



On The Move

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

October, 1990 Issue
Volume 3 * No. 5

*** NEWS...NEWS...NEWS..

Due to technical "computer" difficulties, the employee newsletter has been delayed for two months. We are still experiencing delays, but the news must go on... Here is a catch-up from the last two months. Look for a continued newsletter, complete with photos and comics in November's issue. - D. Fulton

*** MESABA RECEIVES MICHIGAN AERONAUTICS AWARD ***

The Michigan Aeronautics Commission (MAC) selected Mesaba this year as the recipient of the "Award of Excellence," an annual award presented to an individual or organization whose contributions have led to significant improvements to facilities, services, operations or public relations for aviation in Michigan.

"Mesaba Airlines continues to address and accommodate the changing air service requirements of Michigan communities," said Daniel Knopper, Chairman of MAC. Mesaba Vice President Larry McCabe was in Bay Harbor, Michigan on September 19 to receive the award on behalf of Mesaba.

The company currently provides service to eight cities in Michigan. Statewide, Mesaba employs 340 persons, operates 74 daily departures and carried over 250,000 passengers year to date through mid-September in Michigan.

*** MINNEAPOLIS/ST. PAUL OPERATIONS GOES BACK TO GOLD ***

Mesaba's Minneapolis/St. Paul Station Operations moved back to the Gold Concourse in August, after being located on the Green Concourse all summer due to airport construction. All of the company's flights in the Twin Cities now arrive and depart at Gate 15 on the Gold Concourse.

*** MESABA TO INCREASE DETROIT SERVICE ***

Effective November 15, Mesaba will increase service to Detroit by adding one round-trip flight between Detroit and Kalamazoo, Cincinnati, Columbus and Lansing. All of the new service will be with Fokker F27 aircraft and will complement existing Northwest Airline service at those cities. Mesaba already provides service to Kalamazoo, Cincinnati and Columbus. To accommodate the expansion, Mesaba will be acquiring one F27 aircraft. On November 15, Mesaba will be providing service to 38 cities in ten states.

PRESIDENT'S LETTER

Dear Employee:

Greetings! I hope that you are preparing for the approaching winter season and enjoying autumn. There is a lot of news to report to you.

Effective October 1, we have increased pay schedules for hourly employees. Affected employees should be receiving information in early October. I am pleased that we are able to continue enhancing wages and benefits during these difficult times.

As many of you recall, last spring I put a hiring freeze on most positions due to what I perceived as a capacity and cost problem on Mesaba's side, along with lowered passenger demand across the country. In the following months, many major airlines began hiring freezes as well. Now, as you well know, many carriers are furloughing employees and asking for concessions.

Throughout this time period, we have resisted furloughs even though we have been long personnel in certain positions. I am pleased that we have been successful in securing additional Fokker flying for the Fall that will help us better utilize our existing personnel. It is up to all of us to enhance productivity and to work as efficiently as possible.

On that note, effective November 15, we are increasing service at Detroit by adding flights at Lansing, Cincinnati, Columbus and Kalamazoo. To do this, we are re-leasing F27 #60AN, which we turned back to SAAB in August. However, #60AN will be coming back to Mesaba after a "D" check and as requested, with a brand new paint scheme. I had even asked if we could change the N number, so as not to be recognizable by our employees! Treat her well, please.

On the issue of new aircraft, we are continuing to explore a number of options with regard to aircraft acquisition plans. Although we may lease additional Fokkers and Metros, at this time we do not see a new aircraft type arriving at Mesaba during the next twelve months.

Rising fuel prices have gotten a lot of attention over the past nine weeks, as well they should. Jet fuel for Mesaba has increased from approximately \$.60 to over \$1.00 per gallon in just two months. While that is extreme, it is important to note that rising fuel costs do not impact us as severely as the major airlines since we operate more fuel efficient jet prop aircraft. Historically, fuel has accounted for less than 15 percent of our total costs, (compared to over 20 percent for majors).

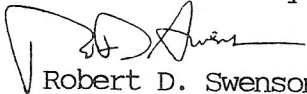
You will be pleased to learn that we have enhanced our vacation policy. Mesaba's Board of Directors has approved an additional two days of vacation a year for employees who have been with the Company for five years or more. The new policy increases vacation time from 10 days to 12 days after five years.

Further, it is also our objective by next year, to reward extra vacation time to employees who have accrued unused sick leave time. Employees meeting longevity criteria will be able to convert up to one half of their accrued sick time into the following year's vacation time.

While we don't want people coming to work sick, many employees have expressed their concern over our current "use it or lose it" policy. We plan to put this new policy in place once the computer software and final details are finished.

In closing, we have had too much aircraft damage on the ground. Each one of us must continue to ensure that safety is our number one priority.

Best wishes to you for a great month.



