

New Service Under Way at TRI, SCE



TRI CITY AIRPORT IN TENNESSEE

Larry McCabe, Vice President (middle left) and Eric Hanson, Sales Manager (middle right) commemorate the opening of Tri City Airport in Tennessee with city and airport officials.



STATE COLLEGE PENNSYLVANIA

State College Pennsylvania begins service. Pictured left from right: Debra Frazer (Regional Manager East), Duane Meyers (CSA, SCE), Jim Parks (Station Manager, CRW), Michael Mussett (CSA, SCE), Donna Beam (CSA, SCE), and Cindy Rosborough (Station Manager, SCE). Not pictured: Jon Conner, Timothy Thompson, Irene Albright, and Michael Dillon.

AIRTRAN REPORTS LOWER EARNINGS

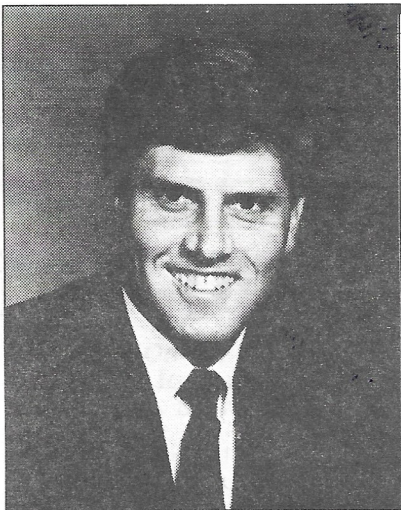
AIRTRAN, Mesaba's parent company, reported earnings of \$924,000 for the three months ended December 31, 1993. Those results compared to earnings of \$1.36 million for the same quarter one year ago. Earnings for the nine months ended December 31 were \$3.06 million, compared to \$6.4 million for the same period one year ago.

Mesaba's president, Robert D. Swenson, explained the most recent quarter's figures saying, "The lower earnings for the third quarter reflect the excess capacity on our system attributable to our F27 fleet. However, we expect continued improvement in our profitability going forward as we phase out our F27 fleet due to lower maintenance and other operating expenses." Mesaba currently operates a fleet of five F27 aircraft; the company has said that it plans to discontinue operating most F27 aircraft later this year.

AirTran's fiscal year runs from April 1 to March 31. See the accompanying chart for additional financial information.

(In thousands, except per share data)

Financial Summary	Three months ended Dec. 31		Nine months ended Dec. 31	
	1993	1992	1993	1992
Operating revenues	\$32,467	\$33,121	\$97,633	\$94,273
Operating income	\$ 1,666	\$ 2,384	\$ 5,565	\$11,676
Net income	\$ 924	\$ 1,360	\$ 3,060	\$ 6,402
Net income per share	\$.10	\$.15	\$.35	\$.70
Weighted average shares	9,522	9,306	8,811	9,207



Reliability is a Major Focus

John S. Fredericksen
Sr. Vice President/
Operations

The winter months of December, January and February this year have presented Mesaba's employees with the most difficult operational challenges we have faced in some time. Winter operations are nothing new to us, but weeks of below zero weather really put our system to a test. The aircraft needed a lot of extra attention when the temperatures were that cold, and working outside really called for an extra measure of dedication from everyone. The east side of our system really took the brunt of record levels of snow and ice, and everyone had stories to tell about the extraordinary measures needed to try to keep the system running. A classic example is the Roanoke Airport, which faced six-inch deep ice on the runway, and which required a turbine engine motor speedway drying vehicle to clear the ice.

Weather was a major challenge this winter, but certainly not the only. Maintenance reliability over this three month period can only be described as poor, and weather was only one cause for it. Another primary cause of our poor dispatch reliability was the turnback of our excess Fokkers and the more efficient scheduling of our Dash 8 aircraft. The extra Fokker and Dash 8 capacity had, in the past, been used to cover the schedule when maintenance or flight operations problems would otherwise have forced cancellations. The fact is that we had become accustomed to working with an excess of spare airplanes, and the company cannot afford to maintain an excess of spare airplanes. We are now

taking measures to get our reliability back on track, including hiring additional mechanics, obtaining additional Metro aircraft to match the need for spares in each hub, and more closely monitoring our parts availability. The two classes of pilots that we hired at the end of 1993 are now completing training and are available for line flying. The completion of the Metro paint program by the beginning of May will also effectively provide additional aircraft, and a fifth Fokker will be available in June, after the D check cycle is completed.

