

Hughes Airwest, American sign route exchange pact

Sundance jets will be flying to Texas for the first time ever if a route exchange agreement between Hughes Airwest and American Airlines is approved by the Civil Aeronautics Board.

The agreement was announced Sept. 12 by Irving T. Tague, general manager, and George A. Warde, president of American.

It involves 10 segments between nine cities in Texas, Arizona, Utah, Nevada and California and is considered to be the largest route exchange in commercial aviation history.

Under the terms of the agreement, Hughes Airwest would obtain from American nonstop authority between Phoenix and Houston; Phoenix and San Antonio; Tucson and Houston; Tucson and El Paso; El Paso and Houston; and San Antonio and Houston.

American Airlines, in turn, would get Hughes Airwest's nonstop rights to serve Los Angeles International Airport - Salt Lake City; Los Angeles International-Palm

Spring; Palm Springs-Las Vegas; and Las Vegas-Salt Lake City routes, the latter for local traffic only.

The exchange would not affect Sundance flights at Burbank, Ontario, Santa Ana or flights between Los Angeles International and other cities not included in the agreement. The company also has retained authority to provide service to Salt Lake City, Las Vegas and Palm Springs from other points in its route system.

Tague said the exchange would increase the ability of airlines to provide improved air service to the cities involved, strengthen the route systems of each and give each improved economic benefits.

The procedure for approval by the CAB is expected to take 12 to 18 months.

Tague said the decision to transfer the

Los Angeles International-Salt Lake City route was made with "considerable deliberation."

"After a great deal of study, we determined that American could provide outstanding service because it can back up this segment with traffic from Chicago and points East, whereas we have relatively little support for competitive service between these two cities," he said.

Warde said restrictions on his airline's authority in Texas have made it difficult for American to operate profitably.

American has pending before the CAB a request for an exemption to take over the Los Angeles International-Salt Lake City route and provide two daily nonstop flights starting Nov. 1. This request is supported by Hughes Airwest.

The exchange agreement is the result of a suggestion by members of the CAB to the airline industry encouraging the idea of exploring route exchanges. Since some routes are uneconomical for some airlines to operate, they could become more productive in another airline's system because they better fit that airline's traffic flow pattern. Therefore, a proper exchange can be more beneficial to the communities involved and to the airlines that serve them.

Tague said that Hughes Airwest could operate profitably on the Arizona-Texas routes because, unlike American, "we have a whole network of routes feeding into Phoenix and Tucson, thus providing a source of additional traffic."

Additional jet traffic also would be generated through the Las Vegas gateway

(Continued on page 7)

11th Continental DC-9 jet purchased for Sundance fleet

Another jet will be added to the Sundance fleet.

A DC-9-10 was purchased from Continental Airlines and will be delivered to the company's Phoenix maintenance base Oct. 15 for stripping and painting.

The jet is the 11th to be purchased from Continental Airlines. Last November, the company announced the purchase of 10 DC-9-10 jets from Continental at a cost of more than \$21 million as part of its goal to become an all jet airline by 1975. Two of these jets have been delivered. The others will be delivered before June, 1974.

Before that purchase, Hughes Airwest bought two DC-9s from Korean Air Lines. Both are in fleet service.

The newest purchase will give the Sundance fleet a total of 33 DC-9 jets.

HUGHES AIRWEST



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September, 1973



'AYES' OF TEXAS—Terry Ashton, staff vice president of planning, shows A. Roane Harwood (left), president of the Greater San Antonio Chamber of Commerce and one of many staunch Texas supporters, a model of a DC-9 Sundance jet that would be serving three Texas cities for the first time if a route exchange agreement between Hughes Airwest and American Airlines—the largest in the history of commercial aviation—is approved by the Civil Aeronautics Board. William A. Stewart (right), senior vice president of economic planning for American, smiles approvingly. (Photo courtesy San Antonio Light)

August results: four all-time record breakers

Four all-time records were achieved in August by Hughes Airwest. They were:

- Miles flown by fare-paying passengers, up 12.7 per cent from August, 1972.
- Passenger boardings, up 3.3 per cent.
- Load factor (percentage of seats filled), a 7.3 per cent gain.

—Available seat miles, up 5.1 per cent. Revenue passenger miles totaled 124,227,000, compared with 110,233,000 in the similar month a year ago.

Boardings at the airline's 68 airports throughout the Western U.S., Canada and Mexico were 325,600, compared with 315,100.

Average load factor climbed to 57.4 per cent from 53.5.

Available seat miles totaled nearly 216,591,300, compared with 206,027,300.

Passenger density (the average number of passengers flying per mile) increased 6.7 per cent to 46.1 from 43.2.

Systemwide on-time average umped sharply to 83.3 per cent from 79.1.

Cargo ton miles (one ton of cargo traveling one mile) decreased slightly to 698,829 from 701,352, while total tons of cargo boarded throughout the system dropped to 1,823 from 1,932.

