



On The Move

A monthly publication produced especially for employees and friends of Mesaba Aviation, Inc.

March 1990 Issue
Volume 3 * No. 2

Northwest Airlink Identity Unveiled

Planes, Equipment to Have New Look

Carrier's operating as Northwest Airlink will soon be sporting a new look. Mesaba and other regional carriers with marketing agreements with Northwest unveiled the new look in March.

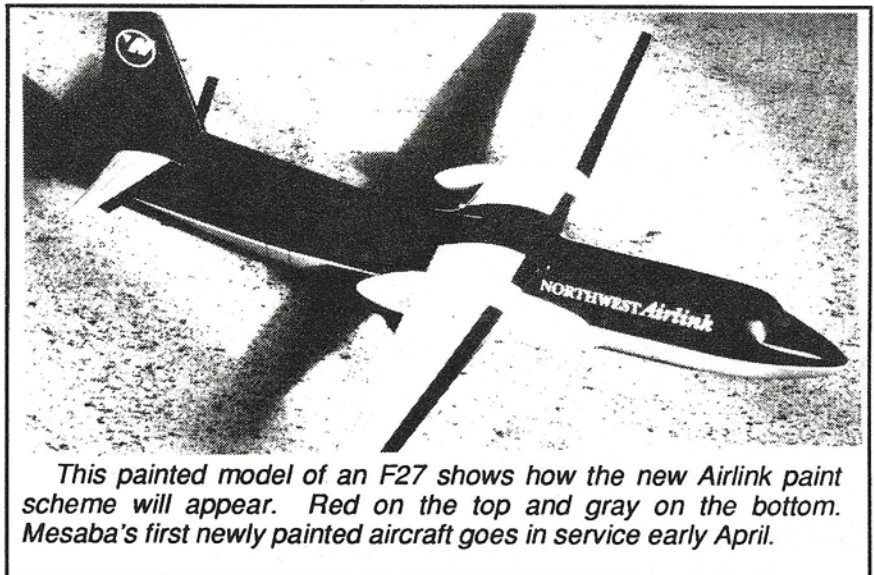
The new image was designed by Northwest and the design firm, Landor Associates and is expected to allow Airlink carriers to portray the same image that Northwest developed last year as part of its new corporate identity program.

The new Airlink identity will be incorporated into areas that are in the regional carrier's public view including new color schemes for aircraft, ground vehicles, airport signage, baggage tags, brochures and many other aspects of the airline's daily business.

Aircraft Paint Schedule:

Mesaba's fleet is scheduled to be painted as aircraft go into major maintenance facilities. Aircraft scheduled for painting with return to service dates include:

F27 #456 April 2, 1990
F27 #278 April 30, 1990
F27 #271 June 1, 1990



This painted model of an F27 shows how the new Airlink paint scheme will appear. Red on the top and gray on the bottom. Mesaba's first newly painted aircraft goes in service early April.

The new scheme incorporates the blending of three basic colors; red, gray and white and also includes the redesigning of the name "Northwest Airlink."

Although it may take some time before Mesaba's aircraft fleet is able to be converted to the new paint scheme, the company has already painted one F27 in the new scheme and hopes to have three more F27s painted by this summer as aircraft complete maintenance checks. In addition, the company plans to paint ground vehicles and ticket counter backwalls in the coming months.

The company communicated the changes to employees through a letter and brochure entitled, "The Spirit of Partnership." The brochure explained the

philosophy behind the new Airlink image stating, "The Northwest Airlink logotype is a natural extension of the Northwest Airlines signature. It provides a deliberate and unmistakable association between the two entities..." In addition, Mesaba also plans to hold unveiling events for employees at both Minneapolis and Detroit with a newly painted F27 present to see by all that attend.

"We are very proud and excited to incorporate a new Northwest Airlink look into Mesaba's operations," said Robert Swenson. "The new scheme looks very sharp and distinguished and will help all of our employees present a continued professional look and image to our customers."

Executive Letter

Robert Swenson, President of Mesaba, delivered the following speech on March 15, 1990 to the International Society of Transport Aircraft Trading. His talk centered on the interest of regional airline in acquiring jet aircraft in the future.