Robert D. Swenson
President & Chief Executive Officer

*** JULY, AUGUST TRAFFIC, STRONGEST EVER ***

Mesaba broke boarding records in July and August, carrying more passengers than ever before on its airline system. The company carried 96,682 passengers in July and 101,094 passengers in August. Revenue passenger miles (one passenger flown one mile equals one revenue passenger mile) were 20.8 million and 21.4 million in July and August, respectively. Mesaba's load factor during the two months was 57.8 percent and 58.6 percent.

*** DETROIT HANGAR WALLS GOING UP ***

Mesaba's new Detroit hangar is progressing steadily as the building's walls are already beginning to be put up in place. The 45,000 square foot maintenance facility is scheduled to be completed in early 1990.

*** UNITED WAY CAMPAIGN A SUCCESS ***

Employees at Mesaba's Twin Cities location raised over \$9,200 in this year's United Way Drive which was held in early September. Winners from the United Way Drawing were: Buddy Passes; William Minor, Dennis Ofstedahl, Lori Guzman, Daniel Trampush, Char Roden, Jeff Jones, James Jansen, Daniel Kelly, Tim Keohen and Jeffrey Ranney. Tickets to Chanhassen Theater; Brian Bristol and Rick Frascht. The United Way Committee congratulates all of the employees that participated in this year's drive.

*** TRAVEL FACTS ***

In 1989, more Americans flew than ever before, according to the US Travel Data Center. 1.26 billion person-trips (a person-trip measures one person traveling 100 miles or more away from home) were made during the year, according to the Center. - Thanks to CR News.

*** ERIE RECEIVES NEW BACKWALL LOOK ***

The Erie Station recently became the first Mesaba city to receive the new Northwest Airlink look on its backwall. The new look includes a red and gray backwall with white lettering and also gray arrival/departure boards.

*** PASS BUREAU NEWS ***

- MIDWAY AIRLINES -Mesaba full-time employees now have the ability to obtain service charge passes on Midway Airlines. Employees, their spouses and children may fly \$25.00/each one way or \$50.00/each round-trip on Midway. Consult your pass bureau booklet for additional privileges.

- NATIONAL CAR -Employees may now receive an additional 10 percent discount off of already discounted National Car Rental weekend, weekly and holiday promotional rates. Travelers simply need to provide your discount number, 5765611, when making reservations.

*** NOVEMBER SCHEDULE ADDITIONS ***

Effective November 1, Mesaba will add a seventh round-trip flight between Central Wisconsin and Minneapolis/St. Paul. That same day, Mesaba will discontinue one of three round-trip flights between Cleveland and Detroit.

*** RECOVERY FUND FOR EMPLOYEE ***

A recovery fund has been established for Mesaba pilot Dave Harvey who was diagnosed with Acute Leukemia in early August. Mike and Jolynn Berns, friends of Dave who started the fund, said the funds will go to help offset medical expenses. Employees interested in contributing to the fund may do so by sending donations to: "Dave Harvey Recovery Fund," State Bank of Long Lake, 1964 W. Wayzata Blvd., Long Lake, MN 55346.



*** NEW EMPLOYEES ***

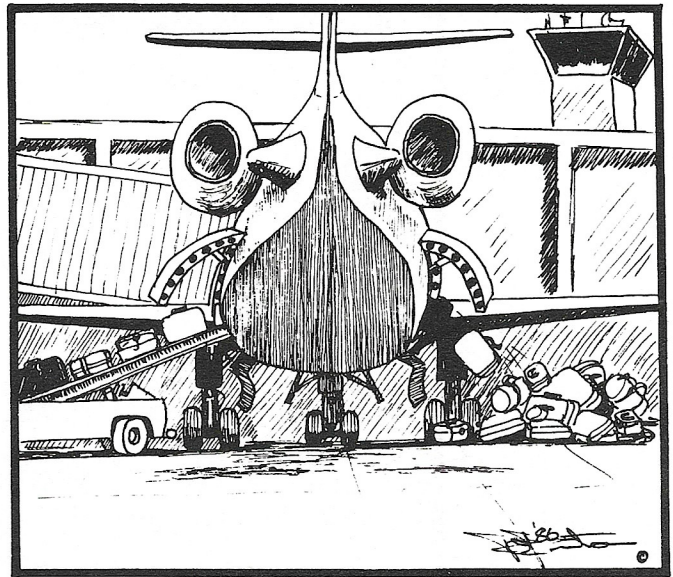
The following persons have joined the company since June, 1990

Full-time

James Swanson, Stock Clerk, MSP
Scott Huard, A&P Mechanic, DTW
Robert Ray, Avionics, DTW
Rodney Vigstol, A&P Mechanic, DTW

Part-time

Debra Niessink, Flight Attendant, MSP
Mark Copeland, CSA, MSP
Greg Pederson, Pilot, GPZ
Robert Steffens, Stock Clerk, MSP
David Schuldt, CSA, MSP
Daniel Powers, MSP
Mark Larson, CWA, MSP
Steve Morgan, CSA, MSP
Kevin McCarthy, Stock Clerk, MSP
Trina Lipp, CSA, JMS
Jeffrey Shoemaker, CSA, MSP
Brad Anderson, CSA, MSP
Robert Schaus, CSA, MSP
Deanna Cook, CSA, MSP
Daniel Meitrodt, CSA, MSP
David Vidnar, CSA, MSP
Kathryn Ellefson, CSA, MSP
Dean Larson, CSA, MSP
Stephanie Wilson, CSA, DTW
Bill Abain, CSA, DTW
Bonnie Brown, CSA, DTW



