

MESABA **ON THE MOVE**

A MONTHLY PUBLICATION PRODUCED ESPECIALLY FOR EMPLOYEES AND FRIENDS OF MESABA AVIATION, INC.

FEBRUARY 1989 * VOL 2. * NO. 10

Mesaba's New Hangar : View

A Look at the Airline's Modern Facility.

Mesaba officially moved into its new maintenance and general office facility in November 1988, sixth months after the beginning of its construction. Going on its fourth month in the new building, the airline is already beginning to realize the efficiencies associated with a bigger, more modern facility.

The building itself features a total of 80,000 square feet of room, with over 54,000 square foot designated solely to the maintenance hangar and related maintenance shops. The aircraft hangar measures 225 feet by 229 feet and is 63 feet high. It was designed large enough to hold up to three Fokker F27 and three Metro III aircraft simultaneously - although it has proved to hold more. During a recent cold spell, maintenance had six F27s and two MIII inside,



Mesaba's new hangar accomodates more than twice the number of aircraft than the regional airline's former facility.

according to Dan Kelly, Assistant Director of Maintenance. He added, "We had enough room for two more Metros."

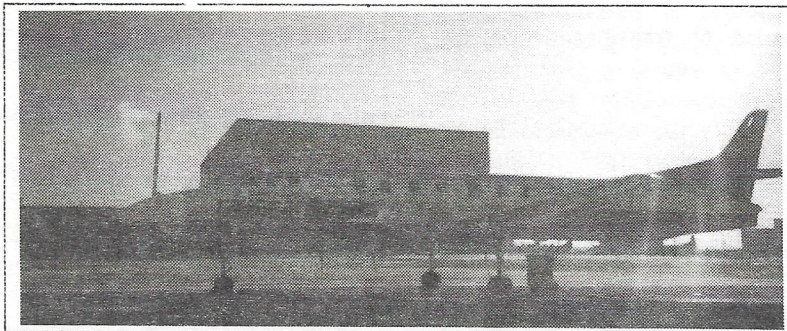
Room and extra space are two of the added benefits of the new facility. Roger Lien, Supervisor of Maintenance said, "Its easier to get the airplanes in and out compared to our old hangar. That's great." The new facility also has better

lighting and heating, not something to take lightly. "Definitely, its easier to keep clean, and the lighting is better," said mechanic Jeff Wilson. The hangar features forty-two 1000 Watt lights which reflect a very strong light off the hangar walls and light gray painted floors. In addition, the hangar is heated by gas-fired radiant heaters which keeps the temperature comfortable inside when outside may be 30 degrees below zero.

Other things are easier too. For instance, said Lien, the new run-up pad is located only five minutes away. At the old hangar, sometimes two runways had to be crossed before an airplane could be positioned for a run-up test.

In addition to the hangar, the new building also features three floors of office space to support other aspects of the company's administration. Personnel, for example, is located on the first floor, in a

Is it Spring... Yet?



After several weeks of extremely cold weather, the warm sun over this aircraft looks refreshing.

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Letter From The President

February 1989

Dear Employees:

Recently the Federal Aviation Administration (FAA) published its rules on establishing procedures for drug testing in the airline industry. Since we will be effected by the new rules, which take effect this year, we are in the process of drafting a program which complies with the FAA's mandated ruling.

Specifically, the FAA has ruled that flight crews, flight attendants, flight instructors, ground instructors, aircraft dispatch, ground dispatch, aircraft maintenance and all employees who are involved with security and screening be tested under the program. The six types of testing that the FAA wants implemented are pre-employment, periodic, random, accident/incident, reasonable cause and return to duty testing.

Our program must be submitted to the PAA by April 20. After that, assuming it meets with their approval, our pre-employment tests (modified) will begin in June/July and the other types of drug testing in December of 1989.

Although I personally do not believe in random testing, (and I am sure many of you feel the same way), the FAA has mandated that airlines include random testing in their program and so we will be forced to make it part of ours.

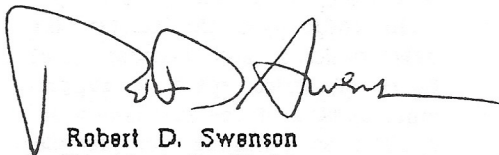
There are many questions yet to be answered about the new program and there may be changes as we go forward. However, I want all of our employees to be aware that drug testing will become the law in this industry this year. As more information become available, we will make every effort to get it to you.