TRAFFIC SCOREBOARD

	Sept., '73	Sept., '72	% Change
PAX	325,640	315,172	+3.3
RPM	124.2 mil.	110.2 mil.	+12.7
ASM	216.6 mil.	206.0 mil.	+5.1
Load Factor	57.4%	53.5%	
PAX density	46.1	43.2	+6.7
Cargo ton miles	698,829	701,352	-0.4
Cargo tons brd.	1,823	1,932	-5.6
On-time	83.3%	79.1%	
Year-to-Date			
	1973	1972*	% Change
PAX	2.2 mil.	1.5 mil.	+48.7
RPM	831.5 mil.	518.7 mil.	+60.3
ASM	1.6 bil.	1.1 bil.	+50.5
Load Factor	51.1%	47.9%	
PAX density	41.0	39.4	+4.1
Cargo ton miles	5.1 mil.	3.1 mil.	+63.6
Cargo tons brd.	13,507	8,651	+56.1
On-time	85.4%	85.3%	

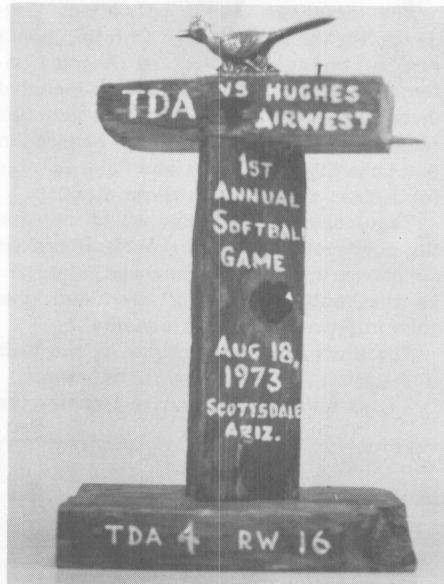
*All 1972 year-to-date data is the result of a severely restricted flight schedule caused by a 3½ month strike.



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Japanese airline gets first Sundance jet

Toa Domestic Airlines (TDA) of Japan accepted delivery in mid-September of the first of two DC-9 jets it is leasing from



THE BIG GAME—The Roadrunners of Tao Domestic Airlines (TDA) and the Canaries of Hughes Airwest slugged their way through nine innings of emotion-packed softball last month in Phoenix. There were big hitters, fleet fielders, straight and fast pitching—but few runs until the high-scoring eighth put the game out of reach. When it was over the players gathered on the mound to shake hands, sign each other's pennants and present the Canaries and imaginative trophy (above) for their 16-4 win. The teams already are making plans for a return match next year—at TDA's home stadium in Tokyo.

12 LANGUAGES

Hughes Airwest attracts world's travel industry at Pow Wow

Hughes Airwest—with a unique 12-language capability—was among more than 150 U.S. travel industry organizations, a record number, participating in the fifth annual Discover America Pow Wow & Travel Mart in Tucson this month.

Dick Neal, director of sales, said the airline's colorful booth attracted hundreds of the world's leading travel-sales representatives during the mart's five-day run.

"Due to the dollar's devaluation overseas," he said, "the interest in the U.S. by the foreign tour operators was greater than ever before, especially the popular tourist destinations that we serve throughout our system."

The Sundance display emphasized a wide assortment of tour and travel packages offered by the company in the

Hughes Airwest under the company's third and most recent foreign diversification program.

Delivery ceremonies in Tokyo were attended by Irving T. Tague, general manager; Robert Jorgensen, staff vice president of maintenance and engineering; Richard Queenan, senior director of special projects; stewardesses Teri Dalton (Las Vegas) and Elizabeth Palmieri (San Francisco); and ground hostess Rene Tatham (San Francisco).

The TDA agreement, in addition to the leased jets, calls for Hughes Airwest to train TDA maintenance personnel at the company's maintenance center in Phoenix and at TDA's facility in Tokyo. Hughes Airwest also is leasing available aircraft time throughout the West for flight training of TDA pilots.

TDA, the third largest airline in Japan, now becomes the first DC-9 operator in that country. It has eight new DC-9s on order from Douglas Aircraft Company and an option for six more.

Hughes Airwest also has overseas agreements with Union of Burma Airways and Royal Nepal Airlines.

Four Phoenix-based employees have been assigned to permanent duty in Tokyo as maintenance representatives on the TDA program. They are maintenance supervisor George Batiza, quality control technician Clive Antram, and technicians John Foley and Carmen Rowen.

It's a fact

Hughes Airwest is the official airline for the Expo '74 World's Fair, opening next May in Spokane, and the only regional airline ever to receive such a designation.

Western U.S. It also featured information on the Expo '74 World's Fair, for which Hughes Airwest is the official airline.

Company participants, in addition to Neal, included Norm Hansen, system manager of group sales; George Joannou, regional sales director for Europe, the Middle East and Africa, who is based in Athens; Paul Saito, regional sales manager for the Far East, based in Tokyo; and Walt Steckline, district sales manager in Tucson.

"Our team collectively spoke 12 different languages," Neal said, "which greatly added to our effectiveness at the mart."

The team estimated it obtained about \$2 million in ticket sales from the foreign tour operators who were attending the Pow Wow.

Seattle reservation agents win award for July, August

Seattle reservation agents have returned to the winner's circle.