"Prop vs. Jet - Is Speed the Issue"

Mythology

Before I begin, I'd like to cover a little mythology of Prop vs. Jet.

The first myth is that regional airline jet service will really offer "seamless service" for the passengers connecting on the major carriers. I always figure that myth is good for about 10 minutes. That is, if a businessman can get home at 5:20 on a prop jet or 5:30 on a jet, he will probably take the prop jet.

Further, as it relates to comfort, give the passenger a wide-body jet prop fuselage like our current fleet of F27s, update it and call it a Fokker 50 that is so quiet it should have white sound put in it just so people can talk without being overheard two rows back and I'll fly the prop jet versus a smaller jet for a 90-minute segment any day.

The point is that prop jets have come a long way and the comfort inside is as good as any jet in the new generation equipment. The fact is, when Mesaba buys or leases any of the new "Baby Jets," we will do so for a specific market need that requires speed.

Let's go back into history and see if there is any mythology we might learn from. In effect, history is repeating itself - not only for the carriers, but also for the manufacturers. When these aircraft are available, most all of the carriers using them will be national airlines by definition of \$100 million in sales or more.

Granted, it is somewhat confusing because of the major carrier outright ownership or partial ownership in regional carriers that blurs the fact that many regional carriers have or are reaching both national airline status and have a need for their own fleet of small jets.

And looking back into history, similar to McDonnell Douglas moving from DC-3's into DC-9's, the manufacturers that have been providing aircraft suitable for our segment of the business are continuing to grow with us and enhance their product lines as our industry moves into national carrier status.

What amazes me is that more regional aircraft manufacturers haven't recognized the need for a proper small jet to match this industry transition.

If we go back to the late 50's and early 60's, we see large prop jets in the 400 MPH

class like the Lockheed Electra and the Vickers Vanguard being overtaken by orders for pure jets in the marketplace. As a result, these aircraft never reached the sales potential desired by the manufacturers.

Maybe today's new generation of 400 MPH, 70-seat prop jets will do what the premier prop jets of thirty-five years ago couldn't do, and that is to carve out a niche in this marketplace.

But so far, we a Mesaba, are not sold. We are concerned about pushing thousands of extra horsepower through gear boxes to try and keep prop jet aircraft competitive on segments over 300 miles with jet aircraft. Our fear is that they will not be competitive with jets on longer hauls and that the cost of that extra horsepower may make them uncompetitive on short hauls as well. Perhaps they will be appropriate on segments of 250 - 350 miles, that crossover zone we haven't figured out yet because of incomplete technical and economic data. Well, enough of mythology.

During the balance of my talk today, I'll cover some of the factors that impact the decision-making process as it relates to "Prop vs. Jet - Is Speed the Issue," including:

1. A review of Mesaba's Own Study Over One Year Ago.
2. Cost/Economics
3. Yield
4. Aircraft Size
5. Reliability
6. Opportunities for the Right Aircraft

Review of Mesaba's Study

We did our own study over a year ago and I must admit that I had my doubts on the need for a small jet. What we found, however, was that a number of aircraft with the right economics would be viable on our system. Since that study, we have spent considerable amount of time with Northwest Aircraft, Inc. (the subsidiary of Northwest Airlines, Inc. responsible for aircraft acquisition), and the manufacturers of small jets.

Some of the interesting results of our study were:

1. Service Area. Although basic information, when compared to Mesaba's present fleet of Fokker F27's, on a 90-minute block segment, we found that the small jet would go 66 percent further. This translates into a 300 statute mile segment on the F27 and a 500 statute mile segment in the small jet.

In our case, the F27 area covered was 282,600 square miles and the small jet covered 785,000 square miles. The potential service area in this example with the small jet is 2.8 times the prop jet.

Since we believe that the 300 mile segment belongs to the prop jets though, we can subtract the prop jet service area from the small jet service area and we still have



an additional 502,400 square miles of potential service area.

Assuming that we maintain existing prop jet service patterns, (in this example), such a small jet expands our service area by 180 percent.

