

up for discussion

Have a question about Piedmont? A new column, "up for discussion," gives you an opportunity to ask questions about your company.

All questions must be signed and include your name, title, and location. Your name will be withheld from publication and will not be revealed when your question is sent to the proper department for an answer. Unsigned questions will be automatically discarded.

When related questions are received, they will be consolidated and answered as one question. As many questions and answers as space allows will appear each month in "up for discussion."

Send your questions to **Piedmonitor Editor, H440, or One Piedmont Plaza, Winston-Salem, NC 27156-1000.**

Q. Piedmont has been able to increase marketshare, revenue passenger miles, and profit nearly every year since deregulation. We have survived deregulation, the air traffic controllers' strike, the fuel crises, and competition. Why is selling the airline in the best interest of the shareholders?

A. The going price for Piedmont stock before any merger plans became public was a maximum of about \$49 per share. The merger was consummated at \$69 per share. Clearly accepting this offer was very much in the interests of many shareholders. Piedmont's shareholders were rewarded because the board of directors, elected by our shareholders, in

turn found and supported a management team that, also in turn, recruited good, warm, service-oriented employees.

Howard Mackinnon
senior vice president-finance

Q. Are any Piedmont employees members of The Society for the Preservation and Encouragement of Barbershop Quartet Singing in America, Inc.?

A. Contact John Whalen, senior station agent, MCO-00, if you are a member of this group. He, along with Henson employee Stuart Busch, PHF, are forming a barbershop chorus and/or quartet.

Uniforms among the best

Piedmont Airlines recently received an Honorable Mention award from the National Association of Uniform Manufacturers and Distributors (NAUMD) for its new passenger service uniforms.

The 1987 Image of the Year Awards Program was sponsored by the Career Apparel Institute, a division of NAUMD, to honor companies or organizations from different business sectors which have implemented a program of business attire to enhance their image as well as serve a specific function.

Businesses in four categories were eligible to enter: food/hotel, financial/business/sales, service/industrial, and transportation. Awards were presented to selected companies whose uniform selections were func-

tional, well-coordinated, original, and attractive.

In presenting the award, Bernard J. Lepper, executive director of the NAUMD, said: "A study commissioned by the Association under a grant from the U.S. Department of Commerce further indicates the favorable impact that a uniformed corporate appearance has on both employee morale and productivity. In addition, the public has come to recognize a businesslike corporate appearance as a symbol of professionalism."

1987 Image of the Year winners include Mary Kay Cosmetics, Inc., Red Lion Inns, Unicare Health Facilities, and National Car Rental System, Inc.



Steven Carter (right) serves a first-class meal to Instructor Joyce Snyder during a recent training program for new flight attendants. In this session these new flight attendants are being instructed in the seven levels of service

Piedmont will offer on the 737 and 727-200 beginning June 15. Carter, who will be based in MIA, is one of 600 flight attendants Piedmont is hiring in the second quarter of this year.

around Piedmont

Our fleet, as of April 15, includes 165 aircraft. We now have 62 737-200s, 24 737-300s, 25 F28-4000s, 20 F28-1000s, and 34 727-200s. Two 737-300s and one 767-200 are scheduled for delivery in May.

Brockway, a member of the Piedmont Commuter System, has placed orders for five Saab 340s with options for five more. The first will be delivered in May, two in June, one in October, and one in December. The aircraft will replace Brockway's five F27s. The airline also has 13 Beech 1900s.

Piedmont stock (PIE on the New York Stock Exchange) closed March 3 at 70 1/8, an all-time record high. On March 31, the last trading day of the month, our stock closed at 68 1/8. Our stock closed on March 31, 1986, at 41 1/2. USAir stock (USAirG on the New York Stock Exchange) closed at 42 1/8 on March 31. On the same day a year earlier, USAir's stock closed at 36.

New tax laws have made changes in how you will be taxed when withdrawing money from your Supplemental Retirement Plan.

If you make a withdrawal from your IRA (Individual Retirement Account) and do not put the money into another IRA within 60 days or if you make a withdrawal before you reach the age of 59 1/2, you will be subject to a 10 percent penalty for early withdrawal on both the principal and interest in addition to the normal tax.

If you withdraw from your voluntary supplemental savings account before you turn 59 1/2 years old, you will also be subject to a 10 percent excise penalty for early withdrawal in addition to the normal tax on your interest only which becomes reportable income.

When you make a withdrawal from your IRA account, your money will be distributed to you in the following order: voluntary interest, voluntary principle, IRA interest, IRA principle.

If you have any questions, contact the pension administration office at extension 8492 in Winston-Salem.

March was a record month for reservations. Our six reservations centers answered 2,972,056 calls during the month.



Two new city ticket offices have recently opened in the Orlando area. Agents Lorene Macemore and Mary Feightner (left) work at the new CTO at the Radisson Plaza Hotel (60 South Ivanhoe Blvd., Orlando). Jeff Melang and Lourdes Grabinski (right) staff the CTO located in the Altamonte Springs Hilton and Towers (350 South North Lake Blvd., Altamonte Springs).

USAir set a new single-month record for RPMs and boarded over two million passengers for the third time in its history during March.

RPMs totaled 1.1 billion, up 17.2 percent over March 1986, ASMs grew 10.8 percent to 1.7 billion, and the load factor was up 3.6 points to 66.5 percent. The airline boarded 2,082,953 passengers, a 17.6 percent increase over the same month a year ago.

During the first three months, USAir offered 4.7 billion ASMs, up 10 percent over the first quarter of 1986; RPMs totaled 2.9 billion, up 18 percent; and the load factor rose 4.1 points to 61.5 percent. The airline carried 5,417,874 passengers, a 15.9 percent increase over the first quarter of 1986.

PSA will handle us completely when we begin service to Seattle (SEA) on May 15. Dale Wagoner, customer service manager-DEN, is coordinating our new service and will be at SEA until May 31.