They won the telephone sales department's office-of-the-month award for July and August. San Francisco defeated them in June for the first time this year.

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 overtime needed.

August's runner-up offices were San Francisco, second; Phoenix, third; and Los Angeles, fourth.

In July, Los Angeles came in second; San Francisco, third; and Phoenix, fourth.

(July's results were unable to be published in last month's employe newspaper.)

TRAVEL BARGAINS

Qantas offering a one-week \$250 fly/drive package to Australia. Included are arrival transfers, a choice of 300 first-class hotels and an automatic sedan with 500 free miles. Write: Qantas Interline Adventures, 360 Post St., San Francisco, Calif. 94108.

* * * *

PSA Hotels (domestic and international) are offering 50% discounts on a space-available basis with weekends included at Islandia, San Francisco, Hollywood Park and the Queen Mary hotels. Reservations should be made through reservations manager of each hotel.

* * * *

Ocotillo Lodge in Palm Springs is offering, effective Sept. 14, 50% discount Sun. through Thurs., and 25% on the weekends. All reservations should be made through reservations manager.

* * * *

Hilton International is offering special package in Ethiopia, Kenya and Madagascar hotels of \$28 a day, based on double occupancy. Reservations for any of the "Very Special People" packages offered by Hilton should be made through Hilton reservation service.

* * * *

Eurobuilding Hotel in Madrid is offering a 20% discount. For reservations and further information write to: Eurobuilding Hotel, Padre Damian, 28, Madrid-16 to the attention of the sales manager.



DOUBLE DUCATS—Floyd Welch, mayor of San Mateo, is the center of attention as he receives two complimentary tickets to the Expo '74 World's Fair—the first Fair tickets to be handed out in the home city of Hughes Airwest, official airline for the Fair. Making the presentation at the company's international headquarters are San Francisco-based stewardesses Willa Morris (left) and Kathi Zablocki. The decal on the window, establishing the San Mateo headquarters as an "official Expo '74 information center", was affixed by King Cole, Expo '74 president, and Russell Stephenson, vice president of marketing.

10,000 advance Expo '74 tickets placed on sale

More than 10,000 tickets to the Expo '74 World's Fair were put on advance discount sale this month by Hughes Airwest.

It established the company as the first airline in the world to have admission tickets for public sale.

The ducats are available at all ticket counters and city ticket offices throughout the West. The discount sale ends Dec. 31.

To promote the advance sale, the marketing department presented a pair of complimentary tickets to the mayors of several major cities, including Seattle, Portland, Boise, Los Angeles, Burbank,

Santa Ana, Oakland, San Jose, San Mateo and San Francisco.

Participating in the presentations were King Cole, president of Expo '74; Russell Stephenson, vice president of marketing; San Francisco-based stewardesses Willa Morris and Kathi Zablocki; and field sales representatives.

The company's advance Expo '74 tickets will sell for \$3.20 for adults, \$2.65 for youths (12 to 17) and \$1.60 for children (6 to 11).

Regular gate admission at the Fair will be \$4 for adults, \$3.25 for youth and \$2 for children.

INDUSTRY YEARBOOK DEDICATED TO COURAGEOUS PILOT

It happened in Chico in July, 1961—the first skyjacking involving an American pilot casualty.

This year, Flight magazine dedicated its 24th Local Air Transport Yearbook to that courageous pilot—Capt. Oscar W. Cleal, who was flying with Pacific Airlines, one of Hughes Airwest's predecessor companies, when the incident occurred.

Capt. Cleal's tragically historic experience will not be forgotten by many and is emotionally described in the yearbook's dedication message.

It tells of Capt. Cleal attempting to avert a skyjacking of a DC-3 when there was a scuffle and a bullet pierced his

brain, blinding him for life.

The yearbook also was dedicated to Capt. William R. Haas, the heroic pilot of last year's fiction-like skyjacking of a Southern Airways flight to Cuba, which involved a take-off and landing with tires that had been shot out by the FBI during a fuel stop in Orlando, Fla.

"These two cases," the dedication reads, "both on local service airlines, qualify as two of the most dramatic and gripping experiences in the sorry history of the 'skyjacking age' of world aviation.

"Flight is proud to dedicate this yearbook to these great Captains Courageous."

Large crowd expected to attend open house

A large number of Hughes Airwest's systemwide work force is expected to attend Saturday's open house for employees and their families at the company's new international headquarters in San Mateo.

It will be held from noon to 4 p.m. Guided tours will be conducted and light refreshments will be served. Transportation will be available between the old general offices at San Francisco International Airport and the new headquarters site.

The following Saturday (Oct. 6) the employe open house will be repeated for those persons who missed the Sept. 29 event. The hour will again be from noon to 4 p.m. Guided tours will be conducted but no refreshments will be served.

Transportation is being arranged from the airport to San Mateo. An announcement on the shuttle schedule will be posted at the airport general offices on that day.

Both events are jointly sponsored by the company, the Management Club and the San Francisco Employees' Club.

Management Club meeting

The company's systemwide fall Management Club meeting will be held Saturday night (Sept. 29) at the Royal Coach Inn in San Mateo.