2. As a result of this, all of the markets we looked at were new markets for both Mesaba and Northwest. A small jet with speed could bring in substantial new revenues to the system.

3. With the right economics, a 50-seat jet could serve many more markets than a 70-seat jet.

4. Whereas over 70 percent of our traffic today is connecting traffic, in the small jet markets only up to 40 percent could possibly make connections.

5. As it relates to speed, our average segment averaged about 500 statute miles with less than 90 minutes of block time.

In effect, a review of Mesaba's study showed that there is a need for us to reach out and touch someone.

Cost

To make any of this happen, however, the economics will have to be right. The cost to acquire will have to be right, the cost per airplane trip will have to be right and the cost per available seat mile will have to be right.

Just as we are not certain that a prop jet can do all things, we don't believe that a jet can either. Any segment shorter than 250 miles, we think belongs to the prop jet and any segment longer than 350 statute miles belongs to the small jet. The more efficient small jet may become viable on segments as short as 250 miles and a less efficient jet may not crossover with prop jet technology until a 350 mile segment.

We don't really see the two in direct competition with each other, but rather the small jet adding new revenues and passengers to the regional carrier's system. We tend to believe a market exists for both aircraft types based upon operating economics.

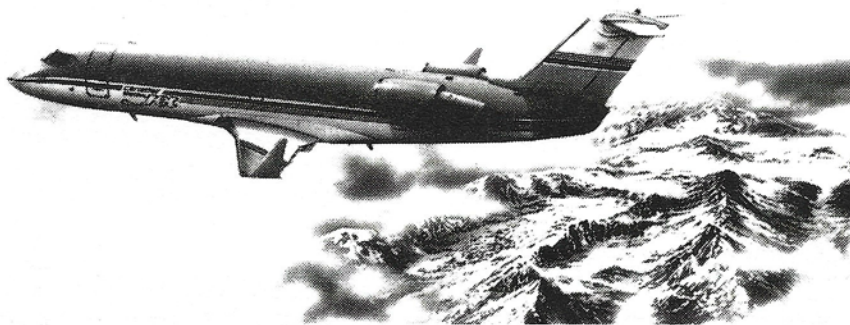
Cost is one part of the equation and assuming we have a small jet that can offer

a better available seat mile cost at 250 - 350 miles than a prop jet, then how is such an aircraft affected by yield?

Yield

We all know that yield decreases per revenue passenger miles as segments get longer in a macroeconomic system. So then, at what distances does the higher cost per available seat mile jet best operate in, (as versus a large jet).

We tend to believe that the economic operating range of the small jet would be in the area of 300 - 600 statute miles. Further, when we get beyond 600 miles, the connecting revenue falls off too much to



The Regional Jet, developed and being marketed by Bombardier Canadair, is one of several "baby jets" in the development stage.

allow for any connections. Thus, the longer haul small jet markets will need to be local in nature, (i.e. point to point).

Of course, this is base upon current market conditions of suppressed yield and a high percentage of discount passengers. We believe that a small jet would received a higher percentage of business traffic thereby increasing the average revenue per trip by reducing the amount of discount seats in the market. The smaller jet could in effect help with capacity control. In addition, nonstop flight, (offering service where a one or two stop, with connecting flights, was required), could demand a premium fare.

Size

What number of passengers should the appropriate small jet carry? Since there are already a few jet aircraft offered in the 100 seat class, I am referring to the 45 to 80 seat range. Although I have always believed that some majors plan to operate just below 100 seats with their owned or affiliate regional partners, we at Mesaba are limited today to 69 seats, due to a major carrier labor scope clause.

But even so, if given a choice between a 50 seat jet, or a 69 seat jet, with nearly

the same available seat-mile costs, we would probably choose the 50-seat jet.

1. The 50-seat jet allows us to enter many more markets on a nonstop service basis in markets that couldn't justify a 69-seat aircraft.

2. The 50-seat jet allows us to offer better frequency in all of the markets.

3. The 50-seat jet keeps us a long ways from big brother's fleet, which helps reduce any confusion that occurs over who's serving what, where, when and to whom.

