

# MESABA **ON THE MOVE**

A MONTHLY NEWSLETTER PUBLISHED FOR EMPLOYEES AND FRIENDS OF MESABA

**VOL 1 • NO 5 • MARCH 1987**

## NEWS UPDATE

### Northwest Pass Agreement in Effect

Mesaba and Northwest's pass agreement has been amended and is now in effect. The agreement is a good one for both airlines as it gives employees and eligible family members from both airlines privileges to enjoy discounted travel on both carriers.

Following are a number of the highlighted points of the new agreement:

*continued on page two*

### Charter Service Continues to Build

Mesaba's Charter service continues to grow as more and more groups and organizations realize the ease and comfort of chartering their own aircraft.

One of the areas in which the charter service has been particularly appealing is in the area of transporting athletic teams to and from away games. Indeed, in January and February, Mesaba flew charter flights for the University of Minnesota's mens basketball team, North Dakota States's mens basketball team, Michigan Tech's hockey team and the University of Wisconsin's hockey team. The flexible charter service works out fabulous for the teams that need to come and go at unusual hours. In addition, a Fokker's 48 seats is perfect for the size of a team with players and coaches.

Chartering is far from all "fun and games though," said flight attendant Mary Prigge, who was part of a flight crew which, due to high wind, was stranded in Marquette, Michigan on



The University of Minnesota men's basketball team has been a user of Mesaba's special charter service

February 7th for almost 20 hours. With members and coaches of the Wisconsin hockey team, who (incidentally) won their game against Michigan, the flight crew waited out the storm in the Marquette airport.

Other organizations and businesses that have chartered flights include the St. Paul Chamber of Commerce Orchestra, Best Buy Storestores and other Twin Cities businesses.

### Additional Service to DSM-LNK in April

Effective April 1, 1987, Mesaba will add a morning round-trip flight (Mesaba's third flight) to Lincoln, Nebraska which will include a one-stop in Des Moines between Minneapolis/St. Paul and Lincoln. The return flight will be a non-stop from Lincoln and the Twin Cities. The flight will be Mesaba's second daily flight to Des Moines, Iowa.

*continued on page three*

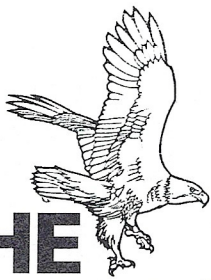
### March Bookings Look Very Good

March's early boardings point towards the possibility of setting a monthly record for passengers carried. Mesaba's busiest month ever occurred in July of 1986 when Mesaba carried 28,311 passengers.

The advance boardings are encouraging, particularly for March, a month in which passenger travel is usually softer than other months.

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# THE EAGLE'S NEST

LETTER FROM THE PRESIDENT

By Robert D. Swenson

## Greetings to our Employees

We have been very fortunate the past few months with the warm weather and we hope that it continues to be unseasonably mild. However, as you well know, in this part of the country, we always hope for the best and expect the worst. I am pleased to report that in January, Mesaba boarded 24,340 passengers system-wide. Considering that last January, we carried only 13,559 (which, incidentally, then seemed like alot), we are moving in the right direction. We also set several new boarding records in February, with over 1,272 passengers carried in one day. Congratulations on a new boarding record!

Very recently, all employees should have received Mesaba's third quarter results. As printed in last month's newsletter, we were pleased to report that Mesaba earned a net income of \$132,306 during the third quarter ended December 31, 1986. While this is good news because it reflects a turn towards profitability, we still have a net loss of (\$507,692) for the past nine months. We do not anticipate a profit during this fiscal year. However, we are optimistic about continued movement towards profitability.

As many of you know, David Knudson, Vice President of Finance, has decided to leave the Company for personal reasons. I am sorry to see Dave go as he has been a tremendous asset to our Company and a great friend to many in our organization. We are at this time looking for a person capable of filling the position that Dave is leaving. As soon as such a person arrives, I will let you know.

On another matter, as I am sure you've read, the F.A.A. has recently proposed regulations which would require all airlines to implement drug testing programs in their organizations. While the regulations are still under review, I hope that all of our employees are aware that the use of drugs and alcohol have a very negative effect on safety and productivity and that use or abuse of them is certainly not tolerated by our organization. There will be a time in the near future when testing is a requirement for all airlines, including ours. Alice Ferdinand in Personnel and I are working with the industry to attempt to keep such a program fair and balanced. We all need to assure the utmost in safety and prevent and eliminate any drugs in our business.

We are very pleased with the high number of bookings already listed for March and we look for a very busy month. Please continue to give our passengers the personal and reliable service for which Mesaba is known.