Honored guests will be 17 employees who have 25 years of service with the company.

'73 Savings Bond drive produces 120 first-timers

Hughes Airwest's 1973 U.S. Savings Bond drive produced 120 new participants to bring the total number of employees enrolled in the payroll deduction program to 324, compared with 204 last year.

"This is very encouraging," said **Wayne Wiggins**, director of personnel. "We also had 10 former participants increase their withholding amounts.

The stations department came up with 37 new participants, more than any other department. Next was marketing with 31 and finance with 13.

In case you wondered

Hughes Airwest's north-south systemwide span—between Calgary, Canada and Guadalajara, Mexico—is about 2,625 miles long and, if extended in an east-west direction, would connect San Francisco and Washington, D.C.



ELBOW ROOM—Right-handed telephone sales agents in the San Mateo corporate headquarters have plenty of elbow room at their new telephone stations thanks to agent Sue Spranza, a seven-year company veteran. She spied a preliminary drawing of the unique four-way station concept on a bulletin board and thought she had a better idea. Mrs. Spranza suggested switching the working counter from the left to the right wall so elbows wouldn't bang into the wall. Here she shows designer George Grover, who redrew the station plans to her specifications, what she was talking about. She admits that southpaws now have the elbow-bumping problem, but that the larger number of right-handers warranted the revision.

TRANSITION

WELCOME ABOARD—**Dennis Clayton**, cleaner, Phoenix; **Jerry Lynch** and **Keith Capps**, technicians, Phoenix; **Charlotte Carrico**, cleaner, San Francisco; **Lois Borgardt**, clerk typist, San Francisco; **Robert Brush**, intermediate accountant, San Francisco; **Frank Delach**, buyer, San Francisco; **Erica Sarouhan**, industrial nurse, San Francisco.

PROMOTIONS—**Juan Sparhawk**, to marketing manager, U.S.-Mexico sales, San Francisco; **Stan Goc**, to manager customer

service standards, San Francisco. **Manuel Vazquez**, to ground service, Los Angeles; **Narciso Fernandez**, to technician, Los Angeles; **Janice Knechtel**, to intermediate clerk, San Francisco. **Michael Donoho**, to chief station agent, Santa Maria; **Clayton Lester** and **James Leach**, to instructors maintenance, Phoenix; **John Leonhardt**, to senior buyer, San Francisco.

RETIREMENTS—**Willie Powell**, cleaner, San Francisco, retired July 24. He joined the company in 1946.

STAGGERING STATISTICS

Move to international headquarters completed — it wasn't easy

The 'Big Move' is over.

Hughes Airwest is now 100 percent operational in its new international headquarters in San Mateo.

It wasn't easy getting that way.

The move spanned nearly a full week and involved about 4,000 mover man hours—nearly three times the number of hours estimated.

For the statisticians in the company,

we used 17,300 box labels; 4,600 packing cartons; 372 rolls of masking tape, and two bales of padding, each measuring about five feet square.

On the busiest day of the move—Saturday, Sept. 1, 13 tractor-trailers and 72 movers were in continuous service.

A spokesman for the moving firm, Electronics Equipment Express, Inc., of Redwood City, praised all employees for

their professionalism and cooperation during the transfer.

"It was the most efficient move from a pre-planning, and execution standpoint that we have ever encountered," he said.

Hughes Airwest officials, likewise, complimented the company's San Francisco Bay Area work force and the moving firm for a job well done.

AIRLINE'S FIRST CONSOLIDATED HOME SYMBOLIC OF FUTURE

The new international headquarters complex, the first consolidated home for Hughes Airwest, is symbolic of the company's future.

It was designed that way.

It already has affected employe morale, productivity, efficiency, administrative capability and company finances.

These easily can be compared with the former facilities which were scattered on different floors in various buildings located in several cities in the San Francisco Bay Area.

But from a financial point of view, the exact dollar savings become elusive even though the new complex will cost less over a 10-year period when compared to the old offices.

The physical improvement is obvious but the costs are not.

