



MCO now has an attractive new Presidential Suite which opened at the airport in late January. Among those who are working in the Suite are: (standing, l to r) Mike Daily, Dennis Trobaugh, Dave Rogers (supervisor), Pat McLaughlin, Larry Steirer, and Jim Hale; (seated) Phoebe Matos, Doris Winkler, Denise Simons, and Joann Buono.

A new Presidential Suite also opened at LGA on February 9, and one is tentatively set to open at EWR on March 15. We also have Suites at ATL, BOS, BWI, CLT, DAY, DFW, DCA, GSO, LAX, and RDU. A second Suite will be ready at CLT late this year, and early next year, Suites will open at MIA, SYR, and TPA.

## traffic

	January*	
passengers	1,742,357	+ 16.2%
revenue passenger miles	790.8 million	+ 13.7%
available seat miles	1.5 billion	+ 9.2%
load factor	52.71%	+ 2.09 pts.

\*records for January in all categories.

## cargo

	January	
U.S. Mail	1,925,159	+ 6.7%
Air Freight	2,052,115	+ 30.6%
Air Express	47,619	+ 4.1%
TOTAL	4,024,893	+ 15.0%

## PI and NCNB to market new Visa card

Piedmont and NCNB, the largest banking organization in the Southeast, are joining together this spring to offer a Visa bank card to our frequent flyers.

"The program is designed exclusively for frequent flyers," Allen White, manager-frequent traveler market, said.

"We will invite qualified frequent flyers to apply for a Piedmont/NCNB jointly issued Visa card which will entitle members to receive one mile of credit for every dollar charged on his or her new Visa credit card. The new program provides us with yet another way to build brand loyalty. As a constant reminder of our program, members will see our name on their frequent flyer statements as well as on their Visa bank statements.

"The card will be available at a very competitive annual percentage rate, 17.94 percent, and

those participating will receive 2,500 bonus miles for activating their accounts, travel insurance, luggage protection, access to emergency cash, a traveler's message service, and various other amenities.



Two types of cards will be offered, a Premier Card and a Classic Card, neither requiring an annual fee for the first six months. Premium Visa card holders will be entitled to a minimum \$5,000 credit line, \$500,000 of travel accident insurance, \$5,000 of rental car collision, and \$2,500 of emergency cash. An annual \$25 fee will be charged for the Premier card after the six-month grace period.

The Classic Visa card provides \$100,000 of travel accident insurance, \$1,000 of luggage protection, \$3,000 of rental car collision, and \$1,000 of emergency cash. An annual \$15 fee will be charged after the six-month grace period.

White added: "A very attractive employee version of the card should be available in early summer."

## Shuttle Link to expand to six more destinations

The Piedmont Shuttle Link, which began February 1 with 35 flights daily to 10 destinations, will grow March 15 to include 16 destinations with 60 departures.

And for the first time on the Piedmont system, this expansion includes service across the Florida Panhandle with nonstop, round-trip flights from TLH to both JAX and PNS, and non-stop service between PNS and JAX.

On February 1, Henson, The Piedmont Regional Airline, began Piedmont Shuttle Link service to FLL, GNV, JAX, MLB (Melbourne), MIA, APF, MCO, PBI, TCB (Treasure Cay), and MHH (Marsh Harbor). On March 15, service will be expanded to include PNS, TLH, TPA, GHB (Governors Harbour), ELH (North Eleuthera), and RSD (Rock Sound, the Bahamas).

Henson is providing Shuttle Link service with its 37-passenger deHavilland Dash-8 aircraft. The Dash-8 is a large twin-engine aircraft with comfortable legroom and full in-flight service amenities. It cruises at about 300 miles per hour and is one of the quietest aircraft operating, which has made it acceptable to noise-sensitive neighborhoods located near airports. Henson has nine Dash-8s, three of which are based in Florida. An additional three will be added to the Florida base when the new service begins in March. Henson also has six deHavilland Dash-7s, 11 Shorts 330s, and seven Beechcraft 99s.

Henson, which currently has about 50 employees in Florida, has a pilot and flight attendant crew base as well as a maintenance base at JAX. We handle all reservations and most ticket

counter sales and baggage handling.

Piedmont, through The Piedmont Shuttle, has 134 daily intra-Florida jet departures between 12

Florida cities. We also have 48 interstate departures from Florida.



Paul deMariano, managing director-JAX Port Authority, cuts the ribbon on February 1 in honor of the first Piedmont Shuttle Link flight at JAX. With him are (l to r) Glenda Hartsfield, JAX agent for Piedmont; John

Presburg, vice president-route development and scheduling for Henson; Dick Henson, chairman of Henson; Bill Grubbs, JAX district sales manager for Piedmont; and Henson Flight Attendant Michelle Adams.