

Overseas program

Training, lease agreements reached with Japanese airline

Hughes Airwest has reached an agreement to provide Japan's third largest airline, Toa Domestic Airlines (TDA), with jet maintenance training and leased aircraft.

Thus Japan becomes the third Asian nation involved with Hughes Airwest, the only U.S. regional airline with such an overseas program.

The two other countries are Burma and Nepal, bordering the People's Republic of China.

"We are pleased to have been selected by TDA," said Irving T. Tague, general manager. "It expands our diversification pro-

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Modified flight profile procedure is developed

A modified flight profile program that could save as much as three million gallons of fuel annually has been developed by Hughes Airwest, according to Ed Altman, vice president of operations. It has been utilized since July 1.

A flight profile involves all procedures on an aircraft's operation, including speeds at which takeoff, climbout, cruise and descent are performed, and weather, fuel consumption and aircraft capability.

The project required such a high volume of data on all profile variables that three outside computer firms were needed to process the information, Altman said.

Chief architect and company coordinator was Capt. George Locke.

Altman said a number of complicated design changes were made during the three-year development period to adapt the program to the Hughes Airwest system.

Others who worked on the program included Bill Rampone, manager of operations procedures; Chuck Gillespie, operations assistant; Jim Frantz, manager of flight records, and Clyde Kostenbader, assistant to Altman.

Takeoff, inflight cruise and landing now is performed according to a set of flexible flight guides, compared with rigid standards previously established by the aircraft manufacturer.

Climbout after takeoff may be made at a slower speed and at a higher rate of climb, depending on optimum conditions. As a result, less fuel may be burned because the aircraft is accelerating for a shorter period. The aircraft reaches cruise altitude in less time and in a shorter ground mileage. This allows more time to

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Passenger revenues increase for U.S. scheduled airlines

Scheduled airlines in the United States reported first quarter operating revenues of \$2.69 billion, a 9.9 per cent increase over the first quarter of 1972.

Operating expenses were up 9.8 per cent to \$2.71 billion. The net loss to these carriers—11 trunk and eight local service airlines—was \$45 million compared to \$43.6 million in the first quarter of 1972.

Passenger revenues for the carriers grew by 10.1 per cent to \$2.29 billion.

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WELCOME HOME—More than 60 company employees—pilots, flight attendants, executives and others—were on hand to welcome Capt. John Robinson at the completion of his last flight before retirement. He is shown above with his wife and daughter.

Capt. Robbie retires, ends 40-year career

Capt. John Robinson retired July 10, the day before his 60th birthday.

The event marked his 40th year in careers that included commercial aviation, movie acting, police work and flight training. Twenty-seven years and eight months of that time was as a company pilot.

Capt. Robbie also was the first pilot in the Air Line Pilot's Association (ALPA) Council 111 to reach the mandatory retirement age. The council is comprised of San Francisco-based Hughes Airwest pilots.

More than 60 pilots, flight attendants,

company executives and other employees greeted him in San Francisco at the completion of his last flight. Members of Council 111 presented him with a set of golf clubs.

Robinson was born in Marlborough, Mass. He moved to California in 1933 where he joined the Culver City Police Department as a patrolman. He later became an actor for MGM Studios where he was a stand-in for George Murphy and Robert Taylor. (This may have a relation to his having been voted the most hand-

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RECORD SETTERS—The 14 girls in central seat control, San Francisco, have set a record for work attendance. As of July 6, they completed 129 days without any lost time for sick leave. That amounts to 1,161 individual shifts worked with no absence. Above are (from left front) Maureen McCann, Judy Jones, Susan Ogle, Kathy Doyle and Sue Nazy. (From left rear) Patti Reynolds, manager of the department, Cathy Allen, Marilyn Cue, Carolyn Branchfield and Margie Rose, chief agent. Not shown (because it was their day off) are Barbara Taylor, Amelia Olivas, Jean Murphy and Donna Torres. Marketing department officials hosted the group at a champagne party as a reward for their efforts.

Hughes Airwest international stature unique among regionals

Among the country's regional airlines—and larger trunks as well—Hughes Airwest's international stature is unique.

It was the first regional to operate a transborder run when it started flying to Calgary, Alberta in 1960.

Eight years later it became the first U.S. airline to serve three resort cities in western Mexico—La Paz, Mazatlan and Puerto Vallarta.

Then in 1971 it added a fourth, Guadalajara, and acquired the distinction of flying to more cities in Mexico than any other U.S. airline—regional or trunk.

It is still the only U.S. flag carrier serving all four Mexican destinations and one of only two flying into Calgary.

In addition, it is certificated to serve two other cities in Mexico—Guaymas and Cabo San Lucas—but flights to them have not yet begun, pending completion of adequate airport facilities for company aircraft. Service to Guaymas is scheduled to start in the fall.

Today the five foreign cities the airline does fly to play dominant roles in its route structure and marketing strategy.

Routes directly linking these cities with others throughout the West are important segments in the airline's network of flights.

They are contributing heavily to length-

ening the airline's average passenger journey farther than ever before in its history—and with fewer intermediate stops.

In the two countries, its available capacity—passengers and cargo—increased this spring more than 31 per cent in Canada and 13 per cent in Mexico. Increases in Mexico are due to the use of larger DC-9 jets on all routes.