Our reliability and on-time performance was also impacted by a shortage of station personnel, particularly at our Detroit hub. The station agents at Detroit and those outstation people who volunteered to help them out did a terrific job of holding things together, but only a fully staffed and trained operation can continually perform with the precision that we need at our largest hub. An all-out effort by Personnel and the Detroit station management to bring the staffing back up to speed is now bearing fruit, and the temporary shortage of qualified applicants seems to have abated. It is our objective to meet our company's goals for operational reliability; at least 98% completion and 90% on-time for all factors we control (excluding weather).

The Spring and Summer of 1994 have tremendous potential for Mesaba, and the lessons we learned this winter will serve us well. We know how to perform as one of the country's premier regional airlines, and we now have the chance to show what we can do.

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Customer Letters

DEAR SIR OR MADAM:

I am writing to thank you for the time and attention paid me by one of your employees. Traci Meyer, during a recent trip I took. On December 5, while waiting for a connection to Pierre, SD, I had an asthma attack, which required immediate medical attention, and an ambulance ride to a local hospital. Traci offered to assist me even before I asked for help, and had me sit where she could keep an eye on me should my condition worsened. She was very attentive, and called for assistance immediately when I requested

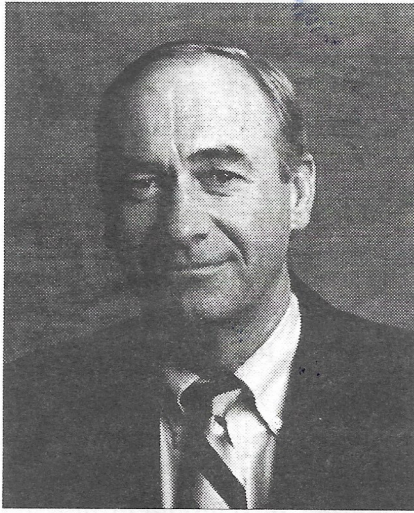
it. She was attentive and caring all the way through my ordeal. She made me feel like a friend; and I sensed her concern was genuine. Would you please tell her how much I appreciated her consideration that night?

Also, thank you for re-scheduling me for a flight out of the Cities the next morning. The reservation was made almost at midnight. I arrived home without further incident.

Again, thank you Northwest Airlink and Traci Meyer for your TLC.

Sincerely,

John Stengle



Safety and The Regional Airlines

Walter S. Coleman,
President, Regional
Airline Association

SINCE EARLY DECEMBER, the regional airlines have received an extraordinary amount of attention, mostly as a result of the regional airline accident in Hibbing in early December and, more recently with the announcement of a ground deicing rule. The Regional Airline Association, the trade association which represents Mesaba and 68 other member airlines, has had numerous calls from various elements of the media asking a variety of questions. Many of the inquires seek basic information, such as how large a segment of the industry the regional airlines represent, but most have asked questions about safety differences between regional airlines and "jet" airlines. I suspect that as employees of a highly visible and successful regional airline, you too have responded to similar questions from passengers, friends and family members.

We have found it has been necessary to conduct a rather extensive education effort on regional airlines for the media. The early press reports following the Hibbing accident compared regional airline accident date with the larger carriers. Much of this information was incorrect or improperly stated. For instance, many press reports presumed that turboprop airlines operated under different regulations than turbojet airplanes. We advised the reporters that airplanes with 31 or more seat operated under the same rules (FAR Part 121) as the larger jet transports and that nearly one third of the regional fleet and one half of the available seats on regional airplanes were operated under the same rules as the large scheduled air carriers. Some of the regional operators are in the DOT "national" airline category because their annual revenues exceed \$100 million.

There is no formal or strict definition of a regional airline and even though some of our members are "national" airlines under the DOT definition, we have our own definition. RAA defines regional airlines as primarily short-haul connecting smaller communities with hubs and larger cities operating mostly turbo-

prop airplanes with 70 or fewer seats. This definition captures the carriers operating aircraft with 30 seats or fewer (FAR 135) and larger air carriers such as Mesaba.