Sharon Samhan, CSA, DTW
Carolyn Sosin, CSA, DTW
Mary Kowalski, CSA, DTW
Shawn McCauley, CSA, MQT
Amy Newman, CSA, MQT
Steven Bilkey, CSA, MQT
Ed Suraski, CSA, DTW

*** PROMOTIONS ***

Judy Boeddeker was promoted to Director of Accounting from Accounting Manager.

Loren Miller was promoted to Manager of Tax and Financial Planning from Senior Staff Accountant.

Theresa Keough, Patrick Schod and Joe Marshall were named Customer Service Supervisors in Detroit.

*** 5 YEAR EMPLOYEES ***

The following persons reached their five year anniversaries with Mesaba during the summer.

July - Doug Fulton (Dir, Mktg)
Dave Hanson (CSA, DVL)

August - Robert Formanack (Pilot, MSP)
Jan Noles (Mgr, Flight Ops)
Marlin Schafer (A&P Mech, CWA)
Lawrence McCabe (V.P., Comm. & Govt. Affairs)
Carolyn Hammer (CSA, BRD)

September - Dennis Schroeder (CSS, MSP)



*** MESABA MEMOS ***

Tina Tronnier (Revenue Accounting Clerk) was married to Joe Brookshaw on September 8, 1990.

Cheri Belden (Inflight Supervisor, DTW) was married to John Underwood on July 7, 1990.

Teresa Harris (Admin. Ass., Accounting) was married to Mike Ebhardt on September 8, 1990.

Kay Asselmeier (CSA, MKG) was married to Troy Mumby on August 25, 1990.

Charlean Sabo (Sup, Customer Relations) gave birth to son Garrett Lewis on September 14, 1990.

Linda Ochocki (CSA, MSP) gave birth to son Maxwell Joseph on August 22, 1990.

SEND Information to: Mesaba On The Move, 7501 26th Avenue S. Mpls,
MN 55450, Atten: Editor

*** GOOD LETTER ***

June 22, 1990

The following letter was addressed to President, Mesaba Airlines

Dear Sir:

My wife and I were passengers on Northwest flight #102 from Phoenix to Minneapolis where we were to catch your flight to Brainerd on June 9th. We were flying on Senior Citizens Coupons and picked the tickets up that morning at the Phoenix desk at Northwest Airlines. Previously, we had confirmed the flights and been assigned seats. However, something went amiss and when we arrived at your desk, we found our flight to Brainerd had been oversold and we were put on standby.

This was quite disturbing as I had just been released from the hospital. In fact, the day before I spent the day in bed so ill I could not get up to eat.

Through all this, the young man at your desk, Charles Ryke, was the soul of courtesy and consideration. He assured us that he would give us first consideration if an opening appeared. We both think it little short of a miracle to find a young man in your type of business with the desire to help that he displayed. You should be very proud to have a man like him as your representative. Of course, he was able to get us on the flight, in spite of even further problems that arose from a group of foreign travelers that were to attend a meeting in the Brainerd area.

Thank you for having a man like Mr. Ryke.

Cordially, WBK, Crosslake, MN

*** PELLSTON BEGINS OWN OPERATION ***

On September 10, Mesaba's Pellston, Michigan staff began handling the company's ramp operations at that airport. Up until then, Mesaba's ramp functions had been handled by Simmons Airlines while Mesaba only performed the counter and ticketing functions.

*** RISING FUEL PRICE INCREASES COST OF DOING BUSINESS ***

Since the Mideast Crisis began in August, fuel prices have increased significantly forcing airlines twice to raise airfares to offset the rising cost of jet fuel. In August, airlines raised fares 5.1 percent. On October 1, an additional 4.2 percent is also scheduled to take place. Mesaba's fares have increased in correspondingly with Northwest fares.

OPERATION SHOTGUN READY

The South Dakota hunting season opens on Saturday, October 20 and Mesaba's advance airline reservations for that week show signs of another busy season. Mesaba's customer service department will be implementing the annual "Operation Shotgun" service procedures on October 18 to handle the increased passenger and baggage loads. According to L. Buck Rogers, Customer Service Manager who served on this year's hunting preparation committee, Mesaba will be operating a vehicle, if necessary, to carry extra baggage to cities in South Dakota. In addition, cities and baggage will be prioritized, and there will be dedicated personnel in the Twin Cities to help with the busy hunting traffic. Also serving on this year's committee were John Tobin from Pierre and Pat Burke from Aberdeen. Station personnel from all cities in South Dakota also contributed ideas.



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