This capacity will continue to increase as the DC-9 jets the company has on order are delivered and put into scheduled service on both international and domestic routes.

The carrier has been operating daily flights between Calgary and Spokane for a number of years. It wasn't until 1972, however, that jet service to Calgary was intensified to give air transportation between Alberta and the U.S. a long-sought shot in the arm.

On the heels of route realignment authorized by the Civil Aeronautics Board, Hughes Airwest this spring opened up a new 1,300-mile jet corridor that includes the first nonstop segment between Spokane and Las Vegas.

The artery also extends southwest into Los Angeles and, more importantly, north from Spokane into Calgary.

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Guaranteed delivery service to begin for small packages

Guaranteed delivery freight service for small packages is tentatively scheduled to begin near the end of next month for shippers using Hughes Airwest.

The company will guarantee to ship packages on the flight designated by the shipper or half the shipping fare will be refunded, **Bob Donahue**, director of cargo, said. It will be called Rapid Package Service.

"Shippers may bring their small items to a Hughes Airwest ticket counter and we'll insure that it will arrive on the flight he designates," Donahue said. "The service will be available only in the United States."

Restrictions of the service limit the size of package to no more than 30 inches square and 50 pounds in weight. The package must be at the ticket counter at least 30 minutes prior to flight departure.

To make items shipped via Rapid Package Service more identifiable, the company has designed a special vinyl bag in which the items will be placed for shipment. The bags are specially marked so no mistake will be made about their priority.

A standard rate of \$20 per shipment will be charged. Only one package per shipment will be allowed.

Donahue said a simplified air bill has been designed to make check-in easy. All shipments will be prepaid.

"This service is very competitive with similar plans offered by other airlines," he said. "Our big plus is that we can offer it to more cities than any of our competitors."

Help wanted: employees to check meal quality

Employees are in a good position to act as spot checkers for quality control for the almost 750,000 meals and snacks served annually aboard company aircraft.

Despite ongoing efforts to maintain high quality, mistakes are made by food preparers and occasionally a bad meal or snack will be served.

Russ Fields, manager of passenger service, said employees should report any uncooked or otherwise misprepared meals to him.

He warned that meals that simply do not appeal to taste should not be reported, unless spoilage or other obvious problem is involved.

Be sure the report includes the date, flight number and the cities between which you are flying when the meal was served.

Fields will investigate the incident and inform the kitchen that prepared the meal.

Technical assistance agreement is reached

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gram through use of our technical resources."

Tague said the TDA program is in line with a recent Civil Aeronautics Board guideline for diversification and will not affect regular, scheduled flights throughout the airline's system.

Hughes Airwest was the first U.S. company in Burma when it began a technical assistance program in maintenance in mid-1970 for Union of Burma Airways. It also was the first American firm in Nepal in early 1972 with a similar program for Royal Nepal Airlines.

The Japanese program calls for the training of TDA maintenance personnel at the company's maintenance center in Phoenix and later in Tokyo.

The company also will lease two DC-9s to TDA later this year and lease available aircraft time throughout the West for flight training of TDA pilots. It will be the first DC-9 operator in Japan.

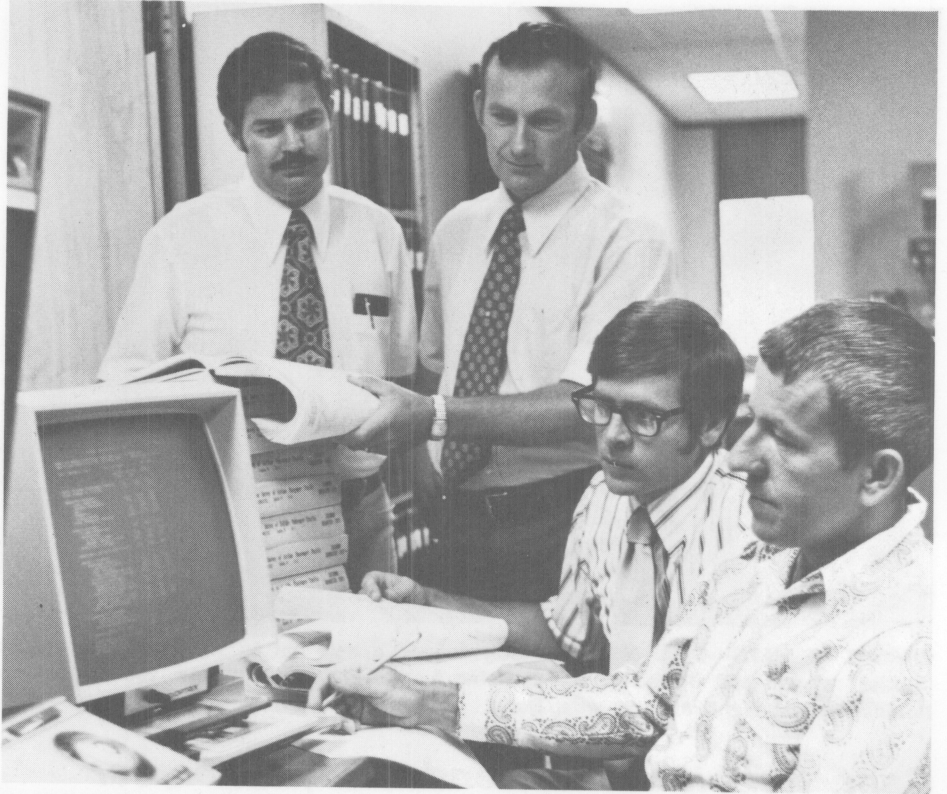
Douglas Aircraft Company recommended Hughes Airwest to TDA, which has eight new DC-9s on order and an option for six more.