On the subject of operations, I want all of our employees to know that aircraft cleanliness and refurbishment is getting a greater amount of attention. We will soon be emphasizing heavy cleaning in the Twin Cities, Detroit, Central Wisconsin and Grand Rapids. Further, greater attention will be paid to the interiors of our airplanes. New seats have arrived and been installed in Fokker #N60AN. We all know it is very important to operate clean airplanes for our passengers.

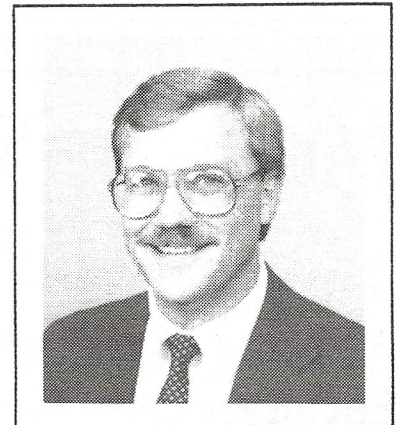
Additional aircraft continue to arrive for our Detroit expansion, however, not as quickly as we would like them to. We have scheduled eight F27s overall on our system in March, and while we hoped to be able to operate more by then, we still have aircraft in the overhaul shops. By early this summer (later than we originally projected), we expect to be operating a fleet of fourteen F27s, of which eleven aircraft will be scheduled into service. When all of our aircraft arrive, it is our objective to have one spare airplane type, per hub, on our system for schedule reliability.

Thank you for your help during this period of transition.

Sincerely,



Robert D. Swenson
President & Chairman



AirTran News

3rd Quarter Dividend Paid

AirTran Corporation reported on February 8, 1989 it was paying a \$0.03 per share dividend to holders of its common stock with respect to the quarter ended December 31, 1988. The record date for determining holders of common stock entitled to receive the dividend is February 17, 1989. The payment is to be paid on or about March 6, 1989.

Company Reports Third Quarter Income

Mesaba's parent company, AirTran Corporation, reported earnings of \$293,000 or 8 cents per share for the quarter ended December 31, 1988. This compares with earnings of \$272,000 or 8 cents per share for the same quarter last year.

Mesaba On The Move is published monthly by Mesaba's Marketing and Public Relations department for employees and friends of the Company. The newsletter accepts for publication stories and articles related to Mesaba, AirTran Corporation and any of its employees or operations. Send all information to: **Mesaba On The Move** - 7501 26th Avenue South - Minneapolis, MN55450.

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Editor Douglas P. Fulton

AIRTRAN CORPORATION

Financial Summary	Three Months Ended December 31,		Nine Months Ended December 31,	
	1988	1987	1988	1987
(in thousands, except per share data)				
Operating revenues	\$ 7,916	\$ 7,175	\$ 24,337	\$ 21,756
Operating income	\$ 502	\$ 508	\$ 2,436	\$ 2,512
Net income	\$ 293	\$ 272	\$ 1,441	\$ 1,318
Net income per share				
primary	\$ 0.08	\$ 0.09	\$ 0.44	\$ 0.43
fully diluted	\$ 0.08	\$ 0.08	\$ 0.41	\$ 0.38
weighted average shares outstanding				
primary	3,817	3,040	3,321	3,058
fully diluted	3,915	3,626	3,728	3,660
Operating Statistics				
Revenue passengers carried	93,581	88,275	296,141	286,781
Available seat miles (000)	42,262	38,915	130,072	115,029
Revenue passenger miles (000)	22,134	19,728	69,310	62,717
Load factor	52.4%	50.7%	53.3%	54.5%
Yield per revenue passenger mile	\$ 0.338	\$ 0.336	\$ 0.327	\$ 0.322
Operating costs per available seat mile	\$ 0.173	\$ 0.169	\$ 0.166	\$ 0.165

Earnings for the nine months ended December 31, 1988 were \$1,441,000 or 41 cents per share compared to net income of \$1,318,000 or 38 cents per share for the same period a year ago.