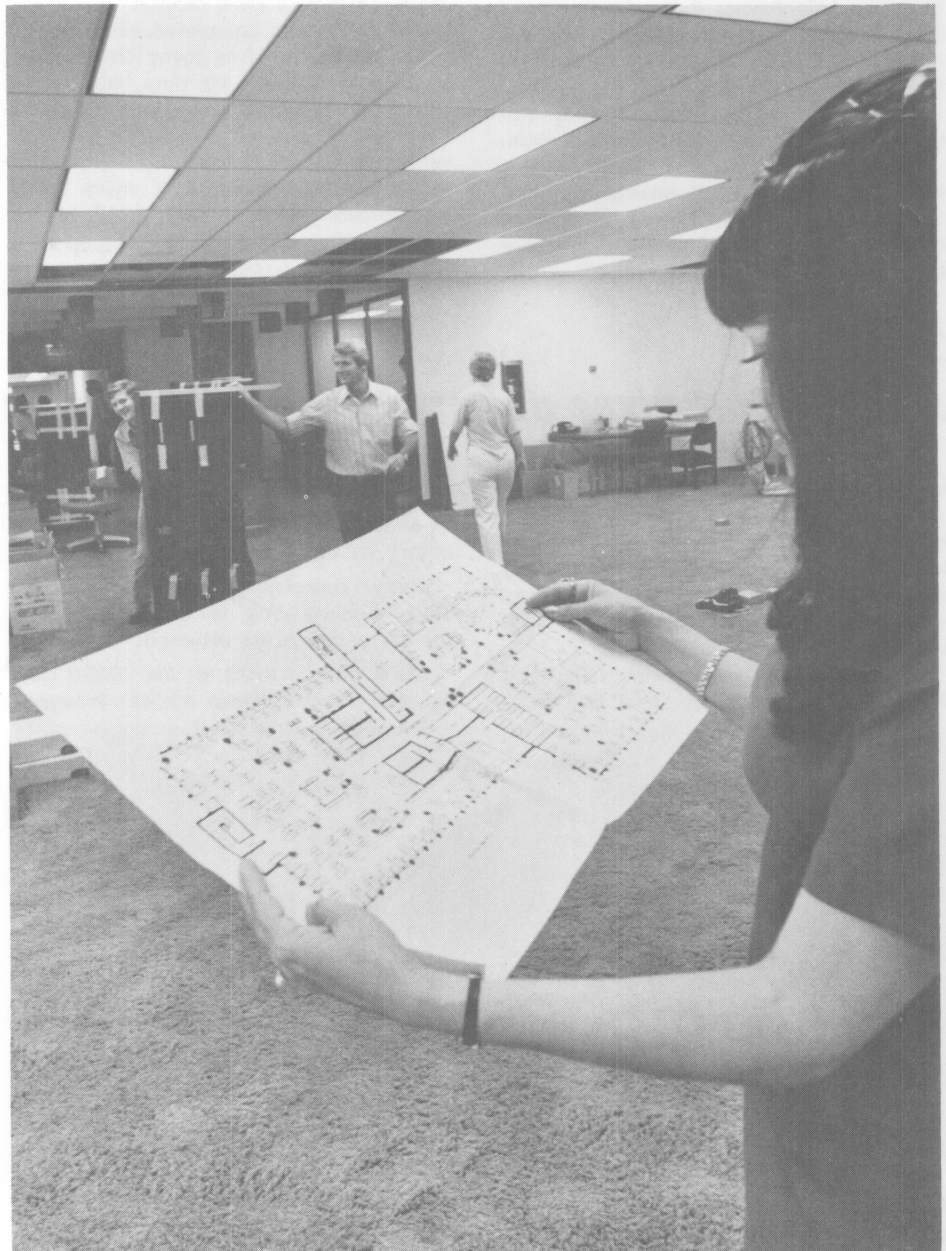
The new complex was built under a 10-year lease with Interland Development Corp. and it contains various options. The cost per square foot is 10 per cent less than the old offices, but there's more of it—107,000 square feet versus 74,000.

More space was needed to prepare for future growth. A company under one roof can expand easily and with less personnel than a company scattered in different locations.

Similar space under former conditions would have cost more than \$1 million more over a 10-year period. Similar conditions, environment, and esthetics were not available nor can a dollar value be placed on them.

A conversation dropper

Hughes Airwest flies nearly 580,000 miles a week, or farther than flying to the moon and back.



MOVING DAY—Blueprints of office layouts, cooperative and hardworking employes and a tight schedule all helped make moving day come off without a major hitch. The company was 100 per cent operational in its new international headquarters in San Mateo early this month.

Flight attendants appear on Jerry Lewis TV Telethon

Six flight attendants appeared on national television last month during the Jerry Lewis Muscular Dystrophy Telethon, aired from a Las Vegas resort hotel.

The girls, attired in their uniforms, performed various on-camera duties, including running errands and filling in on telephone lines for many celebrities appearing during the 30-hour Telethon.

Appearing as official representatives of the airline were **Paulette Kukura; Donna Loughlin; Lois Payne; Patsy Scott; Cheryl Stephenson; and Sandy Gillilan**, who donated her \$15 special assignment earnings to Muscular Dystrophy.

Twenty-four other Sundance Kids volunteered their time during the Telethon.

"We appreciate the willingness of this large group of flight attendants to volunteer their time without pay to this worthy cause," said **Phyllis Ahlswede**, manager of inflight services at Las Vegas.

'GOOD GUY'

Pasco agent gives uniform shoes to runaway

Pasco ticket agent **Betty Harris** lost her shoes and became a "Good Guy".

When a 15-year-old runaway girl was being boarded on a flight back to her home by juvenile officers, it was noticed she was barefoot and lacked any shoes or sandals with which to meet boarding rules.

A frantic search for footwear failed and Betty quickly offered her own \$21 Sun-

'PAPPY' WISE

Senior pilot retiree to return as Phoenix instructor

Jack William "Pappy" Wise, 60, one of the company's most senior pilots, doesn't think much of the idea of retiring.

So he's coming back to work as a ground school instructor at the Phoenix maintenance base.