The TDA contract is subject to the approval of the U.S. and Japan Civil Aeronautics Boards.

Bob Jorgensen, staff vice president of maintenance and engineering in Phoenix, and Dave Hinson, assistant to the general manager, coordinated the TDA program for Hughes Airwest.

Four TDA pilots received training in June. Ten others complete airborne training this month. Each pilot receives 16-20 hours of inflight training and another 20 hours of observer time on regularly scheduled flights throughout the West.

Fourteen TDA mechanics are undergo-



TRAINING BEGINS—Hughes Airwest's new economic control managers have begun six weeks of intensive training prior to beginning their duties. They are studying all facets of the company's operational procedures, plus other areas, including marketing. Their job will be to assist top management by making hour-to-hour decisions that affect the economics of operating company flights. From left to right are Tom Monroe, Fred Smith, Curt Haag and Roy Thompson. A fifth member of the group, Jim Wright, is not shown.

ing on-the-job maintenance instruction in Phoenix. Their training period varies from 6 to 18 weeks. About 25 TDA mechanics in all will be trained.

Jorgensen, as supervisor of the Southeast Asia program, has been visiting Burma and Nepal every four months to counsel the airlines in those countries involved with Hughes Airwest. He now will add Japan.

Jack Zogg and Jorge Mayor, maintenance supervisors, are in Burma. Steve Jones, John Krekelberg and Robert Ragan, also maintenance supervisors, are in Nepal.

Jim McMannon, based in Nepal, is director of the company's maintenance activities in Asia. He will not be involved with the TDA program, Jorgensen said.

The company plans to have 4 to 10 employees in Tokyo, but they have not yet been named.

"We regard the TDA contract as an opportunity to demonstrate our capabilities and to foster continued good will between the United States and Southeast Asia," Jorgensen said.

"I hope all employees who come in contact with our TDA friends during their visit here will do everything possible to assure their experience is an enjoyable one."

Caton earns US citizenship; wants to be part of system

Dave Caton, regional station instructor in Las Vegas, recently was awarded his American citizenship, a status he sought because he wanted to be part of the system.

Caton joined the company in 1965 as station manager in Las Vegas.

In his native England he was a special constable (policeman) for nine years and a member of the British armed forces.

Why did he seek American citizenship? "I love this country," he said. "I have been taking a lot out of it without having one of the most important benefits. I paid taxes, but until now, I was not allowed to vote for those people who levied the taxes. I'm sort of a case of taxation without representation in reverse.

"I wanted to be part of the system. Now I am."

Hotel offers employe rate

The Villa Hotel, San Mateo, is offering a rate of \$14.50 single and \$18 double for Hughes Airwest employes. Present company identification at time of check-in.

Traffic Scoreboard

	May, '73	May, '72	% Change
PAX	291,141	256,084	+13.7
RPM	108.3 mil.	86.9 mil.	+24.7
ASM	198.7 mil.	177.9 mil.	+11.7
Load Factor	54.5%	48.8%	
PAX density	43.8	39.2	+11.7
Cargo ton miles	622,608	526,700	+18.2
Cargo tons brd.	1,661	1,490	+11.5
On-time	87.2%	84.1%	
Year-to-Date			
	1973	1972*	% Change
PAX	1.6 mil.	906,504	+78.1
RPM	594.8 mil.	309.8 mil.	+92.0
ASM	1.2 bil.	672.5 mil.	+78.0
Load Factor	49.7%	46.1%	
PAX density	39.9	38.2	+4.5
Cargo ton miles	3.8 mil.	1.8 mil.	+105.7
Cargo tons brd.	10,102	5,152	+96.1
On-time	85.2%	87.6%	

*All 1972 year-to-date data is the result of a severely restricted flight schedule caused by a 3½-month strike.



CHANGE OF HATS—Capt. John Robinson donned a new hat to signify his retirement "duties" of golf and flying. He was assisted by first officer Phil Lane, the co-pilot on Robinson's last flight, and his wife, Doris.

Capt. Robbie retires, ends 40-year career

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some man in his high school graduating class.)

He moved to Mesa, Ariz. at the beginning of World War II to join Southwest Airways as a flight instructor, training pilots of the Royal Air Force.

Robinson moved to San Francisco in 1946 where he again joined Southwest as a pilot. (Southwest had been granted

status as a commercial airline. That airline later changed its name to Pacific Airlines, a predecessor company of Hughes Airwest.)

He has flown DC-3s, Martin 202s and 404s, Fairchild F-27s, Boeing 727s and Douglas DC-9s. He has completed more than 25,000 flight hours, all accident-free.

His retirement plans include golf and pleasure flying.



GREETINGS—Hughes Airwest pilots were first in line to greet Capt. John Robinson (center) on arrival from his last flight on July 10 in San Francisco.