Regional airlines are playing an increasingly important role in the national air transportation system. Passenger enplanements are expected to exceed 51 million in 1993, compared with just 11 million in 1978, the year of deregulation. Service continues to be added in existing markets and new markets are being established, in some cases due to the transfer of routes from the major partner to their code-sharing regional. Airline analysts agree that the trends bode well for the future of the industry, and forecast that passenger enplanements will increase to 110 million by 2012.

AIRCRAFT.

The regional airline fleet continues to grow in size and sophistication. Many of the over 2,100 aircraft in service with regional carriers have the same cockpit displays and systems as the new larger turbojets. The regional airline fleet is newer on average than the turbojet fleet, with more than one-half of the aircraft in service less than 6 years old.

MAINTENANCE, TRAINING AND CREW EXPERIENCE.

Regional carriers are subject to more stringent federal regulations today than prior to airline deregulation in 1978. The maintenance requirements for all regional aircraft are virtually identical to those required of the large turbojet fleet.

Following a government and industry review of flight crew performance in the late 1980's several recommendations were made, including one to amend the training requirements so that pilot training for the smaller regional carriers would be virtually identical to the requirements to the operations of large aircraft. This change was supported by the regional airline industry. While the FAA has not yet issued the new regula-

(continued on page 4)

tions, many regional carriers have already adopted the anticipated new requirements and are now training their pilots under the same regulations as the major airlines. It is important to note that all regional airline captains are required to have the same air transport pilot license as the captains of large turbojet equipment.

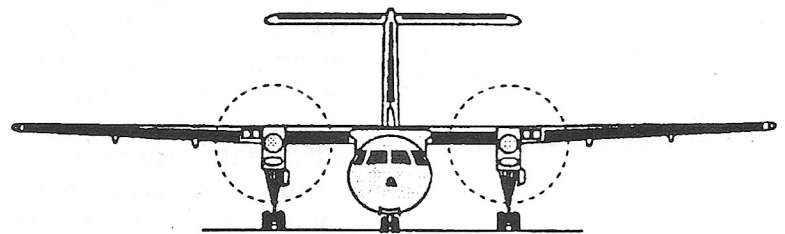
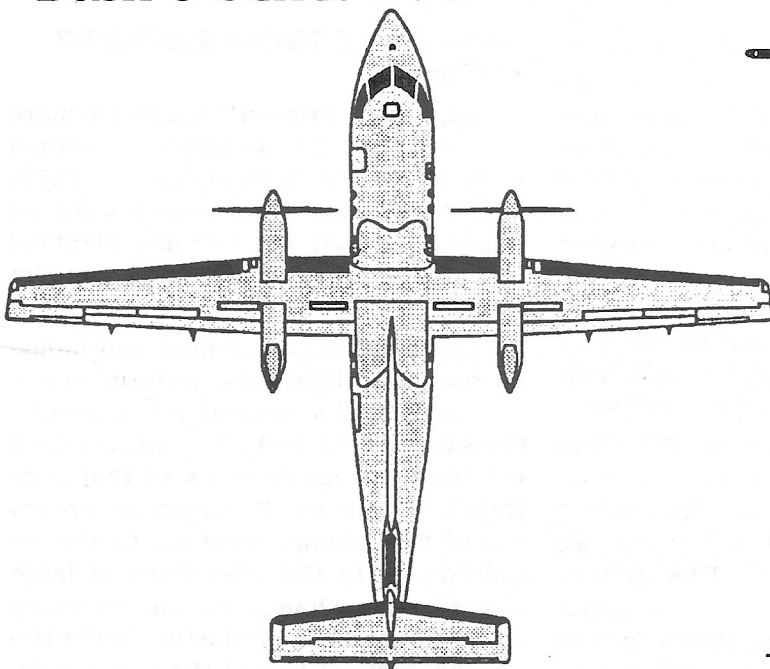
The slowing in the growth of the major airlines has reduced pilot turnover and contributed to an increased level of experience among regional airline pilots. The reduced demand for pilots has also resulted in a pool of highly qualified pilots from which to choose.

