



Piedmont President and Chief Operating Officer Tom Schick (above) gave an update on the progress of the USAir merger at a meeting in DAY with management personnel from surrounding stations. Schick and other company officers traveled to CLT and BWI to meet with the personnel in those areas also. The meetings gave Schick and employees the opportunity to meet and get to know one another.



Above: Schick (left) greets Richard Ryan (right), station manager-NAS, at the CLT meeting as Dale Wagner, customer service manager-NAS, looks on. Wagner opened the NAS station in November 1987, and Ryan assumed the station manager duties in July. Right: Katharine Larson (right), customer service manager-LGA, asks a question at the DAY meeting as Kim Yardlay, personnel manager-DAY, listens.



AL changes to US October 1

On October 1, USAir's two-letter airline designator changes from **AL** to **US**. USAir Group Chairman and President Ed Colodny provides some background on the development of the new designator in the following editorial column, *Viewpoint*, which appears in the September issue of USAir's inflight magazine, **USAir Magazine**.

Some years ago I wrote a *Viewpoint* column entitled "All You Ever Wanted to Know About AL." The reason for the column was to clear the air on all the abbreviations and acronyms rife in the air travel industry.

One of the many abbreviations in our industry is the two-letter airline designator assigned by the International Air Transport Association (IATA). Each airline has a two-letter code used for commercial applications, including scheduling, reservations, and ticketing. USAir's designator, as I explained in the earlier article, is AL.

In your travels on USAir you may never have noticed the letters AL. But the two letters are omnipresent. They are on your tickets, special baggage tags, on travel agent computerized reservations screens, in the *Official Airline Guide*, and more.

In 1979, when we changed our name from Allegheny to USAir, we considered changing the two-letter designator as well, to something closer to USAir. Not surprisingly, US was already taken. It was held by the U.S. Air Force Military Airlift Command (MAC).

We elected to stay with the familiar AL. However, early last year, with plans underway to merge Pacific Southwest Airlines (PS) into USAir and the planned purchase of Piedmont Airlines (PI), we decided we should make another attempt to obtain a two-letter designator more closely linked with our name.

It was time to renew the quest for US.

We approached the Military Airlift Command which held the US code. They agreed to relinquish the code if we could arrange an alternate identifier, such as MC for Military Charter. The MC code was held by Transtar Airlines (the former Muse Air!).

As it happened, Transtar was not pleased with the MC code, and it would relinquish MC if we could arrange for them to obtain TS as their code.

TS had been the code for Aloha Airlines, but had been dropped for AO. The TS code had reverted to IATA, keeper of the codes, for a time but had been reassigned to a West African airline—Transports Aerien du Benin T.A.B. that operated a one airplane airline within the country of Benin.

In our efforts to reach the Benin airline to see if it would give up TS, we learned the carrier had ceased operations.

TS was available!

No sooner had we learned that TS was available, Transtar also ceased operations.

MC was available!

The Military Airlift Command, which had been highly cooperative during this entire process, happily assumed the MC code, paving the way for USAir to become US.

So, on October 1, we become US. From that day forward, on the computer screens, in the *Official Airline Guide*, in telecommunications, and so forth, USAir is US. USAir Group subsidiary Piedmont Airlines will remain PI until the integration with USAir.

Many of you will miss AL, which has served us well for almost 40 years, but we believe the new US will eliminate confusion and signify the new airline being created with the merger of PSA, Piedmont, and USAir.

around Piedmont

On September 7, our fleet will include a total of 189 aircraft. Piedmont currently has 62 737-200s, 42 737-300s, six 767-200s, 34 Boeing 727-200s, 20 Fokker F28-1000s, and 25 F28-4000s. USAir has a total of 233 aircraft including 53 737-300s, 23 737-200s, 10 727-200s, 74 DC-9s, 20 BAC 1-11s, 31 MD-80s, and 22 BAe-146s.

Piedmont serves 95 airports/122 cities in 29 states plus the District of Columbia, Ottawa, Montreal, London, and Nassau. USAir serves 105 airports in 35 states plus the District of Columbia, Ottawa, Montreal, and Toronto.

Piedmont's restored DC-3 will be appearing at the Cleveland National Air Show, Burke Lakefront Airport, Cleveland, OH, September 3-5; Tennessee Aviation Days, Smyrna Airport, Smyrna, TN, September 10-11; and Piedmont Airlines National Balloon Rally, Statesville, NC, September 16-18.

As chairperson of Piedmont's 1988 U.S. Savings Bond campaign, Doug Smith, manager-employee relations, reports that the campaign concluded with the highest participation rate in the company's history. More than 4,300 employees, 20.2 percent of the total number of employees in the company, are now purchasing savings bonds through payroll deduction, which is a 288 percent increase over those participating last year. This amounts to a total payroll deduction of more than \$173,000 per month.

In addition, 354 of the 1,500 employees who were participating prior to the campaign increased their deduction amount during the campaign. The participation rate among USAir employees is about 23 percent.

Piedmont was recently recognized by the North Carolina Eye and Human Tissue Bank at their 37th annual meeting in Winston-Salem. Leonard Martin, senior vice president-passenger services; Bob Reed, staff vice president-stations; and Trula Scott, director-inflight services, were on hand to accept plaques commending Piedmont for the many contributions the company and our employees have made in the air transport of human eye tissue since 1951.

Movies appearing on our 767-200 flights during the month of September include "Big" starring Tom Hanks on the CLT-LGW, BWI-LAX, and CLT-LAX flights; and "Big Business" starring Lily Tomlin and Bette Midler on the LGW-CLT, LAX-BWI, and LAX-CLT flights.

During the month of July, Piedmont opened a new cargo sales office in Syracuse; a second ticket office in Winston-Salem at the Sheraton North Hotel; and a third city ticket office at the Stouffer Harborplace in Baltimore, MD.

CCAair, Inc., a Piedmont commuter airline, will expand its presence in the overnight delivery market. The Charlotte-based company will purchase the routes of Atlanta-based Midnite Express, Inc., along with rights to acquire nine leased aircraft from the company. Midnite Express subcontracts with larger overnight delivery companies to carry packages from smaller markets to their hub airports for sorting and distributing. Midnite Express currently serves 21 cities in nine states, but none in the Carolinas.

In the July traffic report, CCAair flew nearly 10.5 million revenue passenger miles for the month, up 50% from a year ago.

Henson, the Piedmont Regional Airline, flew 24.6% more revenue passenger miles in July than a year ago on 16.6% greater capacity, improving load factor 3.3 points to 51.3%. Henson boarded 141,988 passengers in July, 20.8% more than last year.