But that didn't stop an official retiring ceremony Sept. 14 at Sky Harbor International Airport when his wife, Margaret, and about 40 pilots, stewardesses, friends and relatives met him when he completed his last trip as a DC-9 captain.

The flight also completed some 26,500 hours of accident-free flying that started in 1935 in a glider. He then flew various crop dusting and commercial jobs before becoming a test pilot in 1941 for Consolidated Vultee Aircraft Co., where he tested B-24 bombers, PBV flying boats and torpedo bombers until 1945.

Wise joined Zimmerly Air Transport in Idaho in Sept., 1945. The name of that

company has changed four times—first to Empire, then to West Coast, Air West, Inc., and, finally, Hughes Airwest.

As an airline pilot, he flew Boeing 247Ds, DC-3s, F-27s, and DC-9s. His twin sons, Jim and John, are both pilots with Alaska Airlines, and another son, Bob, is an engineer with Boeing.

A special salute was held Sept. 15 at an evening ceremony attended by **Irving T. Tague**, general manager; **Ed Altman**, vice president of operations; **Shelby Tuttle**, staff vice president of flight operations; and others.

Wise will be specializing in cockpit and instrument flying procedures in his new job.

FINANCIAL RESULTS

	JULY	
	1973*	1972*
Operating revenue	\$11,230	\$ 9,401
Operating expense	10,447	8,929
Operating earnings	783	472
Non-operating earnings		
(loss)	(271)	(107)
Net earnings	512	365
	Year-to-date (July)	
Operating revenue	\$72,110	\$47,386
Operating expense	70,779	46,801
Operating earnings	1,331	585
Non-operating earnings		
(loss)	(1,188)	(1,047)
Net earnings	143	(462)
	AUGUST	
	1973*	1972*
Operating revenue	\$12,146	\$10,504
Operating expense	10,775	9,482
Operating earnings	1,371	1,022
Non-operating earnings		
(loss)	(252)	(149)
Net earnings	1,119	873
	Year-to-date (August)	
Operating revenue	\$84,256	\$57,890
Operating expense	81,553	56,283
Operating earnings	2,703	1,607
Non-operating earnings		
(loss)	(1,440)	(1,196)
Net earnings	1,263	411

*All data in thousands.

Employees can get poster

The special Hughes Airwest vintage poster selected by the San Francisco Cable Car Centennial Committee is available to employees on request.

Requests should be made through departmental supervisors who should submit bulk orders to Jean Wade, assistant to the vice president of marketing.

The 11-by-21-inch poster utilizes a design similar to the advertising style of the late 1800s.



OFF TO AUCKLAND—Ed Lundgren, Seattle pilot, and Joe Cox, Apple Valley station agent, are representing Hughes Airwest in the World Interline Golf Classic Oct. 10-12 in Auckland, New Zealand. The pair finished first and second, respectively, in the Hughes Airwest Regional Golf Tournament held last month in Las Vegas to qualify as the company's entrants in the interline meet. Phil Mickelson, Las Vegas pilot, took third place and Bill Cook, Seattle pilot, was fourth. The company's four top golfers—Cox, Mickelson, Lundgren and Cooke—are pictured above (from left).

Route exchange pact

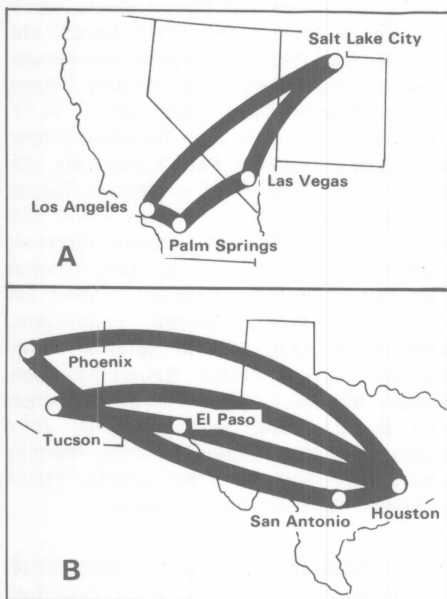
(Continued from page 1)

between cities in Texas and many cities in the Hughes Airwest system that do not have single-carrier service at this time.

Tague and Warde announced the exchange agreement at an early morning press conference and civic meeting Sept. 12 in Salt Lake City and, later the same morning, in Las Vegas.

Similar announcements were made by Terry Ashton, staff vice president of planning, and William A. Stewart, senior vice president of economic planning for American Airlines, at meetings in Phoenix and Tucson that afternoon and in El Paso, San Antonio and Houston the following day.

"The initial reaction from civic leaders and the press at these meetings in all the cities we visited was very good and gratifying," Ashton said.



ROUTE EXCHANGE—Hughes Airwest will transfer to American Airlines the routes shown in Panel A (above) in exchange for American's routes in Panel B if an agreement between the two carriers is approved by the Civil Aeronautics Board.

West Coast headquarters sold

A chapter in Hughes Airwest's recent history ended this month.

The company has sold the three-story former West Coast Airlines headquarters building at 1219 Westlake Avenue North in Seattle.

