

## USAir commits \$100 million to CLT

"USAir has major plans for this area," USAir Chairman and President Ed Colodny told the Charlotte Rotary Club in a July 12 luncheon address. "We have committed more than \$100 million in new capital expenditures."

That \$100 million includes building a new maintenance facility, which should be completed by March 1990, that will be the site of "all the heavy maintenance on the Boeing fleet for the combined airline," Colodny told Charlotte's business leaders.

Other building projects include the recently completed flight training facility, which houses the Boeing 737-200, 737-300/400, 737-300, and 727-200 simulators, as well as construction of a new stock distribution center, which began in May. In addition, USAir just agreed to build a new ground equipment automotive shop to service 1,500 pieces of ground equipment.

In providing the Charlotte audience an overview of USAir, Colodny covered the company's four major objectives. "The first is to maintain our financial strength and integrity and, second, to do so by serving our markets well. Third, is to have sufficient profits so that we can continue to operate modern aircraft and maintain outstanding support services. Fourth, and equally important, is to maintain outstanding relationships between employees and management."

On financial strength, Colodny said, "We had record earnings in 1987 of \$195 million—the best year in our history—and for the ten years since deregulation, our combined net profit reached \$848 million, producing the best profit margin in the industry."

On employee relations, Colodny said, "Consolidating air carriers is difficult, at best, and when you consolidate work groups, each with different work rules and different corporate cultures, you run the risk of a great deal of insecurity, confusion, and the possibility of affecting the quality of service."

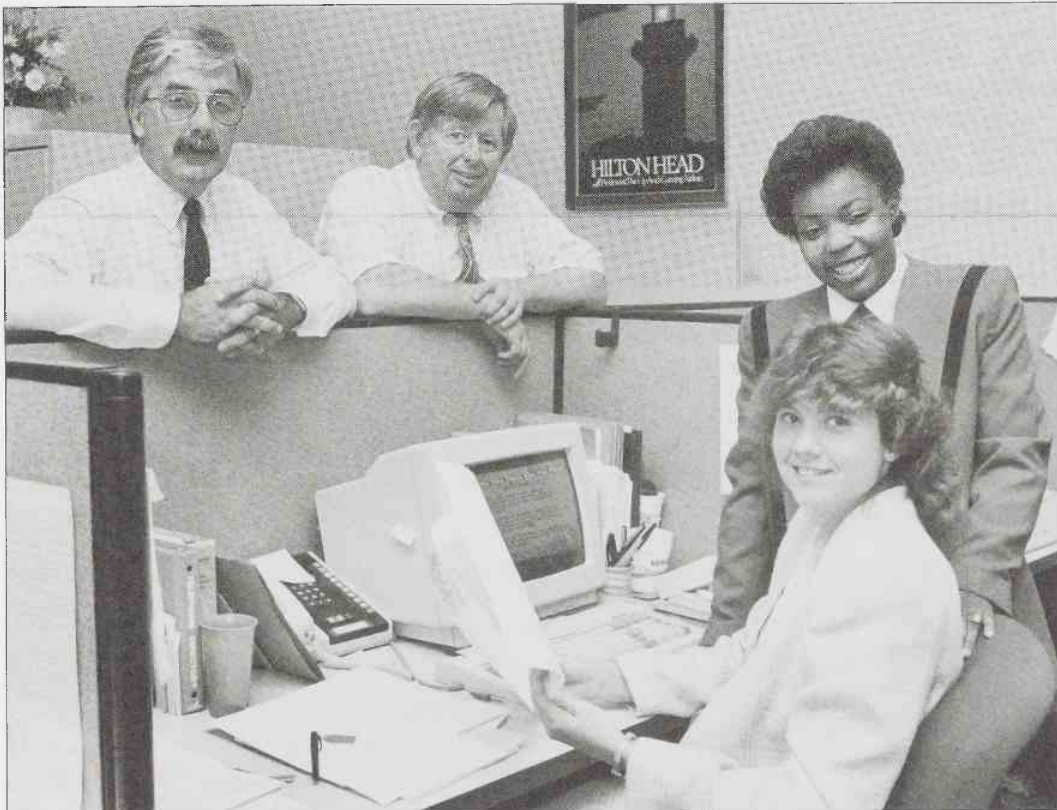
"To ease those problems in this merger," Colodny told the audience, "we voluntarily extended labor protection provisions to the employees of both carriers." Further, "we have a long history of good labor relations in both companies."

On an issue that is on the top of the minds of Charlotte business leaders—international air service—Colodny said, "It is our intention to keep a very large presence in the Charlotte-London market. . . That service is doing very well."

On seeking additional foreign routes, Colodny pointed out that USAir is not "in a position to extend service from Charlotte to another European city. However, we are looking at a Pittsburgh-Frankfurt operation that would originate in Charlotte and provide a one-stop routing."

The problem with the Frankfurt market, Colodny stressed is the "difficulty obtaining a slot at the busy Frankfurt airport."

