

around the industry

Following is a chart showing the financial results for the third quarter of 1987 for major carriers:

airline	yield	net profit (loss)	revenues
American	10.78¢	\$87.1 million	\$ 2.0 billion
Delta	12.02¢	\$59.1 million	\$ 1.6 billion
Northwest	10.94¢	\$87.3 million	\$ 1.4 billion
Pan Am	9.79¢	\$52.1 million	\$871.9 million
Piedmont	17.30¢	\$33.9 million	\$583.2 million
Texas Air*	N/A	(\$72.8 million)	\$ 2.2 billion
TWA	10.19¢	\$57.1 million	\$ 1.2 billion
United	10.50¢	\$84.0 million	\$ 2.3 billion
USAir/PSA	15.17¢	\$71.8 million	\$790.8 million

*includes Continental and Eastern

Aviation Daily reported that United captured 17.5 percent of the majors' third-quarter revenues and 17.8 percent of the major's operating profit. However, Piedmont/USAir remained number one in bottom line results for the second consecutive three-month period with \$91 million, or 17.6 percent, of an adjusted \$517.8 million net profit reported by carriers with such profits. The \$91 million figure excludes \$14.7 million that USAir reported in its earnings as its 55.5 percent equity share in Piedmont earnings. Piedmont's yield of 17.30 cents was the highest among the majors followed by USAir which reported a yield of 15.17 cents.

America West is opening a remote check-in facility at a subway station three miles from Oakland Airport in California. Aviation Daily reported that passengers will be able to check baggage and receive seat assignments before taking a shuttle bus to the terminal, and arriving passengers can pick up baggage at the remote facility.

American filed a lawsuit against Texas Air on October 15 charging that Texas Air has illegally induced travel agents to break Sabre computer reservations system contracts.

Boeing has shipped its first 737-400 airframe from Wichita, where it was produced and assembled, to Renton, near Seattle. The aircraft is scheduled to be rolled out in January. Piedmont is the launch customer for the twinjet which will be the most modern passenger plane in the world when it rolls off the production line. Piedmont has 25 737-400s on order and options on 30 more. The first delivery is scheduled for September 1988.

The Department of Transportation reported that consumer complaints against the airline industry fell dramatically during September. Complaints in September totaled 5,611, a 23 percent drop from the previous month. It was the first time since January 1987 that complaints to the DOT, which are logged by telephone and mail, took a downward turn.

Airlines have converted to three-letter telegraphic designators, replacing the previous two-letter system. The change affects operational personnel primarily in the air traffic control, aeronautical, telecommunications and meteorological services. Piedmont's designator is PAI; USAir's is USA.

Continental is discontinuing service to RDU and CLT on November 30. In December, the airline plans to begin nonstop service to Mexico from EWR, DCA, and CLE plus increase service to Mexico from IAH.

Delta will retire the DC-10s in its fleet by next fall and the DC-8s by 1989.

Boeing reported nine-month net earnings of \$339 million, down from \$474 million for the same period of 1986.

Aviation Daily reports that American, Continental, and Pan Am have filed applications at DOT for the Seattle/Portland-Tokyo/Osaka authority now held by United. In addition, Delta, while not applying for the authority, has asked to intervene in the case as an interested party.

People who purchase any one of seven models of Nikon cameras until January 31 can buy a half-price Pan Am fare with the purchase of one full-fare ticket. The offer is limited to two certificates per household, and certificates must be post-marked by the end of February and tickets used by December 15, 1988.



Diane Blank (second from left) receives an award from Dennis O'Madigan, director-security, and Steve Barth (second from right) is given a similar plaque by Paul Gannon, manager-security. With

them is JFK Station Manager Frank Austin. Agent Anne Brower was also presented an award. Blank also received a \$500 check from Crimewatchers.

Alert agents catch crook

Because of three alert JFK employees, an embezzler who had stolen over \$28,000 from Piedmont is now behind bars.