A portion of it is being leased back to accommodate telephone sales offices in Seattle.

West Coast, one of the airline's predecessor companies, first occupied the structure in 1966.



N2773R SOLD—The first of Hughes Airwest's active fleet of F-27-A's to be sold wears the colors and markings of its new owner, North Canada Air, Ltd. (NORCANAIR) of Prince Albert, Saskatchewan. Flight crews and maintenance technicians also were trained as part of the sale agreement. The aircraft will be used on flights between Regina, Saskatoon and Prince Albert and the northern reaches of Canada. Hughes Airwest currently is phasing out its F-27 fleet as part of its goal to become an all-jet airline by 1975.

WE GET LETTERS . . .

From a Nevada father whose son had missed the last flight of the day between Las Vegas and Reno . . . "Mr. Johnston (**Robert Johnston**, chief ticket agent, Las Vegas) helped ease my son's fears by calling me and then by volunteering to take my son to his own home for the night. In this busy, hectic world, it's gratifying to know that there are those still left who are unselfish enough to take time out to be of help to their fellow man."

From a lady traveler who left her coat on a plane . . . "I wish to tell you of the extra fine service I received from **Hugh Schneider** (San Jose). He went to a great deal of trouble to locate my coat. He was able to locate the coat while others were not able to do so."

From a Southern California man . . . "When I checked in for my flight in San Francisco, **Robert Tidrick** gave me a pleasant surprise. He said I had been overcharged when I purchased the ticket from another airline. Even though no large amount of money was involved, I really appreciate Mr. Tidrick catching the mistake and making it possible for me to get a refund so quickly."

From a Spokane traveler . . . "Recently my wife and I flew round-trip to Phoenix and the service was wonderful. We want to express special appreciation to Hughes Airwest for returning my wife's purse from the Phoenix air terminal where she accidentally left it. Everything was in order. This in itself sells us on the caliber of Hughes Airwest personnel."

26 passengers win 'lucky seat' contest

Twenty-six Hughes Airwest passengers—mostly commuters and businessmen—found themselves sitting in the "lucky seat" on flights from Ontario to Phoenix/Tucson last month.

When they did, they discovered they had won free tickets to either the California 500 or the qualifying race a week earlier at the Ontario Motor Speedway in Southern California.

The innovative contest was the idea of **Mike Conroy**, district sales manager in Ontario, to promote the Speedway and Ontario International Airport.

It ran this way:

Each morning for two weeks beginning Aug. 31, two free tickets to the races

were placed in the pages of one of the August Sundancers in a seat pocket selected at random.

Shortly after departure, the flight attendant announced the contest and told passengers where to look for the free tickets. If the seat was unoccupied on that flight, the tickets were not won.

The ducats, donated by the Speedway, were "hidden" between pages containing an article on the California 500, held Sept. 2.

Jeannie Koreltz, a stewardess on one of the contest flights, wrote in her report: "Hooray! The lucky seat contest went over very well."

Chauffeured Rolls, dinner are prize for most revenue

How's this for an incentive award:

Chauffeured transportation in a 1933 Rolls-Royce, dinner for two at one of six fine San Francisco restaurants and, to get there, positive space, round-trip passes with a waived service charge.

That's the monthly prize being given to the sales agent in telephone sales or central seal control who produces the most revenue for the previous cumulative months of the year. Any agent in Los Angeles, Phoenix, San Mateo or Seattle is eligible. The trip will be on the fourth Friday of each month.

"We were offered the use of a Rolls-Royce one day a month and thought it would be a good way to recognize outstanding work by our agents," said **Don Ohler**, administrator of telephone sales and future planning.

The chauffeured Rolls will transport out-of-town winners from San Francisco International Airport to the downtown Sir Francis Drake Hotel for an overnight stay and later that evening to a restaurant for dinner. It will return the lucky agent to the airport the following day.

San Mateo-based winners will be picked up at their homes in the limousine, taken to the restaurant and returned home.

"San Mateo agents will have to be satisfied with impressing their neighbors instead of overnighing at the Sir Francis Drake," Ohler said.

The first winner was **Ed Riederich, Jr.**, Phoenix reservations agent, who took the trip late last month with his wife.

"Fantastic," he said, "and the view from our 17th-floor room was magnificent.

"Unfortunately, the clutch went out on the Rolls and we were given a dark brown Cadillac with a chauffeur wearing a bow tie and a British-mod uniform. It was great.

"Maybe I'll win another trip and get my ride in the Rolls yet."

INDUSTRIAL RELATIONS NOTICE

(Editor's note: The following notice from the Industrial Relations Department is required to be published under Federal law.)

The Federal Welfare and Pension Plan Disclosure Act requires that Form D-1S, which sets out pension plan provisions in non-technical language, and the latest Annual Report Form D-2 be made available for inspection by pension plan participants and beneficiaries of deceased participants at the principal office of the Plan.

Participants in any Hughes Airwest re-

SERVICE ANNIVERSARIES

These employees celebrate service anniversaries during September.

TWENTY-FIVE YEARS

PHOENIX—**George Borton**, check captain; **Stanley Timmons**, technician. SAN FRANCISCO—**Kenneth Laurin**, director of economic analysis.

