self, chairman of the executive committee, Greenwood Mills, Inc., Greenwood, SC

The textile industry must rely almost completely on European equipment to operate and modernize its textile facilities. Charlotte to London service will facilitate the travel of the representatives of the textile industry here in the Carolinas as well as the representatives of the equipment manufacturers in Europe. Charlotte's central location to the Piedmont textile industry will make such travel more economical, both monetarily and through the savings of time.



David Murchison (left), assistant general counsel, and Ken Carlson, manager-public relations, look over one of the many thousands of letters sent on our behalf to DOT. In the foreground are copies of the special brochure prepared specifically to educate the public about why the Charlotte-Piedmont proposal should be chosen.

Many groups sent petitions and resolutions (documents making these groups formal parties to the proceedings) to DOT on our behalf. Among them are:

North Carolina

Asheville
Asheville Regional Airport Authority
Catawba County Board of Commissioners
Concord-Cabarrus County Chamber of Commerce
Charlotte Chamber of Commerce
Charlotte Convention & Visitors Bureau, Inc.
Charlotte/Douglas International Airport Advisory Committee
Citizens Advisory Committee of the Charlotte Convention & Visitors Bureau, Inc.
A.J. Ellis Airport Advisory Commission
Fayetteville Area Chamber of Commerce
Jacksonville
Mecklenburg County
 Mooresville and the Mooresville-South Iredell Chamber of Commerce
New Hanover County Board of Commissioners
Onslow County Board of Commissioners
Rocky Mount-Wilson Airport Authority
Salisbury-Rowan County Chamber of Commerce
Sandhills Area Chamber of Commerce
Greater Wilmington Chamber of Commerce

South Carolina

Anderson County
Charleston County Aviation Authority
Charleston Trident Chamber of Commerce
Greater Columbia Chamber of Commerce
Greater Greenville Chamber of Commerce
Cities of Greenville and Spartanburg and the Greenville/Spartanburg Airport Commission
Town of Hilton Head Island
Hilton Head Island Visitor and Convention Bureau
Hilton Head Island Special Events, Inc.
Horry County
Horry County Airport Commission
The South Carolina Aeronautics Commission

Virginia

Appalachian Power Company
Babcock & Wilcox Company
W. Calvin Falwell
Falwell Aviation, Inc.
General Electric Company Drive Systems Operations
Litorque Corporation
Lynchburg
Meredith/Burda Corporation
Roanoke
Roanoke Valley Chamber of Commerce

Georgia

Augusta
Greater Augusta Chamber of Commerce
Savannah Airport Commission
Savannah Area Chamber of Commerce

Tennessee

Kingsport
John E. Greer, commissioner, Metropolitan Nashville Airport Authority
Tri-City Airport Commission

They've given their support

Piedmont has received support from many elected officials. Following are the senators and representatives who have written DOT in our behalf:

North Carolina

U.S. Representatives:

Howard Coble
William G. Hefner
William M. Hendon
Walter Jones
Alex McMillan
Steve Neal
Charlie Rose

State Senators:

William D. Goldston, Jr.
Ted Kaplan
R.L. (Bob) Martin
William N. Martin
William W. Redman, Jr.
Wendell H. Sawyer
Joseph E. Thomas

State Representatives:

Gerald L. Anderson
J. Fred Bowman
C. Robert Brawley
Marie Colton
Ann Q. Duncan
Walter B. Jones, Jr.
C.B. Hauser
Margaret P. Keesoe-Forrester
Daniel T. Lilley
Robert L. McAlister
Frank J. (Trip) Sizemore III

South Carolina

U.S. Senators:

Ernest F. Hollings
Strom Thurmond

U.S. Representatives:

Carroll A. Campbell, Jr.
Butler Derrick
Thomas F. Hartnett
Floyd D. Spence
John M. Spratt, Jr.
Robin Tallon
(Robert Ambrose, Republican nominee for S.C. House Seat 105)

State Senators:

T. Ed Garrison
W. Richard Lee
Peden B. McLeod
Elizabeth J. Patterson
J. Verne Smith
James M. Waddell, Jr.

State Representatives:

Dill Blackwell
C. Alex Harvin III
Joyce C. Hearn
Thomas M. Marchant III
H.E. (Pete) Pearce
Ben E. Thraikill, Jr.

Virginia

U.S. Senators:

Paul Tribble

U.S. Representatives:

Jim Olin
D. French Slaughter, Jr.

State Senators:

Dudley J. Emick, Jr.
Elmon T. Gray
James P. Jones
Benjamin J. Lambert, III

State Representatives:

G. Steven Agee
George F. Allen
Fond C. Quillen
N. Leslie Saunders, Jr.
A. Victor Thomas

Georgia

U.S. Representatives:

Doug Barnard, Jr.
Lindsay Thomas

State Representatives:

Roy L. Allen
Tom Triplette

West Virginia

U.S. Senators:

Robert C. Byrd

Florida

U.S. Senators:

Paula Hawkins

U.S. Representatives:

Bill Chappell

Tennessee

U.S. Senators:

Jim Sasser

U.S. Representatives:

Marilyn Lloyd
James H. Quillen

State Senators:

Ward Crutchfield
Carl R. Moore

State Representatives:

Ruth C. Montgomery
Ruth M. Robinson

Kentucky

U.S. Senators:

Mitch McConnell

U.S. Representatives:

Carroll Hubbard

State Senators:

Eugene P. Stuart