There are, however, many factors that could cause today's regionals (and tomorrow's nationals), to fly more 69 seat jet aircraft than 50 seaters. The first one that comes to mind is regulation; for

example, a Department of Transportation phase out of all Stage II aircraft by the year 2000.

It doesn't take long for one to realize that a sizeable market for the small jet exists during the next decade.

Reliability

Having touched upon Cost, Yield and size, I think it's important to discuss reliability, for reliability is of utmost importance to us as operators.

We have our concerns about unnecessary complexity with four engine aircraft, and whether or not general aviation aircraft derivatives will hold up. We need airplanes with balanced field lengths of less than 6,000 feet, but we don't need to operate off of 2,500 foot airstrips. We need cold weather airplanes at Mesaba because we're known to freeze out the competition, sometimes even ourselves. If we invest in jets, we think that comfortable seating is important and that baggage space underseat stowage and overhead bins need to be adequate.

Even though we're called commuter airlines and regional airlines, it's hard to believe it, but most of our passengers are about the same size as a major airline passenger and surprisingly, they carry about

the same amount of baggage. And on and on. Having said all of that, it would not appear as though the DC-3 of our needs is available. But each day, the compromises get better looking...each day the present manufacturers enhance their products... and while we feel that several manufacturers are missing the market for hundreds of airplanes over the next decade, purchasing decisions will be made.

Right Aircraft

Assuming that one or more aircraft are available in the 45 to 80 seat market that have the right cost of operation and reliability, the opportunities are tremendous.

1. Small jets will be used in what I refer to as hub extension, (also referred to as hub raiding or hub bypass). While the majority of these aircraft will be involved in hubbing operations, there will be competitive point to point service as well.

2. Small jets will be used to fortify smaller existing major carrier hubs, as well as, create additional small hubs.

3. Small jets will be used to phase out present Stage II aircraft.

4. Small jets will be used to divert traffic from larger seat jet aircraft on longer, thin routes.

5. Small jets will compete under the major carrier banner with present national airlines and the newest major airlines on select routes.

6. Small jets will offer complementary service in markets with the major carrier partner by time of day.

7. As hubbing continues, there will be further cascading of flights due to congestion. This separation of flight arrivals and departures more evenly throughout the day will cause a need for more jets with smaller capacity as traffic is also spread more evenly in and out of the hubs throughout the day.

These are just some of the uses of an appropriate small jet.

In summary, we at Mesaba have already internally demonstrated our own need for both jet props and small jets.

Further, we believe that manufactures who build appropriate small jets will sell a lot of them and we plan to receive deliveries sooner rather than later during this next decade.

To paraphrase another, now famous, segment of the aviation community - "We feel the need for speed."

Thank you.

Company News

February Traffic Rises

Mesaba reported carrying 60,241 passengers during the month of February, a 47.9 percent increase over 40,723 passengers carried during the same month last year. Revenue passenger miles increased 51.4 percent to 12.9 million and available seat miles increased 62.6 percent to 26.6 million.

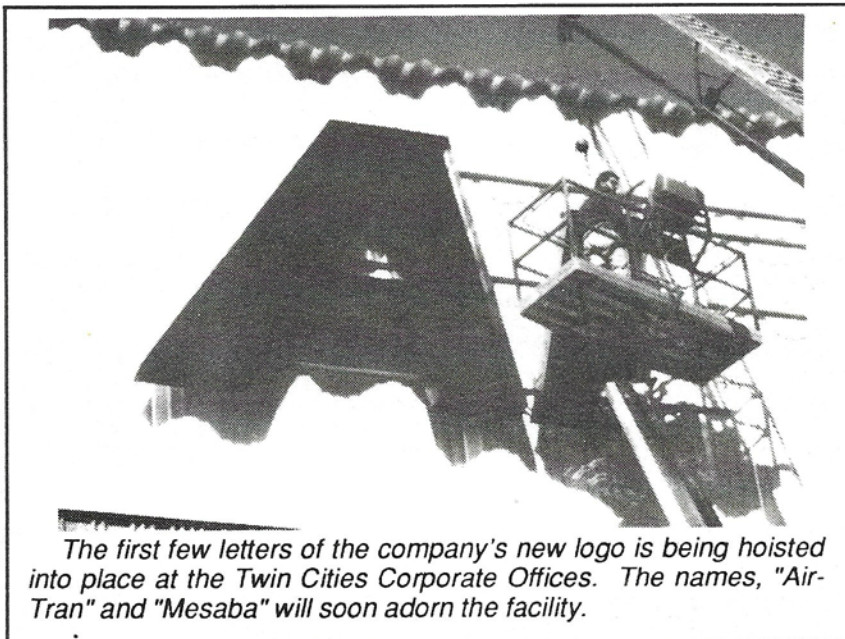
The airline's load factor during the month was 48.7 percent compared to 52.3 percent last year. Mesaba said that its reduction in load factor during the month, compared to the previous year, reflected the extra capacity added to the system over the past twelve months.