My best personal wishes to all of you.

Sincerely,

P.S. I hope you join many others in our organization in our Company Ski-Night-Out at Afton Alps on March 5th. Call Public Relations and talk to Charlean for rates and more information.

## NORTHWEST, continued

1. All Mesaba full-time and part-time employees, who have been employed at least 6 months, are eligible for unlimited Northwest domestic (includes Alaska and Canada) passes at a cost of \$30.00 round-trip.

Unlimited passes are also available to the Grand Cayman Islands and Mexico at a cost of \$70.00 round-trip.

2. All Mesaba full-time and part-time employees, who have been employed for at least (2) years of service, can make one (1) application for the employee and/or eligible family members for Hawaii, or International passes (Pacific or Atlantic Region). Thereafter, the employee may make one (1) application per calendar year for International passes and one (1) application every two (2) years for Hawaii passes.

Hawaii passes available at a cost of \$70.00 round-trip. International passes at a cost of \$140.00 round-trip.

As with any reduced revenue travel pass agreement, there are certain boarding, reservation and dress policies that must be very closely followed in order to take advantage of the travel privileges. Look for an update with more information soon from Mesaba's pass bureau.



The Mesaba On The Move is published monthly by Mesaba Aviation Inc.'s Public Relations department. The Editor accepts for publication, written stories related to Mesaba and its operations. Also accepted are comments and ideas regarding the content of the publication. Mesaba On The Move is written especially for employees and friends of Mesaba Aviation, Inc.

Editor and Publisher Douglas P. Fulton

Co-Publisher Charlean Sabo

Staff Photographer John Ehlert

Monthly Saying:

"The person that loves himself will have no rival"

## Former Tower Chief Consults for Mesaba

Les Case, former Hub Manager of the Minneapolis/St. Paul Air Traffic Control Tower, is currently working as a consultant with Mesaba in the areas of scheduling and air traffic matters.

"Les is helping monitor our airline's air traffic delays and he works with Mesaba's scheduling department to see if improvements can be made in arrival and departure times," said Larry McCabe, Mesaba's Vice President for Airline Operations. "His vast experience with air traffic has been very useful to our flight and scheduling departments."

Mr. Case was employed with the F.A.A. for 26 years, during which time he spent working in many major cities nation-wide. In 1973, he was promoted to Tower Chief in the Twin Cities where he was responsible for controlling all traffic at the Minneapolis/St. Paul International Airport and several other regional airports in the Midwest. He later was promoted to Hub Manager where he supervised all of the tower chiefs in Minnesota.

Having retired in 1985, Mr. Case now spends the majority of time consulting for various aviation entities. As a liaison between Mesaba and the F.A.A., Les says he "enjoys the very knowledgeable and (friendly) persons at Mesaba with whom he works."

Les, a member of the Airport Kiwanis Club, and his wife, Peggy, reside in Burnsville.



Les Case, Air Traffic Consultant for Mesaba

**New Flight Effective April 1**

MSP 8:00a	DSM 9:05a 9:15a	LNK 10:05a
LNK 10:30a	MSP 12:05a	

## The Mesaba Stork Flies Again

Congratulations go out to Mesaba employees Dee Punton and Mary Cornelius, both whom recently gave birth to February baby boys.

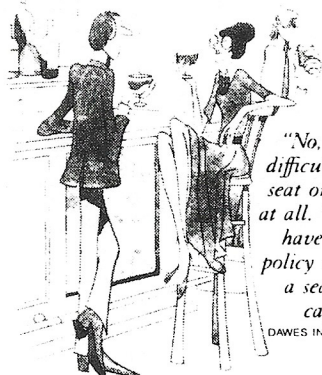
Dee Punton, Mesaba's Director of Reservations and Charter Sales, gave birth to Kyle Michael on February 22. Kyle weighed in at 8 pounds 11 ounces. Dee and Kyle are doing fine, but husband Mike is still a basketcase!

Mary Cornelius, flight attendant, gave birth on February 20, to little Brent Fredrick, who weighed 6 pounds 10 ounces.

Both mother and baby are doing fine. Congratulations to both Dee and Mary. You can bet their hands are full now!

## Daily Boarding Record Set

On February 18, 1987, Mesaba set a new daily boarding record having carried 1,272 passengers in a single day. The previous record day was set during last July when the Company carried 1,241 passengers in a single day.



"No, it wasn't difficult getting a seat on the flight at all. The airlines have this cute policy of reserving a seat for the captain."

DAWES IN COSMOPOLITAN

## MESABA

### Ski Night Out

Where: Afton Alps Ski Area  
When: Thursday, March 5th  
What time: 5:30p.m.-10:00p.m.



