

2002 AIRPORT ROAD GRAND RAPIDS, MN 55744 218/326-6657

November 20, 1984

TO:

ALL FELLOW EMPLOYEES

FROM:

ROBERT D. SWENSON

PRESIDENT & CHIEF EXECUTIVE OFFICER

The competition is heating up and we all must be ready to go in the new cities we're staffing and with the new F27 route on December 1, 1984. After withdrawing their overnight aircraft and eliminating their early morning departures and evening arrivals into Brainerd and Bemidji, Republic decided to replace these flights on top of ours during mid-December. The abilities of our people and our personalized passenger service should make us a tough competitor in these markets. These factors, combined with our excellent through fares on Northwest, our joint advertising and Mesaba's segment qualifications for Northwest Orient's Free Flight Plan, should strengthen our service. Although we are committed to serve Brainerd and Bemidji over the long haul, we are in a short-term horse race that requires everyones' support. From each passenger's first reservation call to receiving baggage at their destination, we must be better than our competition.

In addition to Brainerd and Bemidji staffing, on December 1, we will be staffing Hibbing. This should give us better coverage and higher boardings in three cities in our route system. We are also converting to Northwest in Omaha on December 1 which should give us better presence in that city.

We are having "Open House" at both Brainerd and Bemidji prior to our service startups there. The Brainerd "Open House" is on November 29th from 4:30-7:30 PM, at the Brainerd Crow Wing County Airport. In Bemidji, the "Open House" will be on Friday, November 30th, from 4:30-7:30 PM. At both locations, refreshments will be served and there will be drawings for free ticket giveaways on Mesaba. If anyone has a particular interest in these events and would like to attend, please contact Al Hann in Minneapolis/St. Paul for details.

On December 1st, we have a few schedule changes on our existing routes. One, we are enacting early morning service in Fairmont, Mankato and Worthington and two, we are connecting Pierre with Rapid City early in the morning to allow for Denver and Salt Lake early morning connections. The changes in Southwestern Minnesota occurred because of positive imput from our Station Managers there, as well as, our desire to make possible early connections again. The changes for Pierre are the result of beneficial meetings conducted in Minneapolis/St. Paul two weeks ago with representatives from the State of South Dakota, the Mayor of Pierre and the travel agencies. Due to the departure of Western and Frontier Commuter from Pierre and the support we are now getting there, I believe that progress is being made on this route.

Due to our opening up of new stations and the movement of several of our Customer Service Managers, I have included a new station update for everyone to know where these fine personnel are located:

Mark Schneewind Bemidji Laurel Meyer Brookings Lee Thies Hibbing Chris Van Den Heuvel Mitchell

Dave Miller Brainerd Keith Shoberg Fort Dodge John Kunkel Mason City Page Two 11/20/84 Employee Newsletter

Effective December 1, all of our Grand Rapids based Pilots will be based out of Minneapolis/St. Paul. Because of this, we will be overnighting crews in Grand Rapids just as we now do in other cities. This move will give us many better efficiencies, including: scheduling, training, upgrades and communication. We are glad that this move is being accomplished.

Manuals and F27 procedures are being changed to allow smoking in certain areas of this aircraft. Very soon now, we will be able to accommodate smoking on the F27 flights.

The Inflight Services Department is presently moving from Flight Operations into the Marketing Department. Although the Captain of every flight is in command of the aircraft, due to the constant interaction with our passengers and the important marketing function that the Flight Attendants fill, this move will be a natural occurrence for us. It is a common practice within the industry to have the Inflight Services Department report to the Marketing Department.

We are presently researching the availability of a program of payroll deduction to purchase Mesaba stock. Several interested employees have asked if this would be possible and I believe it is an excellent idea. Dave Knudson, Vice President & Treasurer, is presently working on such a program. As soon as this is organized, we will let you know.

You probably are aware of the recent change in management at Frontier Airlines naming M.C. Lund as their new President and Chief Executive Officer. Mr. Lund is one of Mesaba's Board of Directors and as such, has donated his time over the past few years to help us with our growth. We are very fortunate to have such talent on our Board of Directors.

Since September 27, we have seen new personnel join our Company. Please welcome the following new employees. Thank you for selecting Mesaba as your place of employment.

	Daniel Krutsch Henery Nguyen		PSA MINCE	Minneapolis/St.	
	Eric Clausen		PSA	Minneapolis/St. Minneapolis/St.	
	Daniel Bohnen		MINCE	Minneapolis/St.	
	Tom Talbot		DISPATCH	Minneapolis/St.	
	Craig Hendel		PSA	Worthington	Paul
	Dennis Edwards		PSA	Pierre	
	Kelly Nelson		PSA	Minneapolis/St.	Paul
	Dean Amundson		MINCE	Minneapolis/St.	
	Neil Chapel		PSA	Minneapolis/St.	
	John Fritze	PT	PSA	Minneapolis/St.	
11/16/84	Greg Falvey	PT	PSA	Minneapolis/St.	
11/18/84	Jodie Herold	FT	PSA	Brookings	
	Devin Mix	FT	PSA	Minneapolis/St.	Pau1
	Lori Durst	FT	PSA	Mitchell	
	Dave Parish	FT	PSA	Minneapolis/St.	Paul
	Scott Lepper	FT	PSA	Brainerd	
	Robert Oberstar	FT	PSA	Hibbing	
	John Turenne	FT	PSA	Brainerd	
11/18/84	Kim Lawton	FT	PSA	Fort Dodge	

Our work is cut out for us December 1. Let's set an all-time boarding record for the system and as many individual cities as we can. Thank you for your support. Best wishes for a safe and Happy Thanksgiving Holiday.

Best regards,

Robert D. Swenson

President & Chief Executive Officer