Operating revenues totaled \$7,916,000 for the quarter, an increase of 10% from \$7,175,000 in the third quarter of last year. For the nine months ended December 31, 1988, operating revenues increased 12% to \$24,337,000, compared to \$21,756,000 for the same period last year.

Revenue passenger miles increased 12% to 22.1 million for the current quarter compared to 19.7 million during last year's third quarter. Available seat miles for the quarter rose 9% to 42.3 million from 38.9 million flown last year. The Minneapolis-based carrier's third quarter system-wide load factor was 52.4%, up from 50.7% reported last year.

Robert D. Swenson, President and Chairman of AirTran, said, "We are pleased to report strong earnings during a quarter in which we both began service at our new Detroit and Milwaukee hubs and added capacity to our existing Minneapolis/St. Paul system."

In December, Mesaba implemented new service at Detroit, MI; Milwaukee, WI; Cleveland, Dayton, Akron/Canton, OH; and Erie, PA. In addition, the carrier replaced Northwest service between Minneapolis/St. Paul and Wausau/Stevens Point.

57% Increase in January Passengers

Mesaba reported a record 40,845 passengers in January, a 56.6% increase over 26,086 passengers flown during the same month last year. The carrier said it had a system-wide load factor in January of 51.7%, compared to a load factor of 49.1% last year.

The regional airline attributed the majority of its traffic increase during the month to additional service implemented at its new Detroit hub. In January, Mesaba implemented new service at Flint, Traverse City and Pellston, Michigan.

Mesaba operates as Northwest Airlink under a major marketing agreement with Northwest Airlines at the Minneapolis/St. Paul International and Detroit Metropolitan Airports. The regional carrier currently provides scheduled airline service to 30 airports in the ten states of Illinois, Iowa, Ohio, Michigan, Minnesota, Nebraska, North Dakota, Pennsylvania, South Dakota and Wisconsin.

The Company also operates an aircraft charter division based in the Twin Cities and a fixed base aviation operation in Grand Rapids, Minnesota.

New Hangar is Beneficial in Many Ways

Continued, From Page one

very accessible area for company personnel and prospective employees. The building's second floor was built around the concept of training rooms, so that the company's various operating departments would have an easy, efficient place to conduct training for new employees as well as recur-



The new hangar measures 225 feet by 229 feet and is 63 feet high.

rent training for current personnel. On any given day, a visitor will note that most of the building's ten training/conference rooms are in use.

Mesaba's interest in constructing a new maintenance facility goes as far back as 1985, as the airline was expanding and taking delivery of its second and third Fokker aircraft. In September, 1985, Mesaba President Robert D. Swenson wrote a letter to Jeff Hamiel, Executive Director of Metropolitan Airports Commission (MAC), expressing an interest in obtaining property on the airport to build a new hangar. In the letter, Swenson pointed out that acquiring additional F27s meant the company might have need of more space at a later date. That would later turn out to be very true.

Two years later, in 1987, Mesaba signed a land and lease agreement with MAC and began the long

process of planning, financing and finally constructing a new facility. Interestingly enough, the property which Mesaba secured was the last

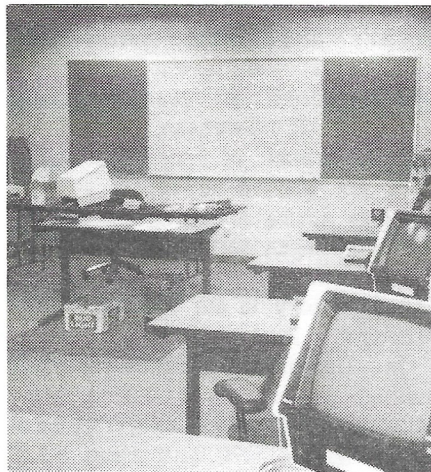
"A major commitment towards future growth and expansion"

trek of land available on the airport for construction of a building the size of a hangar. Late in 1987, Mesaba selected an architectural firm and general contractor for the job and plans began being drawn for the new building.

Once financing was arranged for the project, the

building began. In April of 1988, Mesaba commemorated the

ground breaking of the facility in a ceremony which included members from the Airport Commission, Northwest Airlines and Minnesota Governor Rudy Perpich. Governor



The building's second floor is designed around the concept of training rooms.