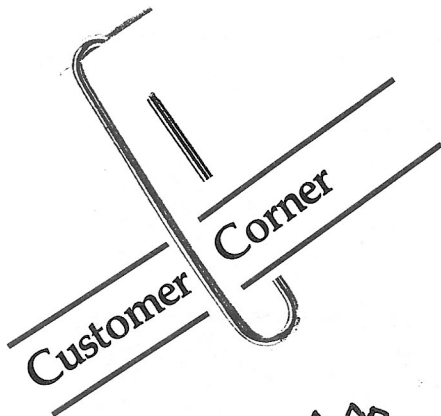
Join your friends and other Mesaba employees for a Ski Night Out

#### Special Rates

Rental \$7.00  
Pass \$7.00  
Lesson \$3.00



Call Doug and Charlean in Public Relations for more information!!



February 6th, 1987

Dear John Tobin:

I would like to take this opportunity to thank you for the courtesy extended to me last week. By accommodating my departure at a later time on Thursday the 29th, it allowed me to make a necessary appearance before the Legislative Appropriations Committee. I appreciate the courtesy that you extended to me and (I) have expressed it to others.

Cordially yours,  
Robert J. Kean South Dakota Advocacy Project, Inc.



December 1987

Dear Mesaba Customer Relations;

I flew Mesaba last weekend for the first time. All (the) employees I came across were very kind and friendly, especially the ones in Bemidji, Minnesota. I was traveling non-revenue and was bumped on my return in Bemidji. The employees working there that day were the best. They treated me like they would a paying passenger even though I was on a pass. Thanks too, for the pass benefit.

Thanks for having such good employees!  
Jill Gannaway Northwest Airlines



January 28, 1987

Dear Mesaba Pass Bureau;

Earlier this month, I had the privilege to participate in your free travel program for travel agents. I was extremely impressed with your prompt and very courteous service! I appreciate your willingness to share your product with me, so I can better service my clients.

Thank you again for the opportunity to travel on Mesaba Northwest Airlink!  
Sincerely,  
Gina Mae Luhman  
Travel Consultant Brighton Travel



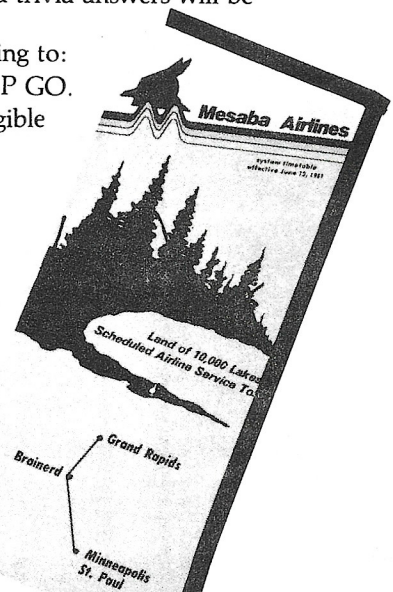
# MESABA *Trivia*

In what has become a monthly contest, Mesaba On The Move presents Mesaba Trivia, a monthly question quiz on Mesaba. Employees that answer each question correctly will be entered into a drawing to win a dinner for two to be drawn each month. The previous month's winner and trivia answers will be printed each month.

- On a separate piece of paper, send answers in writing to: Mesaba On The Move, Mesaba Newsletter, Comat MSP GO.
- Only Mesaba part-time and full-time employees eligible
- One winner per month.

1. What year was Mesaba Aviation, Inc. founded?
2. What city was the company originally founded in?
3. Name at least nine brands of aircraft that Mesaba Aviation has used in its fixed based, scheduled and charter services since its founding.
4. What is the effective date on the schedule whose cover is shown here? (Month, date, year.)
5. How many passengers did Mesaba carry in and out of Duluth in January, 1977?

6. Before the January 15, 1987 schedule change, how many landings do Mesaba Aircraft make a week on the entire route system? (clue: weekend service is less than week service, so do not figure one day and multiply by seven)
7. How many gallons of fuel does a Metro III aircraft hold?
8. How many gallons of fuel does a Fokker F27 (model 200) hold?



Name the year this schedule was published

## New Employees

A hearty welcome aboard to all of the new employees that joined Mesaba during the past month!