Passenger mile record shattered last month

Hughes Airwest shattered records last month.

The airline's passengers flew more revenue miles per day than in any other month in its history.

Daily revenue passenger miles (RPM) averaged more than 3,611,500—a 20 per cent jump over the 2,896,000 miles logged daily by passengers in June, 1972.

RPMs amounted to more than 108,347,600, up nearly 25 per cent from the 86,880,200 miles in June a year ago.

The percentage of seats filled (load factor) rose to an all-time monthly high of 54.5 per cent from 48.8 per cent in June, 1972.

Average systemwide on-time performance rose to 87.2 per cent from 84.1 per cent last June.

More than 291,000 passengers boarded Sundance flights during the month, or a gain of nearly 14 per cent over 256,000 passengers in June last year.

Available seat miles exceeded 198,722,800, an increase of nearly 12 per cent over last June's 177,957,000.

Passenger density (the average number of passengers flying per mile), rose nearly 12 per cent to 43.8 from 39.2.

Cargo ton miles (one ton of cargo traveling one mile) increased more than 18 per cent to 622,600 from 526,700 in June, 1972. Total tons of cargo boarded throughout the system rose 11.5 per cent to 1,661 from 1,490 tons a year ago.

Transition

WELCOME ABOARD—K. A. Vijai-Simh, system designer, Phoenix. P. E. Mehnken, executive secretary, San Francisco. C. M. Assaturian, station agent, Bakersfield. J. B. Maxwell and J. D. Van Pelt, station agents, Lewiston. J. L. Smith, junior accounting clerk, San Francisco. R. L. Brown, station agent, Spokane. M. F. Acres and S. G. Monsey, clerk typists, Las Vegas. J. L. Dickerson, station agent, Ontario. M. I. Hansen, M. C. Jacques and L. Greer, reservation agents, Los Angeles. J. M. Reed, station agent, Lake Tahoe.

PROMOTIONS—Rich Miller, to special assistant for public affairs, San Francisco. Patti Reynolds, to manager of central seat control, San Francisco. Truman Ng, to records retention specialist, San Francisco. Mike Jewitt, to chief station agent, Grand Canyon. Bob Hemphill, to technician, Las Vegas. Carl Vonderwall, to lead technician, San Francisco. Ronald Matz, to ground serviceman, Las Vegas. Jim Thompson, to dispatcher, San Francisco.

International stature unique among regionals

(Continued from page 2)

It provides Calgary with first-time direct jets to Las Vegas and Los Angeles with a minimum of stops and gives Hughes Airwest access to as yet untapped markets that can be fed into the cities along the corridor.

Passenger boardings in Calgary last year rose 10 per cent over 1971's level and they are still climbing. The airline forecasts far more impressive passenger traffic increases in and out of Calgary during the next year and a half—up to 4,500 a month, based on the current schedule.

It attributes this to a better flight pattern through the city; to its being selected the official airline for the Expo '74 World's Fair that opens in Spokane next May; and, in no small way, to Calgary's direct commuter air link with Edmonton, Alberta's capital city about 200 miles north.

Air travel per capita between the two Canadian population centers is reportedly heavier than between any two other cities in North America.

For this and other reasons, the airline predicts heavy travel along its more than 26,000-mile route system by Edmontonians who will be joining Calgarians in discovering the accessible Calgary-Spokane gateway to the Western U.S.

At the other end of the carrier's three-nation system, Mexico looms as one of the most popular and fastest growing foreign destinations of air travelers.

Sparked by this travel fact, Hughes Airwest has steadily increased its flights to the four resort cities from four a week from the San Francisco Bay Area last summer to 14 a week, or daily from both San Francisco and Los Angeles, this spring.

The flights are through the Phoenix and Tucson gateways.

It's conceivable that flights into Mexico will increase to three times a day and perhaps four, if current traffic trends continue.

