



Boeing unveiled its first 737-400, with many specifications shaped by Piedmont, at its Renton plant south of Seattle on January 26, 1988. Piedmont placed the launch order for the aircraft in June 1986 when the airline announced plans to purchase 25 of the new model with options on 30 more at a total value of \$1.9 billion, including spare parts.

As the launch customer, Piedmont "had the dominant role in the development of this airplane," a spokesperson for Boeing said.

The new 737 is 191 feet, 1 inch long with a wingspan of 94 feet, 9 inches. It will carry 146 to 168 passengers as far as 3,200 miles. The aircraft's first flight will take place in March followed by a seven-month flight test program and certification by the Federal Aviation Administration. The first aircraft is scheduled to be delivered on September 14 with eight more arriving by year end. The remaining 16 firm orders are scheduled for delivery in 1989.

Boeing also unveiled the 747-400, which will become the largest commercial airliner in service, the same day. Northwest will take delivery of the first new 747 and has announced plans to use it on a 6,744-mile New York to Tokyo route starting in early 1989.

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INT home for 2 merged departments

Eight hundred Piedmont employees based at the company's Madison Park facilities will remain in Winston-Salem and approximately 400 new positions will be located at INT as the merger of the two airlines begins.

USAir announced in late January that, as part of the operational merger of Piedmont into USAir, some employees of USAir's computer services department and all employees of the revenue accounting department will be based in Winston-Salem.

"We are all pleased by USAir's decision to use our new, state-of-the-art building to house the combined airline's computer systems," Ted Celentino, vice president-computer and communications services, said.

"We'll be able to provide the new airline with good facilities, facilities which offer ample space to do what we'll need to do over the next few years. And," he added, "the people in my area are happy that Winston-Salem will remain their home."

The consolidation of all mainframe computers for the combined carrier will be accomplished over the next three years. USAir's MIS division will continue to maintain a substantial presence in Northern Virginia where employment levels now number about 250. There are more than 400 jobs located at the Piedmont computer facility in Winston-Salem.

The first areas to move will be USAir's cargo accounting and passenger refund sections. Approximately 120 new positions of the combined USAir/PSA revenue accounting department will be assigned to Winston-Salem in April. The operation will be located nearby on the third floor of another building in the Madison Park complex. It is expected that the former PSA operations will be using USAir ticket stock by April, and this will necessitate new handling procedures. PSA, who like Piedmont is also a wholly-owned subsidiary of USAir Group, will be operationally merged into USAir in April.

The remaining employees in USAir's revenue accounting department, approximately 250 jobs, will locate in Winston-Salem in early 1989.

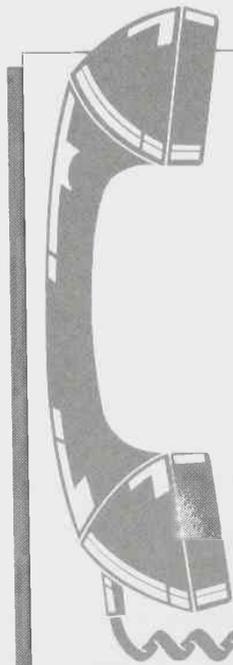
"We're obviously pleased and elated over the decision," Forest Bates, assistant controller-revenue accounting, said.

"Our facilities will remain here at Madison Park adjacent to the computer reservations center with whom we work closely. We have adequate space for growth, and by year end, we will occupy all five floors of this building. When fully merged, the combined airline will likely be ranked #1 or #2 in the industry in terms of passengers carried and tickets accepted. Since our work volume is directly related to ticket volume, we expect our department to be even busier in the coming months.

"Our employees are very happy to have the opportunity to work with our new partners in the challenging task of consolidation and beyond," Bates added.

"The decision to locate both the computer center and the revenue accounting department in Winston-Salem is good for the company and the city," Howard Mackinnon, senior vice president-finance, said. "The company benefits from Piedmont's skilled personnel and excellent facilities at lower costs than comparable operations in Washington, DC. The city benefits from USAir's continued commitment to Winston-Salem."

In making the announcement, USAir also reaffirmed that the new headquarters for the combined company will remain in the Northern Virginia suburbs of Washington, DC, and that substantially all other activities of the finance division will probably be retained there.



Got a question? About Piedmont? Your job? The merger? Got a suggestion? About Piedmont? Your job? The merger? Piedmont has set up a line to receive your questions or suggestions. Just call

1-800-637-4374.

Your question, or suggestion, will be forwarded to the appropriate officer at Piedmont for a response. The line is toll free from anywhere on Piedmont's domestic system. We're waiting to hear from you.