### Full-time

James Atkinson	A&P Mechanic	MSP
Bill Cast	Parts Clerk	MSP
Sara Rugloski	Word Proces - Flight	MSP

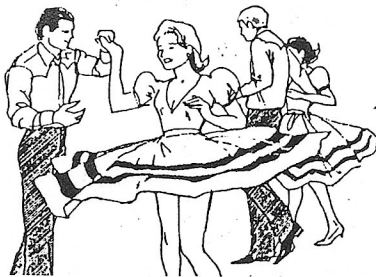
Gloria Jansen	Data Entry - Maint	MSP
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*Martin Lewandowski	CSA	LNK
*Jeff Neumann	A&P Mechanic	MSP
*Norm Linsey	A&P Mechanic	MSP

### Part-time

Dino Tyler	CSA	MSP
Gary Schuk	CSA	MSP
Connie Mork	CSA	BKX
Lavai Schwalm	CSA	ATY

\*To full-time from part-time



## March Birthdays

Happy Birthday to the following persons who were lucky enough to be born in March.

Birthday Boys & Girls	March
Ella Zier	1st
Pamela Pankratz	3rd
Lori Durst	7th
Jon Schlegel	9th
Mary Prigge	12th
Tracy Knight	13th
Lori Gallant	14th
Richard Jecha	16th
Linda Lundeen	16th
Andrea Peura	16th
Jackie Dubois	17th
Steven Glasser	17th
Michael Irving	18th
Mark Schneewind	18th
Charles Fenton	19th
Quynh Nguyen	19th
James Atkinson	20th
Curt Sommer	20th
Mark Hauer	22nd
Richard De Roma	25th
Roger Lien	29th
David Claypool	30th
Carolyn Hammer	31st

## Mesaba featured in Commuter Air's Dec. Issue

Mesaba's President and CEO, Robert D. Swenson, and a Mesaba Metro III, appeared on the cover of the December issue of Commuter Air, one of the regional airline industry's most widely distributed monthly publication. Inside appeared a four page story on Mesaba, its history in air service and an insight on what makes the Company tick.

Free lance reporter and photographer, Jay Sellmen, an employee of Piedmont Airlines who wrote the story, visited Mesaba in November to gather information about the Company and to visit with Company personnel.

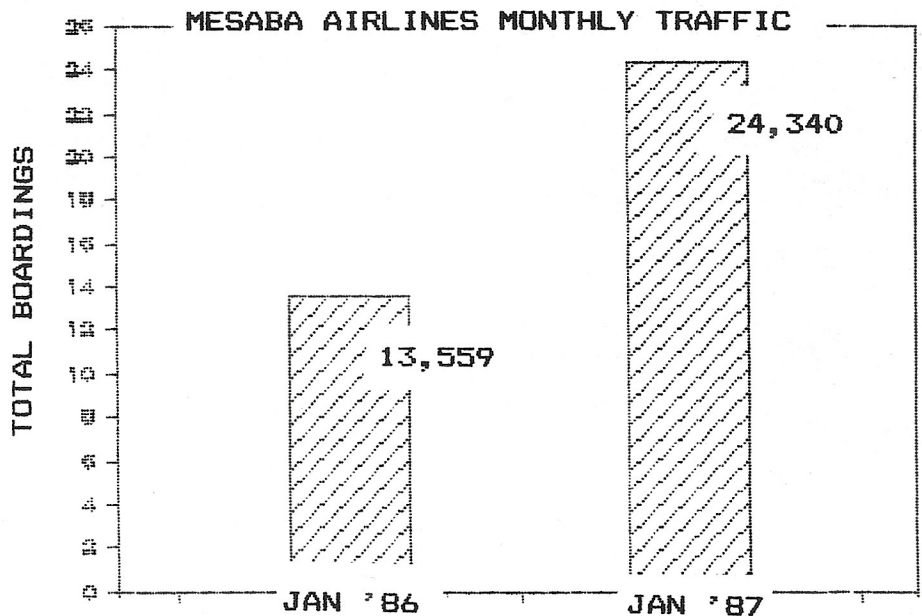
The article focused on Mesaba's history in air service as well as how recent changes in the major airline industry have affected regional carriers. Jay Sellman said, "Mesaba is one of those regional airlines that has continued to grow, operating profitably, year after year. We decided to do a story on Mesaba to find out about its history." Sellman also said that Commuter Air has historically concentrated on Eastern carriers. A story on Mesaba would help cover a solid Midwest carrier.

A photocopy of the article may be received by contacting Public Relations.



## January Traffic Up 70%

During the month of January, Mesaba carried 24,340 passengers, representing a 70% increase over 13,559 passengers carried during January of 1986.



Mesaba's January boardings reflect a 70% increase over boardings from last year. A great month, the first of many to come during the year.