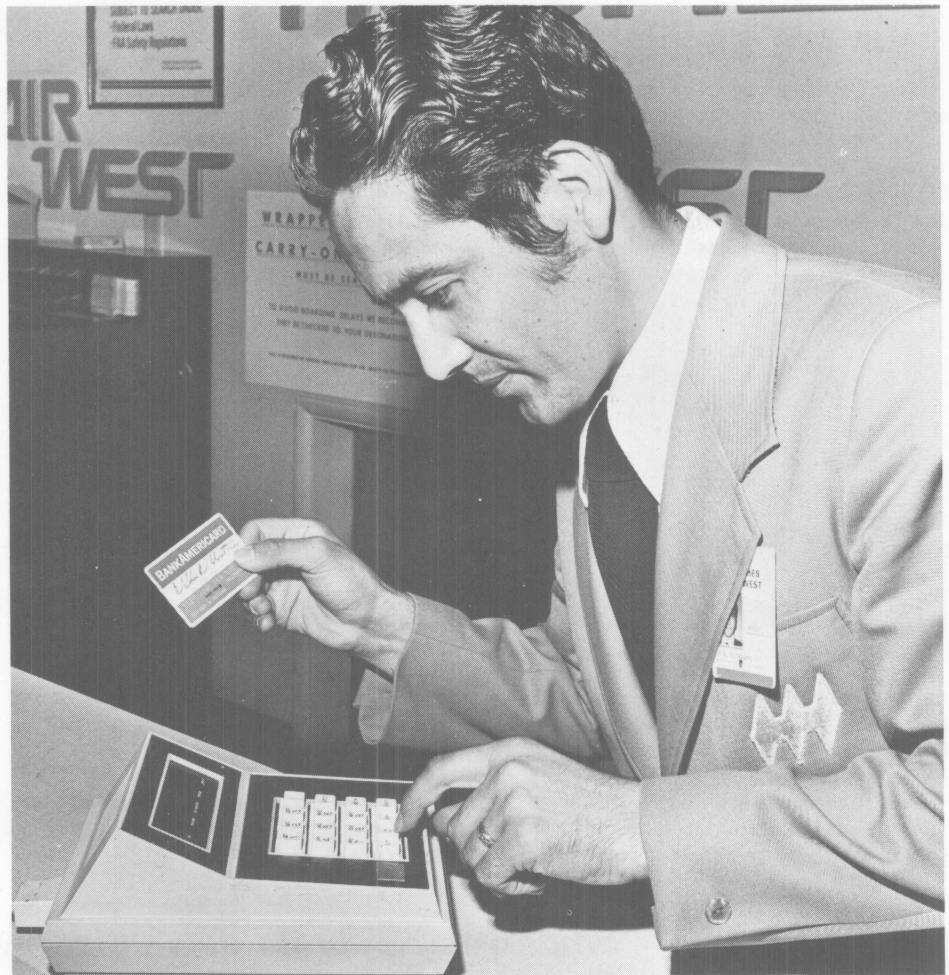
This projected expansion of the airline's Mexican operations is based on unprecedented past growth in passenger volume to the four cities. It has doubled each year since 1970—along with revenues.

This year the carrier expects to carry 80,000 passengers to and from Mexico—116 per cent more than in 1972—and, hopefully, twice that number next year.

Statistically, the international ventures appear to be paying off.

Hughes Airwest operated nearly 2,500 aircraft arrivals and departures through the five cities during 1971; more than 1,800 being in Mexico.

Last year it operated more than 3,600,



CARD CHECKER—Fausto Goirdano, station agent, Burbank, is demonstrating the company's newest device to catch lost or stolen credit cards—a TRW mini-computer. The unit also checks the validity of checks. Similar units have been installed at Los Angeles, Ontario and Santa Ana. Agents may receive up to \$25 for recovering invalid credit cards.

Mini-computer tracks credit cards, checks

Station employees at four Los Angeles-area airports have a new device to assist them in tracking down lost or stolen credit cards and in determining the validity of checks.

The device is a mini-computer developed by the TRW Corporation of Los Angeles.

When a passenger wants to use a credit card to purchase his ticket, the agent en-

including nearly 3,000 in Mexico.

And during the first four months of this year, more than 2,000 aircraft takeoffs and landings were through international destinations; more than 1,700 of them in Mexico.

Likewise, passenger traffic through the five cities, especially those in Mexico, reflects a significant growth pattern.

Hughes Airwest's international operations in Canada and Mexico are big business—uniquely so for a regional airline.

And business is booming.

ters the card number in the computer keyboard, which is similar to a small adding machine. The signal is transmitted via telephone lines to a master computer. An instantaneous search of computer records is made and a signal returned to the ticket counter within seconds.

If the card is good, and most are, the transaction is completed. If the card is not good, the passenger is asked to surrender the card. The agent may receive a cash reward of up to \$25 for returning the card to the issuing company.

To clear checks, the same method is used except that the passenger's driver's license number is entered.

In either case, the computer records the amount of the transaction.

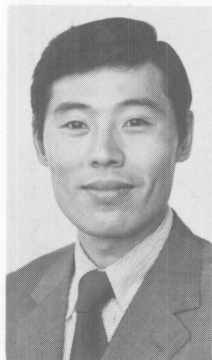
The TRW computers are located at the Los Angeles International, Hollywood/Burbank, Santa Ana and Ontario airports. Plans for expanding the service into other stations are pending.

Four are appointed to new company positions

Four persons have been named to management positions with Hughes Airwest.

Paul Saito was appointed regional sales manager for the Far East, based in Tokyo. He replaces Kenshin Morita who was with the company as a temporary employe.

Saito will direct sales activities through-



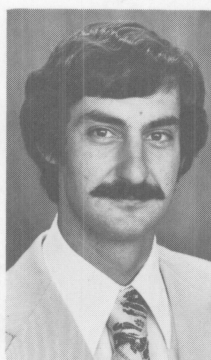
Saito



Reynolds

duties. Miss Reynolds has been with the company since 1958, most recently as assistant manager of her department, and previously as manager of reservations procedures, reservations training supervisor and revenue accounting clerk.

Rich Miller is the new special assistant



Miller



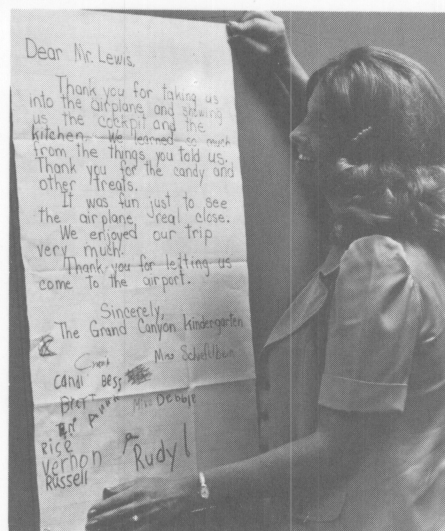
Ng

out the Far East, but will concentrate on developing new business from Japan. He has worked for a travel agency and with Aloha Airlines.