Indianapolis Service Starts

On April 1, Mesaba begins new service to Indianapolis, Indiana. The service will consist of two daily round-trip Metro III flights between Indianapolis and Milwaukee. Mesaba currently serves

Mesaba On The Move is published monthly by the Marketing and Public Relations department for employees and friends of Mesaba Aviation and AirTran Corporation. The newsletter accepts for publication stories, articles, tid-bits and other information related to the company's employees and business.

Send all information to:
Mesaba On The Move - 7501
26th Avenue South - Minneapolis, MN 55450 - or
COMAT MSPGOXJ



The first few letters of the company's new logo is being hoisted into place at the Twin Cities Corporate Offices. The names, "AirTran" and "Mesaba" will soon adorn the facility.

Milwaukee with two flights a day to Wausau, Wisconsin.

Indianapolis, where Mesaba's operations will be handled by Northwest, is the thirty-fifth city in eleven states served by the company.

March Weather Comes in Like a Lion

Mother Nature was not very friendly in March, at least not to airlines trying to operate scheduled airline service in the Midwest. Dense fog and inclement weather created a problem at both Mesaba's Minneapolis and Detroit hubs during the early part of the month affecting operations.

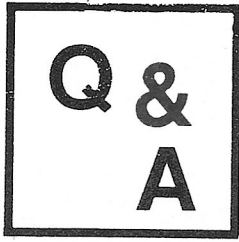
The company's operations were most hard hit from March 8-11 when system-wide weather created delays and cancellations. On March 12, Mesaba had to can-

cel 94 flights during the day's schedule because of inclement weather conditions.

Mesaba's Move To Green Real

Mesaba is moving its Minneapolis/St. Paul International Airport operations for the summer due to airport construction which will affect the use of one runway. The move will allow the company to be closer to runway 11L/29R which, because of extensive work being done on it in this summer, has been shortened and will be used only by turboprop aircraft.

The company will be operating at gates 76-78, gates formerly used by Northwest and American West. Both airlines have changed their location to accommodate Mesaba's move. The move will be temporary until the summer construction is completed in August.



Benefits:

*This is part
two of a series
on the
company's
employee
benefits.*

LIFE INSURANCE

Mesaba provides all full-time employees with accidental death and dismemberment insurance. This life insurance equals one times the employees annual salary. Mesaba also provides dependent life insurance for all eligible dependents on the following schedule:

Spouse \$5,000.00
Children (6 mos. to 23 yrs.)
\$5,000.00
Children (14 days to 6 mos.)
\$500.00

Both life insurance plans are completely employer funded and provided at no cost to the employee or dependants.

SHORT TERM DISABILITY

Mesaba provides short term disability income for its full-time employees. Short term disability is paid after the third day of disability for any non-work related illness or injury. The benefit continues for a maximum of thirteen weeks. The benefits will equal 66 2/3 of regular base salary of hourly wage. To file a claim, a completed claim form must be submitted to personnel along with a physician's statement.

Short term disability is provided at no cost to the employee.