SAFETY.

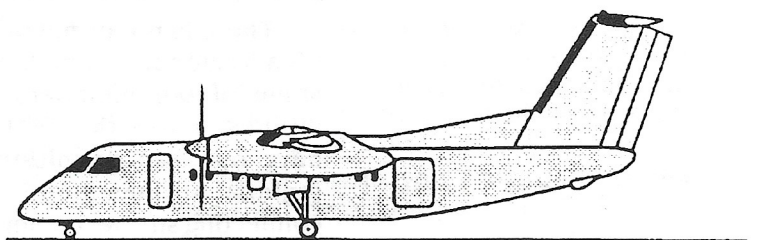
The number of regional airline accidents, measured against the number of departures, for the ten year period from 1983 through 1992 has decreased dramatically from the previous ten year period. There is a similar significant reduction for fatal accidents as shown in the accompanying chart. While the accident trend is down during these periods, analysis of the causes of the accidents and identification of the appropriate corrective action to prevent future accidents continues. The regional airline industry is committed to providing safe and secure transportation for our passengers.

Year	Total Accidents	Fatal Accidents	Departures (millions)	Total Accidents per 100,000 departures	Fatal Accidents per 100,000 departures
1983	18	3	2.87	.63	.11
1984	22	7	3.22	.68	.22
1985	21	7	3.08	.68	.23
1986	16	2	3.10	.52	.06
1987	34	10	3.20	1.06	.31
1988	23	2	3.84	.62	.05
1989	23	5	4.46	.52	.11
1990	14	2	3.99	.35	.05
1991	27	9	4.36	.49	.15
1992	23	7	4.63	.49	.15

**General Arrangement
Dash 8 Series 100**



WING SPAN 25.10M 85FT.
 LENGTH (OVERALL) 22.25M 73FT
 HEIGHT (OVER TAIL) 7.49M 24FT. 7IN.
 WHEEL TRACK 7.87M 25FT. 10IN.



NEWS IN REVIEW

MESABA MARKETING

WORLDVACATION PROMO AT THUNDER BAY

Mesaba/Airlink, Northwest, and WorldVacations recently sponsored a three day Professional Hockey Team (The Senators) promotion at Thunder Bay, Ontario. Two airline/vacation packages were awarded during the games including the grand prize which consisted of travel for two persons from Thunder Bay to Hawaii with five nights accommodations. In exchange for our prizes, we received an extensive amount of promotional coverage on TV and radio and in local newspapers.

Northwest WorldVacations is a popular product in the Thunder Bay area. Regional travel agents sell the product which features leisure destinations around the world. Passengers purchasing a WorldVacations package begin their travel in Thunder Bay on one of Mesaba's three daily flights.

Mesaba employees Eric Hanson (sales manager), Tim McDonald (sales representative) and Joelle Decouters (Thunder Bay station manager) were involved in the weekend promotion.

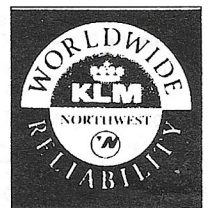
MINNESOTA TWINS PROMOTION

Mesaba/Airlink and the Minnesota Twins are participating in a joint marketing effort this Spring to promote airline service and Twins ticket sales in certain

cities served by Mesaba in Minnesota and South Dakota. As part of the promotion, persons who purchase Twins tickets are eligible for a drawing for a free weekend in the Twin Cities to watch an upcoming Twins game. Free air travel is included in the weekend get-away. Local Twins radio affiliates are coordinating the promotion for the Twins and Mesaba/Airlink. Cities included in the promotion include; Grand Rapids, Brainerd, Bemidji, Thief River Falls, St. Cloud, Aberdeen and Watertown.

NW/KLM'S CODESHARING OPENS WORLD TO AIRLINK CITIES

Thief River Falls to Amsterdam? Flint to Rome? Lincoln to Madrid? Are these connections hard to schedule and price from regional cities? And, should you be concerned about your bags? Not anymore under NW and KLM's new partnership which increases both major airline's presence in the U.S. and International destinations. The NW/KLM partnership has given passengers from Airlink cities tremendous connecting opportunities to more than 80 additional international destinations connecting through Amsterdam, KLM's hub location. Fares, schedules and baggage transfer are all online under the new agreement. Some of Mesaba's cities have already received KLM backwall signage and others will be receiving it in the coming months. The Northwest system, with KLM and Northwest Airlink, includes service to over 350 cities in 80 countries worldwide.