Patti Reynolds was named manager of central seat control, replacing **Jim Rylander**, who was given other management

for public affairs in California. Miller joined the company in 1972 as sales representative in Salt Lake City.

Truman Ng was named to the newly created position of records retention specialist. He joined the company in 1970 as mail clerk.



BIG THANK YOU—Kindergarten students from the Grand Canyon School were so impressed with their trip through a Hughes Airwest DC-9, they decided to say thank you in a big way. They wrote their letter to Tom Lewis, chief agent at Grand Canyon, thanking him not only for letting them see the jet, but also for showing them around the airport. Lewis sent the letter to the customer service department in San Francisco, where it was hung behind the desk of secretary Drinda Larson (above).

Employees celebrate service anniversaries

These employes celebrate service anniversaries during July.

TWENTY-FIVE YEARS

SEATTLE—**Capt. David Doak**. SAN FRANCISCO—**Angelo Spandrio**, technician.

TWENTY YEARS

SAN FRANCISCO—**Russ Fields**, manager of passenger service.

FIFTEEN YEARS

SAN FRANCISCO—**Jim McGill**, regional training instructor; **Capt. Joe Yonan**. RENO—**Kenneth Visscher**, chief station agent. LAS VEGAS—**Bill Hunter**, lead technician. SACRAMENTO—**Fritz Krebs**, chief station agent.

TEN YEARS

YAKIMA—**Larry Booth**, station agent. LEWISTON—**Tom Prior**, station agent. REDDING—**Tom Jarvis**, station agent. SACRAMENTO—**Lloyd Wilson**, station agent. SAN FRANCISCO—**Christiaan Anten**, technician; **Beverly Boyle**, coordinator passenger systems. SEATTLE—**Ray Severin**, technician. BOISE—**Bob Zerr**, technician. PHOENIX—**Joe Cafiero** and **Gary Mason**, technicians. PORTLAND—**Barbara Potter**, cleaner. LOS ANGELES—**Margaret Gilliland** and **George Fakhouri**, reservation agents. LAS VEGAS—**Mary Peterson**, flight attendant.

FIVE YEARS

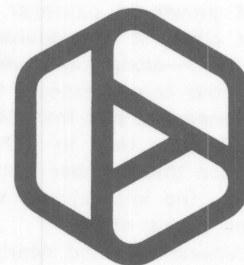
SAN FRANCISCO—**Jean Wade**, assistant

to the V.P., marketing; **Jim Orton** and **Eddie Qualls**, station agents; **Don Pease** and **Gary Courtney**, ground service; **Joan Drayton**, executive secretary; **Jayn Moini Nazeri**, **Carol Fencil**, **Peggy Heck** and **Sharon Young**, reservation agents; **JoAnn Dennis**, secretary; **Bob Flores**, manager of facilities; **James Gallagher**, transcription operator; **Alicia Eide**, supervisor credits & collections; **Kathleen Brower**, **Nina Barattoff** and **Joan Heiny**, intermediate accounting clerks.

Patti Clark and **Linda Suazo**, intermediate clerks; **Lynn Glover**, clerk typist; **Lynn Underhill**, statistical typist; **Jane Emerick** and **Margaret Rohn**, flight attendants. LAS VEGAS—**John Crabbe**, **Terry Evans**, **Richard Golliday**, **John Kleem**, **Steve Singler**, **Ralph Wilson** and **Tim Bebee**, station agents; **Thalia Williams**, ground hostess; **Tanya Keller** and **Virginia Koch**, flight attendants. EL CENTRO—**Ray Molina** and **Gilbert Niday**, station agents. LOS ANGELES—**Gary Woertendyke**, station agent; **Sharon Graham** and **Joe Wilson**, ticket agents; **Horace Howard**, cleaner; **Bernice Kruger**, **Gloria Lipman**, **Helen McClintock**, **Patsy Scarce** and **Linda Turnbull**, reservation agents. MONTEREY—**Frank Shubert**, station agent.

SEATTLE—**Dana Gaston** and **Charles Adderson**, ticket agents; **Verle Myrick**, sta-

tion agent; **Zoe Allen**, **Karen Luna**, **Judy Marinelli**, **Janice McCloskey** and **Gertrud Reed**, reservation agents. LEWISTON—**Jim Nickel**, station agent. YAKIMA—**Frank Walker**, station agent. SAN DIEGO—**Larry Loffelmacher**, station agent. TUCSON—**Jerry Reid**, station agent. SALT LAKE CITY—**Val Middleton**, ground service. PORTLAND—**Bob Bolton**, ground service. PHOENIX—**Paul Vinck**, aircraft router; **Don Owen**, supervisor avionics maintenance; **Bob Bader**, maintenance service analyst; **Pam Nielsen**, **Nancy Muse**, **Pat Nelson**, **Edith Spangrud** and **Sharon Lauffer**, reservation agents.



EXPO '74.