TWENTY YEARS

SEATTLE — **James Hofmeister**, technician. PHOENIX—**Joseph Zupko**, supervisor, quality control.

FIFTEEN YEARS

SAN FRANCISCO—**Allen Ng**, technician, **Walter Kupper**, manager charter sales; **Cornelius Schuddeboom**, chief station agent. **Donald Hall** and **Ralph Zanette**, captains. Phoenix—**Don Singleton**, first officer; **Joan Vrahas**, flight attendant; **Ronald Heath**, technician.

TEN YEARS

LOS ANGELES — **Linda Wenbarn** and **Lawrence Ulrich**, reservation agents; **William Greenwood**, technician. PHOENIX—**George Miller** and **Gary Johnson**, technicians; **Kenneth Hobby**, manager shops and tooling; **Calvin Blackledge**, **David Hausmann**, **Kenneth Woerth** and **Robert Deford**, first officers. SAN FRANCISCO—**John Belopatrck**, technician; **Alan Erickson**, manager refunds agency; **Norman Hansen**, system manager group sales. PASCO—**Paul Hanly**, technician. PORTLAND — **Vernon Young**, technician. LAS VEGAS — **William Schultz**, technician; **Paul Eskola** and **Donald Andrews**, first officers; **Paul Lefebvre**, **Albert Cross**, **Dale Myers** and **Raymond Novak**, captains. SEATTLE—**Shirley Lockwood**, ticket agent.

FIVE YEARS

LOS ANGELES—**Susan Palmer**, reservation agent; **Antonio Diaz** and **Narcisco Fernandez**, ground service; **Robert Harrison**, statistical clerk; **Manual Vazquez**, cleaner; **Richard Dana**, **Robert Yaquinto** and **George Smith**, station agents; **David Meadows**, ticket agent. SAN FRANCISCO—**Stephen Greenwood**, **Marcia Bird**, **Vicki Gawthorp** and **aKthleen Muench**, reservation agents; **Willie Booth**, cleaner; **Helen Mayer**, intermediate clerk; **Karen Hart**, **Marlene Hults**, **Angela Jurgensen**, **Angelina Rubi**, **Barbara**

Sletner, **Luisa Llanos** and **Eleanor Keating**, intermediate accounting clerks; **Ana Mas** and **Jesse Vadenais**, junior accounting clerks; **Carmen Sita**, clerk typist; **Tillie Panattieri**, transcription operator; **Robert Bauter**, director of internal security; **Robert Erickson**, transcription supervisor. PHOENIX—**Paula Dean** and **Jean Snyder**, reservation agents; **Jerry Patterson**, ground communications technician; **Sally Esparza**, senior transcription operator; **Gary Farr**, **Jimmy Hill**, **Michael Close**, **Jack Buckner**, **Theodore Jessen** and **Daniel Moss**, statistical clerks; **Donald McCrea**, **Francis Kasper**, **Terrill Ruley**, **Neil Nelson**, **Adolphus Lee**, **Ray Files**, **Terry Zeiger**, **James Leach**, **Forrest Waymack** and **Thomas King**, technicians; **David Knutsen**, system design; **Linda Crawford**, Junior clerk; **James Ray**, **McKinley Cunningham**, **Adalphus Hall**, **Sebastian Brown** and **Duane Wood**, cleaners; **Lonny Mercer** and **Efren Leyva**, station agents. PASCO—**Douglas Dansereau**, cleaner. SALT LAKE CITY—**Shirley Griggs**, cleaner; **Bonnie Cass**, ticket agent. SEATTLE—**Ronnie Harris** and **Theadore Fagerness**, ground service; **Patrick Pomeroy**, station agent. SAN JOSE — **Wayne Young**, station agent. BOISE—**Vernon Ware**, station agent. SANTA ANA—**Donald Kierman**, station agent. LAS VEGAS—**Earl Thomas** and **Lenora Burney**, cleaners; **Robert Edwards** and **Antone Martin**, technicians; **Franklin Pegram**, ground service; **Byron Bowden**, **oRnald Farrar**, **Robert Montoya**, **Robert McKinley**, **Steven Graupensperger** and **David Bruce**, station agents; **John Otero**, chief station agent; **Michael Phinney** and **James Graham**, ticket agents. YUMA — **Leland Cantrell**, station agent.

First full-freight jet operated

Hughes Airwest operated its first full-freight charter DC-9 jet last month between Fresno and St. Louis, Mo.

The cargo was 25,000 pounds of electronic seat belts destined for 1974 Chrysler Corp. automobiles.

The historic event involved flying 328 boxes of belts the night of Aug. 28 and about 300 the following night.

Weldon Jones and **Mike Herson**, Fresno station agents, were responsible for securing the business from a local air freight company.

OBITUARIES

Helen Brown, mother of **Gerry Brown**, technician, Los Angeles, died Aug. 23.

Suzanne Berube, flight attendant, Phoenix, died Aug. 23.

Clifford E. Olson, stepfather of **Mike Olson**, chief station agent, Los Angeles, died Aug. 5.