Perpich proclaimed the day, "Mesaba Aviation Day." Rob Swenson said of the planned building, "Our expanded maintenance and shop facilities will allow us to be more efficient in our maintenance programs and will allow Mesaba the opportunity to expand its fleet of aircraft." He also said

Continued, Back Page

States and Cities Featured in Building's Art Design

An airline serves a number of states and cities, right? Right. Well what better way to recognize those regions than by including them in the design of a building.

That is exactly what Mesaba has done with parts of its new building. Ten of its training/conference rooms have been named after the states that the airline serves. In addition to giving each room a different flavor - each will be adorned with a poster or two from its respective state, its easier to find the "Michigan" room, for example, than looking for Training Room I.

In addition to those rooms, the company's third floor hallway has been named "City Hall" and will feature several photos from every city that Mesaba serves. Currently that means thirty-three separate cities. Many chamber of commerce officials, who have sent in photos for the display from their respective regions, have expressed a great interest in seeing the display when it is completed.

So, if employees have trouble finding time to get to all states and cities served by Mesaba, just stop by the general offices. You'll save time.

Erie...isitable , Pennsylvania!

By: Linda Macklin

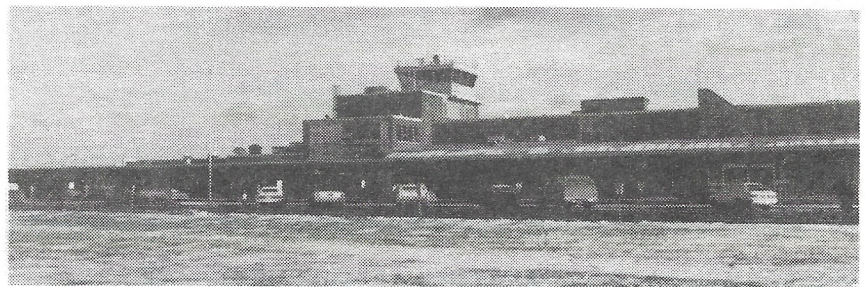
Erie, the third largest city in Pennsylvania, lies in the midst of a triangle that is formed by Cleveland to the west, Buffalo to the east and Pittsburgh to the south. Currently undergoing a major renaissance, Erie welcomes you with sandy beaches, arts and entertainment, and a strong sense of history. Presque Isle State Park, a place for all seasons, is located



Deedee Gumber happily cleans out an aircraft in Erie

on a peninsula jutting eleven kilometers into Lake Erie. Winter offers ice-fishing, cross-country skiing, ice-boating and skating on the peninsula; where summer brings swimming, boating, water skiing and fishing along the seven miles of beaches. In spring and fall, the park provides beautiful scenery to visitors, including the Lake Erie Sunset... an experienced not to be missed!

Erie service was initiated on December 10th in "true Mesaba style" with a winter storm, cancelled flights, stranded start-up team members and ... lots of fun! Flights have been consistently full since that day, allowing Mesaba to meet the challenge with twice the number of flights, beginning with the February 22nd schedule. Other airlines serving the Erie International Airport include US Air, Allegheny Commuter and Continen-



tal Express (operated by Britt Airways).

The Erie station is staffed with three full-time and six part-time agents and is managed by Linda Macklin. Linda was hired by Mesaba just in time for Erie's start-up, and comes to us with experience from PEOPLExpress and Delta Air Lines.

Mesaba was fortunate to acquire three agents from the former Northwest AirlinK, Simmons Airlines. Dee Gumber, Andy Soety, and Rick Marsteller have certainly eased the transition with their experience and expertise!

Brenda Burns, Joyce Harrell, Shannon Sayban and Tina Talarico round out the complement of agents who began in December and learned SO quickly how to write D.B.C. vouchers, re-book passengers and board charter buses.

A special welcome to Erie new-hires Cecilia Hepler and Bill Schnaekel, who returned from training on January 30th. Cecilia joins us with experience as a Piedmont agent and Bill is a full-time fireman in Erie!

In addition to providing consistent on-time departures as well as exemplary customer service, the agents in Erie have also found time to paint and redecorate the entire station, in addition to designing and executing a training program for certification in C.P.R. and first aid for ground agents.