Official Airline

Modified flight profile procedure is developed

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be spent at cruise altitude where the most economical flying is performed.

Cruise speed may be changed slightly. Instead of always flying at mach .80 (80 per cent of the speed of sound, or about 564 miles per hour), cruise speed may be lowered to mach .76 (539 m.p.h.) or mach .78 (550 m.p.h.).

Any combination of high or low speed climbout, cruise or descent speeds may be selected to reach optimum fuel consumption and aircraft efficiency. There are no flight time penalties.

"This program will result in much greater operational efficiency," Altman said. "There will be no change in passenger comfort and it will not affect safety."

Locke said each flight segment on the company's system was examined to find the optimum flight profile. As many as 100 variations for each segment were analyzed by computer. The compiled data was transformed into the best profile for each segment and into the best alternate.

Also new in the program is a provision for quarterly revision of the profiles. They will be adjusted to reflect seasonal changes of temperature and wind.

The chart below gives a comparison of actual flights between Santa Ana and Phoenix. The aircraft were DC-9-30s with 73 passengers, 300 lbs. of cargo and 2,190 lbs. of luggage.

Engine startup to top of climb

	Previous Profile	Current Profile
Pounds of fuel burned	3,872	3,122
Time	28.2 min.	23 min.
Distance flown (ground miles)	144 miles	106 miles
Average speed	306 kts.	277 kts.

Cruise (Level flight)

Pounds of fuel burned	517	1,350
Time	5.3 mins.	13.1 mins.
Distance flown	42 miles	105 miles
Average speed	475 kts.	480 kts.

Descent to engine shutdown

Pounds of fuel burned	1,238	948
Time	23.1 mins.	20 mins.
Length of descent (ground miles)	115 miles	90 miles
Average speed	299 kts.	270 kts.

Flight summary

Pounds of fuel burned*	5,627	5,420
Time of trip	56.6 mins.	56.1 mins.
Distance flown	301 miles	301 miles
Average speed	319 kts.	322 kts.

*A gallon of fuel weighs 6.7 lbs.

Fuel saved using the new profile was 207 lbs. Time saved totaled 30 seconds. In this instance, the optimum profile called for lowering the cruise altitude to 27,000 feet from 29,000 feet.

Annual fuel savings on this segment will be more than 280,000 pounds, based on the current schedule of 26 flights per week.

The modified flight profile program has been applied to all 220 daily jet segments.

Maintenance data system begins operation

The first phase of a revolutionary maintenance data computer system is operational for Hughes Airwest. When completed, it will provide split-second information on all aspects of the company's maintenance program.

"There is nothing like this in the airline industry," said Hal Holmes, director of product development.

"We have received inquiries from almost every airline in the country. Each one has expressed interest in the system and some have sent people to Phoenix to examine what Hughes Airwest personnel developed," Holmes said.

The first phase of the system provides time and attendance information. Instead of finding his time-card and having it validated by the time-clock, the employee inserts his identification badge into a special maintenance data collection terminal and pushes one button.

The attendance information is stored on magnetic tape until time for printing paychecks. The tape reel is placed on the company's IBM 360/65 computer where the accurate pay is computed and printed. The human element is entirely removed, thus insuring the employe of being paid the full amount due.

When fully operational in December, the system will provide the company with instant information from 17 maintenance cost control centers. Some of these are: work schedules, time and attendance reports, daily production analysis, cost of aircraft overhaul, maintenance trends and labor distribution.

"This is a very complete system," Holmes said. "It will tell us what has happened, what is happening and what should happen. And, it will tell us instantly."

The system will free supervisory personnel from clerical work, allowing them to spend more time supervising.

By comparing daily or monthly reports, maintenance personnel will be able to determine trends in cost and manpower utilization.

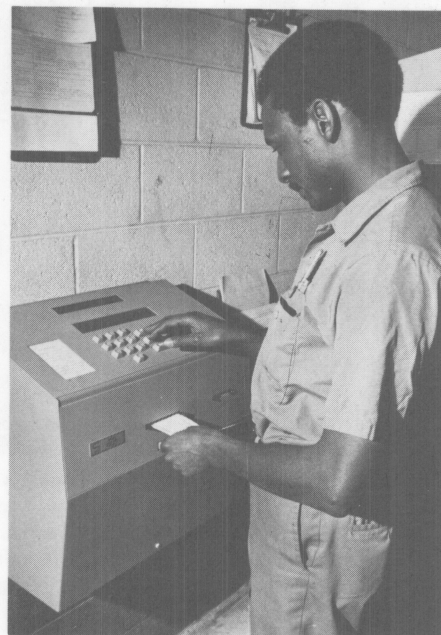
"We might see where a job takes longer

Oxnard flights suspended

Hughes Airwest no longer is serving Oxnard.

Flights to Ventura County Airport were halted July 9 in accordance with a Civil Aeronautics Board order granting Hughes Airwest permission to suspend service indefinitely.

The company had sought a three-year suspension because of the airport's inability to handle jet aircraft and a decline in passenger traffic.



INSTANT INFORMATION — Don Chesnut, Phoenix-based technician, is using the company's new maintenance data collection system. Similar terminals are located throughout the maintenance area. When fully operational in December, the system will provide the company with accurate, up-to-date information on all phases of the aircraft maintenance program.

than we have scheduled," Holmes said. "Then we decide if additional manpower is needed."