In conclusion, Colodny said, "This is a service business. Piedmont has earned your support and loyalty. . . It is not a given that your support will be automatically transferred simply because USAir and Piedmont merge. We must earn your support, and we intend to do it."



Student intern Denise Spivey (seated) goes over instructions with (right to left) Ken Brown, team leader; Ralph Marshall, manager-user computing; and Regina Drakeford, programmer trainee.

## Students intern at Piedmont

Summer interns at Piedmont are not unusual; however, this summer Piedmont faced a special challenge. Denise Spivey, an intern from Appalachian State University, can neither speak nor hear. Spivey was one of seven students from area colleges who participated in an internship at Piedmont's information center at corporate headquarters in Winston-Salem this summer. The 12-week internship was a challenge to Spivey as well. Spivey and her co-workers initially had to communicate in writing but eventually developed their own sign language.

A rising senior from Rockingham majoring in Appalachian's computer information systems program, Spivey assisted with the development of a project management product on the mainframe and wrote documentation for applications.

"Spivey contributed a great deal to the de-

partment," said Ralph Marshall, manager-user computing, "and in turn, we were able to provide her with hands-on experience. We were also able to expose her to what computer people do on a daily basis and gave her the opportunity to work in a large, corporate environment."

This was the second summer Piedmont has had interns in the information center and the first year we have had one from Appalachian. According to Dr. Melvin Roy, Spivey's professor from Appalachian, the program is also beneficial to the university. "The feedback that we receive from students like Spivey helps us to adjust the curriculum so that we are teaching what students need in the work world," Dr. Roy said.



## sports

Piedmont Ski Club trips scheduled for 1988-89 include the following:

Snowmass, CO on December 3-9—Call Mt. Chalet Hotel at Snowmass Central Reservations at 800/332-3245 (outside CO) or 800/237-3146 (inside CO) for accommodations. Airline employees participating in the 1988 Snowmass Airline Week will receive special lodging and lift ticket packages starting at \$36/person/day. For the registration fee of \$25/person, airline employees and their families can take advantage of \$21/day lift tickets on Snowmass. Piedmont ID is required for registration.

Keystone, CO on January 8-13—NAASF ski racing trip. Call Janice Kolhoff, BWI-pilot scheduler, for more information.

Winter Park, CO on February 27-March 3—Call Karla Caldwell at the Vintage Hotel at 800/472-7017 for reservations.

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The 1988 Fall Piedmont/USAir Bass Tournament will be held Tuesday, October 18, at Clark Hill Lake at the Hickory Knob Resort in Hickory Knob State Park, McCormick, SC. Call the resort at 803/443-2151 to make reservations. Rooms are \$35.00/day. Contact John Golloway for COMAT at ATL-00 for an entry blank or additional information.

Make plans now to attend the Spring Bass Tournament at West Point Lake, LaGrange, GA, April 4-5.

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The 4th annual Interline Tennis Challenge will be held September 30-October 2 at Hilton Head Island Beach and Tennis Resort, SC. Open to all airline employees, the tournament will include men's and women's singles and doubles in open, 35 and older, and 50 and older divisions, as well as mixed doubles in the same divisions. Piedmont was the overall winner of the challenge in 1987.

For lodging rates and entry forms, write Tennisaction, P.O. Box 6645, Hilton Head Island, SC 29938 or call 803/842-5150.

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Piedmont/USAir has been named the official airline for North Carolina's new basketball team, the Charlotte Hornets. Recently formed as a result of the expansion of the NBA, the team will be based at the new \$52 million 23,500-seat Charlotte coliseum. Piedmont/USAir will be an advertiser during televised games, have signage at the coliseum, and provide promotional events during home games. The Hornets will fly Piedmont/USAir scheduled flights to away games.

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One hundred and twenty hot air balloons from across the country are expected at the 15th annual Piedmont Airlines National Balloon Rally sponsored by Coca-Cola to be held September 16-18 at the Statesville Municipal Airport. The Piedmont Jazz Orchestra will provide the opening entertainment for country-western singer Johnny Cash on Saturday evening, September 17. Tickets are available at a discount at the gate to Piedmont employees with company ID. The discounted ticket prices are \$4 for the rally, \$2 for children under 12 and \$5 for the concert, children under 12 admitted free. The discount is extended to immediate family members who are accompanied by the employee.



## people

Tom Davis, founder and retired chairman and chief executive officer of Piedmont Airlines, will be the guest speaker at a scholarship benefit dinner and banquet sponsored by the Carolina Area Alumni Chapter of Embry Riddle Aeronautical University on October 5, at the Marriott City Center in Charlotte. Cocktails will be served starting at 6:30 p.m. followed by dinner at 7:30 p.m. Proceeds will benefit an aviation scholarship in Davis' name established at the university. Tickets may be obtained by sending a tax deductible contribution to ERAU, P.O. Box 7543, Charlotte, NC 28241. A donation of \$50 per person is suggested. Please include name, address and number of tickets desired. A sell-out crowd of 800 is expected.



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