Mesaba seems to have brought excitement to Erie these past few months, and there's NO denying that Erie will continue to bring LOTS of excitement to Mesaba! Look for many great things to come!!



The Erie Staff: Back row (l to r) Brenda Burns, Cil Hepler, Linda Macklin, Deedee Gumber and Andy Soety. Front row (l to r) Bill Schnaekel, Joyce Herrell, Shannon Sayban and Tina Talarico.

Employee News

New January Employees

Full-time

Sherry Ness, Commissary
*Jennifer Toner,
*Sarah Smothers,
*Darren Ceason, Mechanic, MSP
Kathy Meihak, Records, MSP
Anthony Metz, A&P Mechanic, MSP
Todd Seppala, A&P Mechanic, MSP
David Ringberg, Flight Attendant, MSP
Pam Lemon, Flight Attendant, MSP
Margaret Fort, Flight Attendant, MSP
Ruth Rudquist, Flight Attendant, MSP
Thomas Haffemann, CSA, CWA
Thomas Rambis, CSA, CWA
*Patricia Martin, CSA, ABR
Melody Bonzer, CSA, ABR
Michael McClellan, A&P Mechanic, MSP
*Dean Baumgartner, A&P Mechanic, MSP
Ronald Hiveley, Pilot, DTW
Daniel Barkley, Pilot, DTW
Donald Stein Jr., Pilot, DTW
Mark Wahlstrand, Pilot, DTW
Jeffrey Erickson, Pilot, DTW
Clayton Krout, Pilot, DTW
John Birkelo, Pilot, DTW
Michael Pizzelanti, Pilot, DTW
Matthew Schulberg, Pilot, DTW
Charles Kalvoda, Pilot, DTW
Albert Mercer, Pilot, DTW
Scott Olson, Pilot, DTW
Thomas Swords, Dispatcher, MSP
Ronald Burns, Dispatch, MSP
Karen Kleinhans, Personnel Clerk, MSP
*Scott Swanson, CSA, MSP
Vicki Franges, Flight Attendant, DTW
Patricia Bargert, Flight Attendant, DTW
Janice Vultaggio, Flight Attendant, DTW

Scott Kolner, A&P Mechanic, DTW
Robert Kirkwood, A&P Mechanic, DTW
Nathan Ruonavaara, CSM, CMX
Robert Lewis, CSM, MQT
John Kezele, CSA, MQT
Steve Karkkainen, CSA, CMX
Ralph Johnson, CSA, CMX
Roy Pikkarainen, CSA, MQT
Ronda Fursti, CSA, CMX
Robert Vitton, CSA, CMX
Daniel Jackson, CSA, CMX
Jane Jordan, CSA, CMX
Susan Chatt Burkhalter, CSA, MQT
Jeffery Dyer, CSA, MQT
Yvonne, Adkins Lambert, CSA, MQT
Rachael Kasperowicz, CSA, MQT
Gary Goren, CSA, MQT
Marci DePascale, CSA, CAK
Anita Smith, CSA, DTW
Ryan Goetterman, A&P, DTW

Part-time

James Thonet, Stock clerk
James Jansen, CSA, MSP
Arlen Randgaard, CSA, MSP
Greg Carlson, CSA, MSP
Susan Janson, CSA, BJI
Kathy Stenberg, CSA, BRD
Lori Zupan, CSA, ATY
Steve Johnson, CSA, MSP
Stephanie Gau, CSA, MHE
Kathryn Benes, CSA, LNK
Monty Myler, CSA, FIR
Gwendolyn Stallworth, CSA, DTW
Teresa Stovall, CSA, DTW
Catherine, Nicholson, CSA, DTW
William Schnaekel, CSA, ERI
Cecelia Hepler, CSA, ERI
Debra Lind, CSA, PLN
Maria Bodary, CSA, FNT
Brenda Colmus, CSA, PLN

* Part-time to Full-time

Company News



Robert Lewis



Nate Ruonavaara

Nate Ruonavaara has been hired as Customer Service Manager in Houghton/Hancock.

Robert Lewis has been hired as Customer Service Manager in Marquette.

Oops..

Last month's newsletter left out the following important news items:

Bill Shepard was hired as Assistant Director of Maintenance in Detroit.