LONG TERM DISABILITY

Mesaba provides long term disability through Hartford Insurance Co. to all full-time employees. The benefits of 66 2/3 of the employee's monthly gross salary is payable after 90 days of disability. The benefits continue as

long as the disability continues or until age 65 whichever occurs first.

The benefit is provided at no cost to the employee.

SICK LEAVE

The company provides sick leave to all full-time employees for use in the event of illness, surgery or hospitalization. All full-time employees accrue 1/2 day of sick leave per month, up to six days per year. Sick leave accrued but unused can be carried over to the next year but only a maximum of six days can be used per year.

VACATION TIME

All full-time employees are provided with paid vacation time after one year of continuous employment. After one year, an employee is eligible to use five days paid vacation. Paid vacation increases to ten days after two years full-time employment and 15 days after ten years employment. Vacation time must be requested in advance and approved by the employee's supervisor.

AUTO/HOMEOWNERS/RENT ER INSURANCE

Mesaba offers all full-time employees the opportunity to purchase auto/homeowners/and renters insurance through Provident General (residents of some states may not be eligible). This insurance is available as a payroll deduction. Safe and Sound driving programs can provide a reduction in the auto insurance rate. A Safe and Sound Class is being held at the General Offices in Minneapolis/St. Paul on April 24, 1990. Contact Molly in Personnel for more information on the class.

T.E.A.M.

The company contracts with T.E.A.M. Inc., for employee assistance in areas of chemical dependency, alcohol abuse, finan-

cial difficulties, and any other personal problems. This benefit is provided to ALL employees at NO COST. To contact T.E.A.M., call 1-800-634-7710. Services are provided 24 hours a day, seven days a week.

CREDIT UNIONS

Mesaba offers all employees the opportunity to join one of two credit unions. All employees can join Twin City Co-Op Credit Union and Eastern Division employees may join U.S. Federal Credit Union. Both offer direct deposit, payroll deductions, checking accounts, savings accounts, loans and many other services. To enroll in either credit union, contact Personnel for enrollment information.

FUNERAL/BEREAVEMENT LEAVE

All full-time employees are granted a paid leave of absence in the event of a death in the family. A leave must accrue between the period beginning on the day of the death and continuing through the day of the funeral. Leave is granted on the following schedule.

3 days (24 hours) for; spouse, child, mother, father, bother, sister, mother/father-in law and stepparents.

2 days (16 hours) for; grandparents, grandchildren, bother/sister-in-law.

At the employee's request, additional unpaid leave, available vacation or sick leave will be considered for the above purposes.

Employees that have questions about any benefit are encourage to contact Personnel. In MSP, you can call 1-800- 777-6013 x122. In Detroit, call 1-313-942-4905.

Employee News

New Employees - February

Full-time

Eugene Gower, Avionics, DTW
Richard Anderson, Pilot, DTW
Dennis Rues, Pilot, DTW
Walter Pool, Pilot, DTW
David Campo, Pilot, DTW
Theresa Pulju, Pilot, DTW
Daniel Paulson, Pilot, DTW
Glen Johnson, Pilot, DTW
Paul Olson, Pilot, DTW
David MacBay, Pilot, DTW
Alan McHale, Pilot, DTW
John Halter, Pilot, DTW
Blair Neameyer, Pilot, DTW
Kevin Spaulding, Pilot, DTW
Jill Armstrong, Pilot, DTW
Lars Krathalm, Pilot, DTW
Debra Starney, Flight Ops., DTW
Mark Ball, A&P Mec., DTW
Thomas Sage, A&P Mec., DTW
Bradley Homeyer, A&P Mec.,
DTW
Stanley Steensma, A&P Mec.,
DTW
William Fix, A&P Mec., DTW
Andy Irvine, A&P Mec., DTW
David Johnson, A&P Mec., DTW
David Hansen, Avionics, MSP
Mark Karstens, Accounting, MSP
Laurie Sterns, Mnt. Rec., MSP
Robert Hoxie, A/C Groom, DTW

Paul Weinandt, A&P Mec., MSP
Lori Guzman, A&P Mech., MSP
Steven Behm, A&P Mec., MSP
Roy Jones, Dispatch, MSP
Pamela Schultz, Accounting,
MSP