# A MESABA CLOSE-UP

## Flight Department Making Good Use of Simulator Training

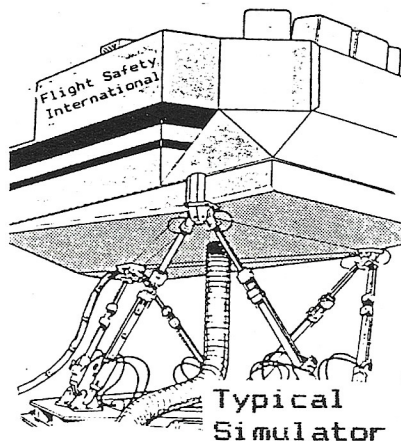
One of the greatest technological advancements in airline training in recent years has been the improvement and increased use of simulators for airline pilot training. Indeed, many of the industry's major carriers have already or are currently developing their own in-house simulator training programs. Following suit, many regional carriers are now also beginning to incorporate simulator training into their own pilot training programs as F.A.A. regional aircraft simulators become more economically and readily available for use.

Mesaba's flight department, has been utilizing a Metro III simulator training program since taking delivery of the Metro aircraft in March of 1986. The simulator program, according to Doug Swanberg, Chief Pilot for Mesaba, "has been extremely successful for Mesaba." So much so, in fact, that Mesaba is now developing a simulator training program for the Fokker F27 aircraft.



Doug Swanberg

The reason for the trend towards aircraft simulator use is logical; training in a simulator requires less money, time and actual aircraft use that would otherwise be needed if the pilot training had to be done using a carrier's actual aircraft fleet. Swanberg elaborated, "By



using a simulator, our training is much more realistic and practical. We can train two pilots at the same time, we can simulate any type of flight situation and we do not have to work around A.T.C. or wait for incoming or outgoing traffic." Mesaba's Metro III simulator training is contracted with Flight Safety International, an aircraft simulator company, whose Metro III simulator facilities are located in San Antonio, Texas. Mesaba pilots Swanberg, Fran Einarson, Mitch Hagen and Peter Johnson were the first to go through the Metro program last March. As of late, over 40 pilots from Mesaba have been through the program.

"The initial training program is designed to run 20 days," said Mitch Hagen, one of Mesaba's Metro III flight managers. Pilot trainees spend 10 hours as the flying pilot and 10 hours performing the duties of a non-flying pilot. According to Hagen, the majority of the Metro III training can be completed in the simulator itself. The only functions the pilots need to complete in actual aircraft before taking to the line after the simulator training, are three (3) take off and landings and several circling approaches.

One of the great advantages of using a simulator for training is the wide variety of situations that we can expose the pilots to, said Fran Einarson, another Mesaba flight manager. "The simulators accentuate weaknesses and thus, everyone has a better idea of what areas they need to work on. With over 150 different aircraft failures programed into the simulator computer, a pilot going through the program can experience about any conceivable type of flight irregularity. That helps to "train our pilots exactly the way we want to," added Mitch Hagen.

The simulator works this way. In a carefully constructed cockpit, which is designed to look and feel exactly like the real aircraft, two persons are able to sit, just as in a real aircraft. The cockpit, which is dark, sits on top of several hydraulic legs used to give the feel of real motion. The pilots are able to take turns flying the aircraft and performing the various functions which are being put before them. In a seat, behind the cockpit, an instructor sits. That person has access to a panel, out of sight to the flight crew, which controls the simulator's computer. From there, the instructor can create any problem or flight situation needed, to fulfil the airline's training program.

Mesaba's Fokker F27 simulator program is a relatively new for the Company, having been F.A.A. approved in February 1987. To date, F27 flight managers Mark Langer and Brian Hopper have cycled 8 pilots through the program using a U.S. Air owned Fairchild F27 simulator located in Pittsburgh, Pennsylvania. Doug Swanberg said the Fokker training would initially provide only recurrent training for Mesaba's Fokker crew members, as opposed to initial and recurrent training in the Metro simulators. However, since captains go through recurrent training every six months and first officers every twelve months, simulator training can still be very effective training tool.

Consider that by using a simulator, two persons can be training at the same time and be performing a larger number of functions. In addition, the simulator training saves hours and maintenance costs on an airline's otherwise used actual aircraft.

However, the costs of training can still be significant. But by leasing the time in the simulators, as most regional airlines do, the tremendously high cost of purchasing simulators may be avoided while still reaping the savings of using them. Full-motion simulators today can cost anywhere from 3 - 8 million dollars depending on the unit and special capabilities. Advanced training devices, which are simulator programs without motion, are still in the \$400,000 - \$1,000,000 range.

So, in an industry where high quality training is so very critically important, airlines must continue to forge ahead in newer and more efficient ways. For the Mesaba flight department, simulator training is allowing them to do just that.