AIRLINE TRAFFIC FIGURES

	JAN '94	JAN '93	
Passengers carried:	98,616	92,491	
Available seat miles:	49,925,283	48,315,264	
Revenue passenger miles:	20,548,973	19,106,265	
Load factor:	41.2%	39.5%	
	FEB '94	FEB '93	CHANGE
Passengers carried:	102,202	91,978	11.1%
Available seat miles:	52,724,078	43,083,382	22.4%
Revenue passenger miles:	21,595,558	18,601,631	16.1%
Load factor:	41.0%	43.2%	-2.2 pts

METROS RECEIVE WARNING SYSTEM

Mesaba's fleet of Metro III's are having a new safety system installed in them. Ground proximity warning systems (GPWS) are being placed in the entire fleet of Metros by April 15 to satisfy new federal regulations requiring aircraft with less than 30 seats to have the new system.

(continued on page 6)

Northwest News Recap

compiled by
Tim McMullen

WELCOME TO THESE NEW MESABA EMPLOYEES:

NEW EMPLOYEES - JANUARY, 1994

Cheryl Thomas-Arndt, CSA CWA
Leanne Johnston, CSA YQT
Heather Miracle, CSA MSP
Robert Ambler, CSA MSP
Barrie Howden, CSA YQT
Robert Vick, CSA MSP
Ken Husted, CSA MSP
Jason Fabio, CSA MSP
Rodney Chess, CSA MSP
Thomas Thompson, CSA CMI
Nathalie Longtin, CSA YQT
Cary Reiss, CSA STC
Amy DeClercq, CSA MLI

NEW EMPLOYEES - FEBRUARY, 1994

John Kogl, Stock Clerk MSP
Donn Smallish, CSA DTW
Anthony Jay, CSA DTW
Joseph Hooper, CSA YNG
Shane Ptak, CSA DTW
David Babcock, CSA DTW
Lynette Bolle, CSA PIR
Tara Weiss, Records Clerk MSP
Robert Tokarski, CSA DTW
Danielle Brissette, CSA DTW
Erick Groebner, Stock Clerk MSP
Colleen Clemons-Sanford, CSA MKG
Ellen Stone, CSA DTW
Scott Miller, CSA DTW
Lisa Denison, CSA DTW
Gary Wallace, CSA YXU
Steven Moes, CSA DTW
Kevin Buchacher, CSA YXU
Brian Lacroix, CSA DTW
Thomas Jansen, CSA PLN
Patricia Cowell, CSA DTW
Syed Ahmad, CSA DTW
Robin Wlodkowski, CSA DTW
Hussein Beydoun, CSA DTW
Derek Lockhart, Avionics DTW
Yvonne Evans, CSA BMI

The following news has been recapped from Northwest PR Newswire and Star Tribune newspaper.

FEBRUARY 1

Northwest's spring flight schedule will feature new routes and expanded flights designed to enhance the airline's position as the No. 1 carrier between the U.S. and Japan. Highlights include an increase in Detroit-Tokyo nonstops from ten to 14 per week (twice daily service).

FEBRUARY 2

Northwest will immediately recall all remaining 102 pilots on furlough. This is the third recall announcement in five months bringing a total of 197 pilots back to line flying.

FEBRUARY 3

Northwest recalls furloughed flight attendants. In January 1993, Northwest furloughed a total of 772 flight attendants. They recalled 150 last summer, 200 in December and invited the remaining group to return to active duty in January.

FEBRUARY 8

Northwest will begin additional service from Austin, Texas May with one daily round-trip flight to the airline's hub in Minneapolis St. Paul. The airline will use 100-passenger McDonnell Douglas DC-9 aircraft.

FEBRUARY 9

NWA reported a net profit of \$10.5 million and an operating profit of

\$74.8 million for the quarter ended December 31, 1993.