By using someone else's credit card number, Robert Valentin had purchased tickets worth more than \$28,000 over a 12-month period. He had even joined Piedmont's frequent flyer program and was a member of the Presidential Suite. Piedmont had been tracking him for months. Paul Gannon, manager-security, contacted the Secret Service and found that they too were working on a case against Valentin who was using the credit card for other merchandise.

"We found out that Valentin had made three reservations for June 5 from Newark to Orlando," Gannon said. "But we decided to

cover all three New York airports in case he switched locations."

At JFK, Valentin's luck ran out. When he signed in at the Presidential Suite at JFK, an alert agent, Diane Blank, recognized his name from the message sent by Gannon. Supervisor Steve Barth and Agent Anne Brower joined her to keep an eye on the suspect.

They contacted the airport security who soon picked up Valentin who readily confessed. And in federal court on August 24, Valentin pleaded guilty and is awaiting sentencing.

"We at Piedmont are very proud of the excellent work performed by these JFK employees," Gannon said.

GAG wins major Beech award

Piedmont's General Aviation Group received the Walter H. Beech Award for the highest total dollar sales from Beech Aircraft Corporation at the company's annual sales conference in New Orleans on September 28. It is the fourth time in the past five years that Piedmont has won the prestigious award.

Five general aviation employees received Million Dollar Sales Awards. Randy Groom, Jeff Broos, and Danny Culler, all based in Winston-Salem, and Gary Bannister and Bud Hylton, Roanoke and Norfolk sales representatives respectively, received this award at the conference. In addition, Bannister was named to the Beech Legion of Honor for record sales of the new Beechjet.

Prior to the conference in New Orleans, Rob Wells, general manager-Beechcraft sales, INT, was named the Bendix/King 1986 Man of the Year, the highest personal award presented by Bendix/King Avionics. Under his leadership, Piedmont has sold two Beechjets with Bendix King Efic Digital Flite Control and the first domestically-based King Air 300 for aircraft sales inventory. Piedmont has purchased all its Barons and Bonanzas from Beech and installed King equipment at GAG's Winston-Salem facility.

The entire sales staff of Air Service, Inc., a wholly owned subsidiary of Piedmont Avia-

tion which is located at GSO, also received awards for outstanding performance at the Beech Aircraft sales conference.

Ken Horvath, sales manager, was chosen from among sales people from 56 Beechcraft centers nationwide as the Professional Sales Manager of the Year. George Johnson, a sales representative, was named to the Beech Legion of Honor for having sold the most new Beech King Airs nationwide and to the Circle of Excellence for new aircraft sales in excess of \$9 million. Gary Hunter, a sales representative, also received a Circle of Excellence Award for sales in excess of \$4 million.

on December 8

number of departures: **1,346**
miles flown daily: **487,056**
ASMs: **57,268,491**
number of aircraft in fleet: **180**
average aircraft hop: **361.9 miles**
number of airports served: **95**
daily block time flown: **1,619 hours**
17 minutes
next schedule change: **January 6**

traffic

	October		First Ten Months	
passengers	2,223,033	+ 9.1%	20,984,581	+ 12.1%
revenue passenger miles	1.0 billion	+ 14.2%	9.4 billion	+ 12.1%
available seat miles	1.7 billion	+ 9.2%	15.6 billion	+ 8.5%
load factor	59.56%	+ 2.60 pts.	60.46%	+ 1.93 pts.

Piedmont set new records for the month of October in passengers boarded and RPMs.

The following stations set new boarding records in October: BHM, CLT, CMH, GSP, IND, PVD, ITH, TYS, YOW, RIC, TLH, and ORH.

Our seven reservations centers answered 2,892,111 calls in October.

cargo

	October		First Ten Months	
U.S. Mail	2,546,480	+ 43.7%	21,047,148	+ 27.8%
Air Freight	4,775,026	+ 97.5%	32,323,841	+ 75.1%
Air Express	64,111	+ 24.5%	576,083	+ 17.0%
TOTAL	7,385,617	+ 74.1%	53,947,072	+ 52.3%

Piedmont carried the most air freight and total ton miles in October than during any month in the Company's history.