Part-time

Christina Chom, CSA, MLI
Cristine Wang, Flt. Att., MSP
Noreen Alexander, Flt. Att., MSP
Kim Hohbein, CSA, ATY
Rodney Smith, CSA, MSP
Bill Segl, CSA, MSP
Mark Loverude, CSA, MSP
Ryan Griggs, CSA, TOL
Lisa Bennett, CSA, TOL
Jodi Gigel, CSA, CWA
Janice Johnson, CSA, CWA
Christine Lamb, Flt. Att., DTW
Sheila Flake, Flt. Att., DTW
Jacqueline Wamer, Flt. Att., DTW
Diana Wojtylko, Flt. Att., DTW
Bill Anderson, CSA, MAT
Renee Karinen, CSA, DTW
Timothy Yopek, CSA, DTW
Robert Clark, CSA, DTW
Bridget Roe, CSA, DTW
DAvid Frizzle, CSA, DTW
Gordan Putnam, CSA, DTW
Janet Wloskinki, CSA, DTW

Manager News

Kelly to Director of Maintenance

Dan Kelly was promoted to the position of Director of Maintenance. Dan first joined Mesaba in August 1984 and was promoted to Shift Supervisor in 1985. In 1987, he became Assistant Director of Maintenance.

Mesaba Memos

Congratulation to **Jenna Baker** (CSA, MSP) and husband Jim on February 22 birth of daughter Megan Marie.

5 Year Employees

The following employees reached their five anniversary with Mesaba in January. Congratulations.

Brian Olwin, Supervisor, Maintenance.

Correction:

Last month's newsletter story on the company's "Art of Giving Service," (AOGS) failed to recognize that Northwest Airlines has contributed many materials to Mesaba's program as well as the fact that many ideas from a similar training program with the same name offered by Northwest were incorporated into Mesaba's program. Dennis Ofstedahl, Director of Stations for Mesaba said, "We very much appreciate Northwest's willingness to share these resources with us." From now on, all newly hired agents will receive the AOGS training as part of their initial CSA training program.

WHAT DO YOU KNOW?

Anything interesting for the newsletter? If you do, send it in and get it published in next month's issue. Department news, station tidbits, employee personal news, births, weddings. Information received by the 15th of each month will be published in the next month's newsletter. Jot down your information and ideas on a piece of paper today and comat to: MSPGOXJ atten: Newsletter. Or telex to: MSPSKXJ.

"Thank You"

- by Paul Montgomery, Dispatch Supervisor

The second weekend in March usually kicks off the Minnesota High School State Hockey and Basketball Tournaments and traditionally brings on the infamous inclement weather to airline operations. This year was no exception...

March 6 brought us two days of freezing rain and drizzle in both MSP and DTW followed by the next four days of dense fog. At one point during Sunday, March 11, both hubs simultaneously dropped to "no ceiling" and zero visibility, thus shutting down virtually all of Mesaba's operations for a number of hours.

March 12 brought MSP a record high of 69 degrees with dense fog to the North and the Upper Peninsula.

The 13th and 14th brought us the first of 1990's thunderstorms to MSP and to the southern routes of Mesaba.

To top it off, March 15 and 16 reminded us that old man winter was not about to surrender to spring this early in the season and dumped 14 inches of snowfall in Northwestern MN and Eastern ND, virtually creating blizzard like conditions.

This is just a note to say "Thank You" to all of the Mesaba employees that didn't wave the white flag in front of Mother Nature's face during these difficult days.

"Thank You" to all station personnel for being patient and understanding with Dispatch, for being courteous to all those frustrated passengers, for keeping timely field conditions and weather reports and for coming in on your free time to work over-time hours.

"Thank You" to all crew members for your patience and understanding with Dispatch, for helping out in the pinch, for the long duty days, for the many precision approaches and for your many, many skills.

"Thank You" to all of the dispatchers for your patience and understanding, for not getting frustrated, for your well thought out planning & communications and for the long days and nights.

And "Thank You" to everybody else that in some way or another helped make the operation run more smoothly.