FEBRUARY 10

Northwest will begin non-stop service from San Antonio, Texas to Detroit effective May 1. In addition to this new service Northwest will also begin service May from Jacksonville, Florida with daily roundtrip flights to Memphis and Detroit.

FEBRUARY 11

Northwest will begin jet service from Boise, Idaho to Minneapolis/St. Paul effective May 1. Northwest's regional airline affiliate Horizon Air, will re-schedule its flights to connect with North's new jet flights.

FEBRUARY 1

Northwest and KLM launch World Business Class service. This will offer customers one of the roomiest business class seats of any airline and a host of new foods and amenities to enhance the customer's comfort and personal control of the in-flight environment. "The message to our business class customers is clear - no matter where you travel in the world, count on KLM and Northwest to provide high standards of comfort, control and convenience" said Peter Hartman, KLM SVP - Customer Service.

NEWS IN REVIEW

(continued from page 5)

Mesaba's F27 and Dash 8 aircraft already operate with the new system.

The GPWS is a computerized device on the aircraft which alerts pilots when an aircraft's rate of descent is too rapid, when the aircraft is not adequately configured for landing or is not landing properly. The system works by monitoring the amount of space between the aircraft and the ground, relative to the aircraft's speed and landing configuration.

In a normal landing situation, when an aircraft's speed and landing configuration (wing flaps and landing gear) are all routinely engaged, GPWS is silent. If, however, an aircraft is too low for a landing, the system may signal a warning to increase altitude or make a change in position or configuration. The GPWS uses both voice and light warning systems to alert the pilots to potential dangers.

It takes approximately four days to install the new system in each aircraft and the cost is approximately \$35,000 per unit.

WELCOME TO COPPER COUNTRY!

Each issue, *Mesaba On The Move* profiles the to-do's at one of the company's destinations. To include your city in a future issue, send information to: Newsletter Editor, 7501 26th Avenue, Minneapolis, MN 55450

CONGRATULATIONS!

MARRIAGE ANNOUNCEMENTS

Daniel Fenton on his marriage to Jennifer.

Thomas Geerlings on his marriage to Lisa

Linda Lyngholm (Lanou) on her marriage to Jim.

Wendy Wood (Havey) on her marriage to John.

BIRTH ANNOUNCEMENTS

Carol Fischenich and her husband on the birth of their daughter Katherine.

G ordy Rather and wife on the birth of their daughter Cassandra

Doug Bond and his wife on the birth of their son Mitchell.

William Heher and his wife on the birth of their son William.

COMPANY PROMOTIONS

Paul Archer, Customer Service Supervisor in Detroit (1-16-94)

Tim Callahan, Customer Service Manager in Roanoke, WV (1-16-94)

Steve Torszell, Chief Inspector in Detroit (2-21-94)

What's the four letter word for Copper County? Snow!

Are you looking for a winter wonderland? Come to the U.P. CMX offers a wide variety of winter fun for all; cross country skiing, snowmobiling, snow shoeing, skating, ice fishing, down hill skiing, and if your feeling lucky, we have a gambling casino located about 25 miles from Houghton. We have three car rental agencies located at the airport including Hertz, Avis and National. A variety of hotels are located throughout the area, including Best Western, Super 8 and the Mesaba favorite, "The Arcadian Acres" and a variety of other motels. Come for a weekend at the Eagle River Condominiums, spacious 1 and 2 bedroom units, approx. 20 miles from the airport, right off the snowmobile trail - it runs around 110 miles long - Mesaba employees will receive a 10% discount off of the rate. Just call Dan or Amber Jackson for more information at 1-906-337-4649.

Interested in snowmobiling? Call Dan's Polaris rentals and ask for Jack. He is offering a 10% discount for Mesaba employees and their friends and his daily rentals of \$85.00 per day. Just call 1-800-858-4869 and ask for Jack and he'll set you up - reservations are recommended.

Cross Country Ski rentals call 1-906-

337-4520 for rental information from the cross country sports store. They maintain a trail that is comparable to the Calgary Olympics.