Financial Results

	May, '73*	May, '72*
Operating revenue	\$10,188	\$ 8,836
Operating expense	10,436	8,681
Operating earnings (loss)	(248)	155
Non-operating earnings (loss)	(241)	(147)
Net earnings (loss)	(489)	8
	Year-to-date	
	1973	1972
Operating revenue	\$49,927	\$28,986
Operating expense	50,178	29,519
Operating earnings (loss)	(251)	(533)
Non-operating earnings (loss)	(666)	(807)
Net earnings (loss)	(917)	(1,340)

*All data in thousands.



NEW SUNDANCE KIDS—Hughes Airwest's newest flight attendants are (from left front) Paulette Kukura, Carol Bong, Deeanna Kennedy, Willa Morris, Cheryl Craig; (second row from left) Lynette Darms, Jeanette Darms, Janet Cox, Holly Hanseman, Darlene Glenna, Tarrah Baker, Melvin Shivers; (third row from left) Mark Derksen, Miguel Fonseca, Nick Woolfolk, Leon Pierce, Evelyn Bagley, Craig Weise and Pamela Buck.

Trades cast aside for careers in the sky

An All-American baseball player and a professional ice skater have swapped the life of fleet-footed athletes for fast-paced careers in the sky.

They are among 19 new stewards and stewardesses who received gold wings and diplomas from Hughes Airwest June 20 in San Francisco.

The class also includes a former Alaskan fisherman, a bank teller, a graduate psychologist, a wig stylist—and the Airline's first twin-sister flight attendants.

The class' outstanding graduate was **Mark Derksen** of Phoenix, who achieved a 98.2 per cent academic record during the intensive four-week training period.

SFO reservation center wins monthly department honors

San Francisco reservation agents have won the telephone sales department's office-of-the-month award.

It is the first time this year that any office but Seattle has won top honors.

The award is presented to the office that has the lowest percentage of lost calls, the highest number of calls per agent per hour, the least amount of sick leave taken and the least amount of over-time needed.

Los Angeles was in second place last month, followed by Seattle and Phoenix.

Charlotte Peters is manager of the San Francisco center.

Company earns appreciation from Seattle Lions Club

Hughes Airwest was awarded a certificate of appreciation from the Lions Eye Bank of Seattle for the company's services in handling shipments of human eyes.

Special mention was made of Seattle station personnel. A letter from Donna Oiland, executive secretary of the Lions Eye Bank, said "I think you should be aware of the fine job **Mr. Bob Shultz** (station manager) and his personnel are doing in making arrangements for shipping eyes. They are always so courteous and willing to help."

The eyes usually are delivered in special shipping containers to the ticket counter shortly before flight time. They are taken directly to the aircraft. Fast delivery of the eye tissue is critical to the success of the operation.

Shultz said Hughes Airwest has been shipping eye tissue frequently since moving to Seattle/Tacoma International Airport two years ago. Most of the shipments are to Wenatchee, Ephrata, Spokane and Boise.

Travel Bargains

Interline International has introduced a new tour package program for summer, fall and winter travel to Greece, Israel, Jamaica, Mexico City, Spain and Portugal. Most are week-long tours that include hotels, sightseeing, entrance fees and some meals. Air fare is not included. For an information brochure, write: Interline International, Suite 124D, 1005 Virginia Ave., Atlanta, Ga. 30354.

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 Movieland Wax Museum and Japanese Village, Buena Park, Calif. (near Disneyland), have reduced entrance fees to \$1 per person for Hughes Airwest employees and their dependents. Children under 12 are free. Present company identification card at box office to receive discount.

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 Hawaiian Airlines is offering a series of two, four and eight-day tours of various locations in Hawaii. Included are hotel rooms and sightseeing. Meals, incidentals and air fare are extra. Tours begin at \$40 for a single room on the two-day tour. For more information, write: Hawaiian Airlines, 2270 Kalakua Avenue, Honolulu, Hawaii 96815.

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 Caesar Hotels of Italy (the Grand Hotel Plaza in Milan, and the Hotel Caesar Augustus in Rome) has extended its airline employe discount program into the summer. A three-day package that includes hotel room, continental breakfast, some meals and free drinks, is \$44 per person, double occupancy. For information and reservations write: Caesar Hotels, 152 Progress Parkway, P.O. Box 1330, Maryland Heights, Missouri 63043. Telephone (314) 878-9800.

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 The Maresol Beach Apartments, St. Lawrence Gap, Barbados, is offering apartment rentals beginning at \$21 per person per week. One and two-bedroom apartments available. Apartments are on the beach. Write: Manageress, Maresol Beach Apartments, St. Lawrence Gap, Barbados, West Indies.

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 The Hunter Inn, Phoenix, is offering a single room rate of \$10 for Hughes Airwest employees. Telephone (602) 267-9141 for details. Hotel is near the airport.

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 The Scott Hotel in St. Thomas, Virgin Islands, offers a three-day, two-night package for \$49 per person. Included is your room, some meals, cocktails and transportation between hotel and airport and five fifths of liquor. Write for information and reservations to: Caribbean Island Airlines, Pan Am Building, 200 Park Ave., Suite 303E—Room 13, New York, N.Y. 10017.



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