During a very difficult time, everyone did a job well done. Your efforts didn't go unnoticed!!

"Thank You"

Mesaba Employees Share Aviation Expertise

In January, Mark Sullivan and Cathy Stricker from Watertown gave a presentation at the Watertown, South Dakota High School. The topics covered were; airline careers, from entry level to management. They discussed with over 100 high school juniors and seniors the pros and cons of the day-to-day operations of a local airline. They provided materials from the University of North Dakota and Mesaba, as well as information from local travel agents.

Mark and Cathy were proud to be able to share information with the students regarding their positions and hand out the brochures explaining careers that Mesaba currently offers. The highlight of the afternoon was when the students were given the opportunity to taste airline snack food as Mark handed out the peanuts that were supplied for the meeting.

The presentation was given in conjunction with the Boy Scouts of America in their Career Awareness Exploring program.

- thanks to Mark Sullivan for providing

And...

On February 27, Nate Ruonavaara, Manager of Mesaba's Houghton station, made a presentation on aviation careers to students at the Copper County Intermediate School District's "Career Day." Nate, who has participated in the day's events for many years, handed out material on careers available with Mesaba and showed a video highlighting Mesaba's operations and positions. He said, "The students always display much interest in getting a clear view of what goes on behind the scenes of an airport operation."

Arrest For Dollars. More than 1 Call...

It is not every day you are arrested on the job.

Steve Hanifl, Manager of Mesaba's Detroit operation, was carted off on March 22 by airport police as part of the American Cancer Society's fund raising efforts. Steve was allowed to make as many phone calls as necessary to raise his \$300.00 bond, which he did in about 45 minutes.

He said being jail wasn't so bad, "The jail was set up in the middle of the mall, so the effect wasn't the same." Steve raised \$313.00 for the Society.

He says thanks to all that contributed.



Notes

Fourth Quarter Loss

Mesaba's Parent Company, Air-Tran Corporation, said that it expects to report a loss of 5-10 cents in the fourth quarter ended March 31, 1990 due to poor weather conditions in early March.

Discount U.S. Olympic Tickets Available

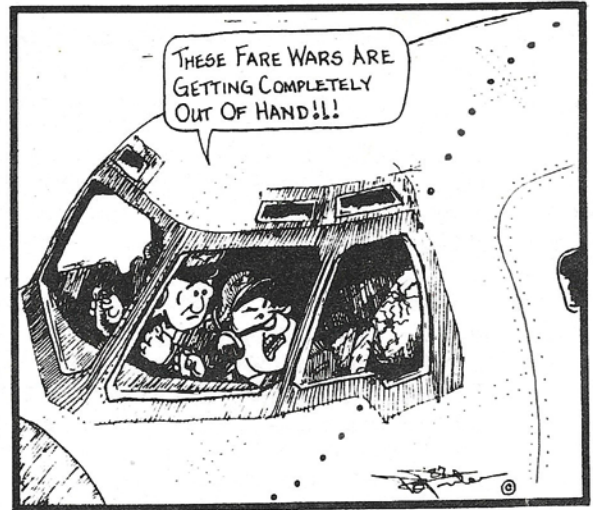
Employees interested in purchasing discounted U.S. Olympic Festival - '90 event tickets should contact Personnel for an application form. Personnel also has an event guide for this summer's festival.

Airport Facelift in JMS

The Jamestown, North Dakota airport is putting the finishing touches on its recent terminal refurbishment. The work, which cost includes a new ticket counter, waiting area and office space.

Pan Am Added to Pass Bureau - The Pass Bureau said that employees now have 1/4 fare pass privileges on Pan Am Airlines effective April 1. A few other changes have also been made which will be mailed to employees in a new Pass Bureau revision in the coming months.

U.S. Savings Bonds - Mesaba employees may now purchase U.S. Savings Bonds through a payroll deduct plan. Brochures explaining the program, which is through the TCU Credit Union, are available in Personnel. A TCU representative will be at Mesaba on April 17 from 7:00 - 10:00a.m. and 2:00 - 5:00p.m. in the lunch room to discuss the program.



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