Wayne Butor was promoted to Director of Purchasing and Materials.

Mike Majers was promoted to Supervisor of Repair and Warranty.

SKI NIGHT ON FEBRUARY 28TH

Join fellow friends and employees at Mesaba's annual Ski Night on February 28th at Buck Hill in Burnsville. Discount Rates, Free Dinner and Refreshments!! Fun Skiing from 6:00P.M. to 10:00P.M..

Call Marketing and P.R. (Doug/Charlean - x351/353) to R.S.V.P. for this fun event!

Employee News

Wings Awarded

On December 3rd, Inflight Services held a reception for graduating members from its initial training course and for current flight attendants. Department Director, Holly VanZant, said that members present included flight attendants from both Mesaba's Minneapolis/St. Paul and Detroit systems. The event, which was held in Mesaba's main training room, included the awarding of wings to graduating members.

Photos: Top - (l to r) Sheron Winter, Cynthia Gable, Doris Windham, Collette Pahl, Brenda Heikes and Jill Lawrence.

Bottom - (l to r) Joann Taylor, Lori Godin, Victoria Young, Diane Stoffel and Michelle Rathbun.



Operations Meetings To Begin

Starting Tuesday, February 7th, the Operations Department began holding weekly meetings to discuss and review operational issues. Specifically, according to Patrick Thompson, Sr. Vice President of Airline Operations, the meetings are scheduled to: review the previous weeks' flight completion and on time performance, identify and implement policies and procedures as needed to enhance the operation and to conduct other business items.

Thompson said he hopes the weekly meetings will enhance airline statistical distribution and interdepartmental communication. Each of the departments will be involved in the weekly meetings.

Join the Partnership

Employees of Mesaba have already or will soon receive a brochure in the mail which has information on joining the Partnership For Improved Air Travel, an alliance of airlines, airports, private aircraft owners, business, local government officials and tens of thousands of individual travellers.

The Partnership was organized last April by the airlines and aviation manufacturers to forge a national consensus to solve many pending aviation issues.

By signing up today, the Partnership will make certain that when an important vote looms in Congress, you'll get the facts you need and names, addresses and phone numbers of those members

of the House and Senate whose votes we need to protect our company and industry.

You can call, toll-free 1-800-228-7300 for additional information.

Furniture Sale Held

Mesaba held a sale for much of the used furniture from the old office on February 3rd and 4th. According to Larry McCabe, Vice President of Facilities, the sale was successful and many things were sold at good prices to employees.

The rest of the items were either kept for future use or were sent to that place in the sky "where all good furniture is sent."

HANGAR, continued from Page 4

that Mesaba, by building a new hangar, was making a major commitment towards growth and future expansion in Minnesota by investing in the new complex.

The construction of the building took only six months, and Mesaba made the move in November 1988. During the move, Stores and Parts were the first to move into the new facility, followed shortly by Maintenance, Management Information Systems (Computer) and Dispatch. Then, in what would be a two-three day move, all the departments were able to get moved in.

The new facility does more than hold additional airplanes. With expanded office space, all of the company's departments are able to operate with more efficiency by being located under the same roof. Prior to moving into the new building, Mesaba leased space in nearby Page Avjet for training, per-

sonnel, pass bureau and charter sales functions. The airline's Accounting office was located in a Bloomington office complex. Now



located in the same building, all the departments are able to perform interdepartmental tasks with more ease and efficiency.

Mesaba is negotiating with MAC for an extension of its lease on its old building to "protect possible future needs as the company expands," said Vice President of

Facilities, Larry McCabe. The company continues to store airplanes in the old facility and Stores and Purchasing has begun to move overflow inventory back into it.

Being used by over 80 mechanics and holding over 100 workstations, the new building is in a constant hum on most days, which makes many in the company wonder how they got along in the old facility, which Mesaba moved into in 1984 from Grand Rapids, Minnesota. However, with the company's expansion to Detroit which took place after the decision had been made to build the new building the company has hired many new employees to handle the growing operations. President Rob Swenson calls the building "one of the best regional airline hangar facilities in the country."

For Mesaba, the new hangar and general office marks a new chapter in the growth of the regional airline.

MESABA ON THE MOVE

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