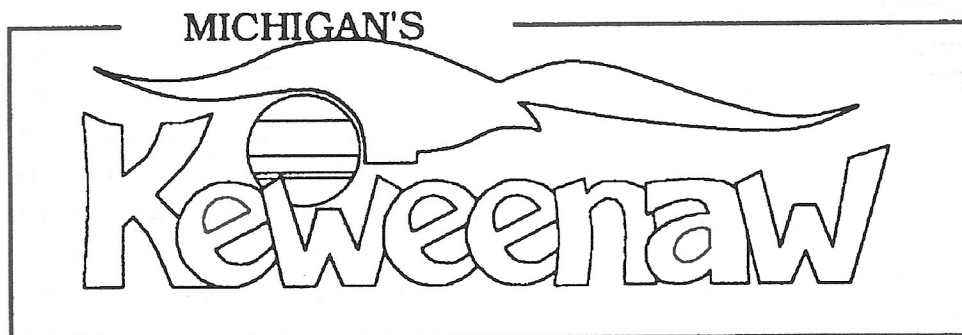
Downhill skiers, we have the porcupine Mountains which has the highest vertical drop in the Midwest and is located approx. 50 miles from the airport. They offer full rental equipment and cross country ski trails. Just call 1-906-885-5275 for information. Also located approx. 5 miles from the airport is Mount Ripley, they offer full rental equipment for about \$35.00 a day which includes your daily pass.

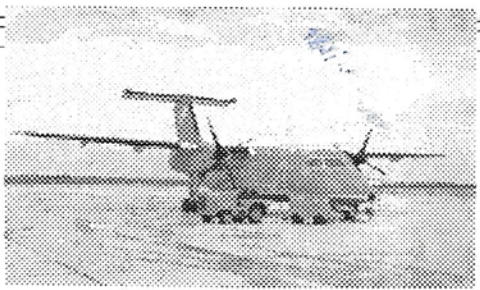
Ice skating is available at four arenas in the area, but you need to bring your own skates.

For the ice fisherman, you can come up here and catch all the ice you want with no limit and no license fee. Seriously now, we have the Chassell Bay for Great Northern Pike, Keweenaw Bay for wonderful Lake Trout and Whitefish, and if your fish "tale" is just that we even have the Lake Superior fishery open so you can actually buy your "tailed" catch.

The Keweenaw offers many cross country ski races throughout the winter months, along with the Copper Country Classic dog Sled Race, the Delaware Ride in Snowmobile Festival, and the famous MTV Winter Carnival. For the date and more information call the Keweenaw Tourism Council at 1-800-338-7982.

If you have any questions please feel free to call the CMX station and we will be happy to help you out. We will guarantee the snow and you can take as much home with you as you like.





MesabaOnTheMove

Mesaba On the Move is published bi-monthly for employees of **Mesaba Aviation**. Stories, ideas and points of interest are encouraged from employees. Send information to *Mesaba On the Move*, 77501 26th Avenue S., Minneapolis, MN 55450.

Mesaba Aviation is an equal opportunity employer.

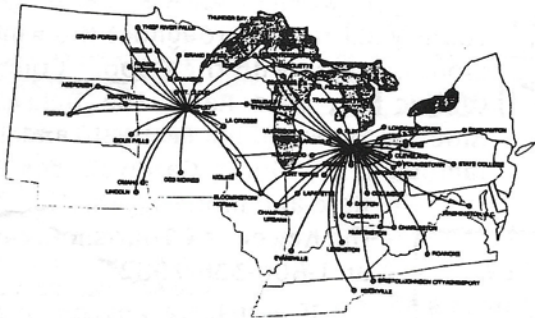
NEWS IN REVIEW (continued from page 6)

CHECK UP FOR DASH 8'S

If it seems like we have one less Dash 8 flying the system lately, it's because every two weeks, one aircraft is being rotated out of the system for what's called a C check — a 3,000 hour maintenance inspection. The C checks are done in Clarksburg, W.V. and a thorough inspection of the aircraft's fuselage and operating parts. In addition, the aircraft are having an insulation modification performed during the maintenance inspection. To date, nearly 12 of the aircraft have received a C check inspection. Carl Millican, Director of Quality Control said there is a potential that C checks may be changed to every 4,000 hours in the near future under a policy change by the Canadian Department of Transportation. A Dash 8 flies nearly 2,500 hours a year so such a change would help defray maintenance expense.

MesabaOnTheMove

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