

Company earns \$1.6 million in '75

We have reported a preliminary net profit of \$1.6 million for 1975 despite a somewhat deteriorated economy and greatly inflated operating costs.

It was our fourth consecutive year in the black.

Record earnings of \$7.9 million in 1974 were partly the result of the fuel shortage that forced travelers to fly instead of drive.

General manager Irving T. Tague attributed the 1975 profit to a "noticeable easing of economic uncertainties midway through the year, which we expect to continue in the months ahead.

"We're looking forward with optimism to 1976 being a year of significant growth for us, sparked by new equipment and routes as well as additional service in established competitive markets."

Tague cautioned, however, that "because of escalating fuel prices and labor costs, we do not anticipate a sharp profit improvement this year."

He said the 1975 results also were "a reflection of the hard work of our dedicated employees and the steadfast support of our board of directors."

Tague said he anticipated hiring about 100 flight crew personnel and mechanics to support the three new Boeing Advanced 727-200 trijets we will place in service later this year.

"The new flagships will greatly expand the range and payload of our fleet," he said, "the backbone of which will continue to be our DC-9 jets, which will number 35 by mid-year."

Tague also said he expects our foreign technical assist-
(Continued on back page)



Colorful Mexican pinatas and paper flowers blend with straw baskets and clay-potted tropical plants to create a Hughes Airwest gate-area eyestopper in six U.S. cities. The displays help promote our service to five resort destinations in Mexico. Here Las Vegas flight attendants Dari Nakamura (left) and Karen Powers add a lively spark to the display at Los Angeles International. The other cities are Phoenix, Salt Lake City, San Francisco, Seattle and Tucson. Our new "Pinata Pizzazz" Mexico program also features a new inflight service. (See story below.)

'Paradise for Pesos'

Mexico program has pizzazz

"Pinata Pizzazz" is getting our passengers in a festive mood for their escape to Mexico. The spirit created by pinata, paper flower and tropical plant displays is sustained by our inflight service.

Southbound from the Phoenix and Tucson gateways, passengers are being served an on-board, pre-departure or inflight treat of fresh strawberries in Sangria, while listening to Mexican music.

Arroz con pollo

Meal service includes *arroz con pollo* (a Mexican recipe of chicken with rice) premium California and imported wines, and Mexican beer. Brightly-colored napkins and a mini-pinata card detailing the history of the pinata add to the "pizzazz."

Northbound Mexico flights feature steak, potatoes and apple pie, with mini flags and bicentennial napkins adding to the spirit of '76.

Field sales offices conducted 15 pinata travel agency seminars in February to promote our 1976 "Paradise for Pesos" Mexico program.

In addition to the 30 pinatas in the six pizzazz displays, another 300 have been distributed to other selected stations and city ticket offices. The sales staff is using them at promotional events, and telephone sales and inflight offices are decorated with them to encourage employee "pizzazz."

According to Margie Gostyla, U.S. Mexico sales manager, pinatas "represent the dazzling color and explosive excitement of a Mexican fiesta and the Mexican passion for sharing happiness. We're spreading this spirit."

Pinata's history

The history of the pinata, as explained in the meal service card, reads:

"This charming custom originated in Italy where 'pignatas' were hanging amphors filled with fruits and broken with a stick during the Wine Festivals prior to Christmas.

"The custom was first brought to Mexico by the Spanish missionaries in 1587 as a part of the Christmas 'Posadas.' In those days a clay pot was filled with toys and candy, then covered with papier mache to represent a star, clown, animal, etc. The brightly colored papers used represented evil and the hidden goodies represented the diabolical temptations. The blindfolded persons who tried to break the pinata represented faith, and virtue was the stick.

"Presently, pinatas are used throughout Mexico in celebration of Christmas, birthdays and numerous other fiestas



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Hughes Air Corp.

February 1976

Enthusiastic response from Travel Authority Card-carrying parents

Parents of employees have responded enthusiastically to a surprise they received from Hughes Airwest at Christmastime—their own on-line Travel Authority Cards.

Following are excerpts from some of the letters received by Russell V. Stephenson, marketing vice president:

From a captain: "The travel authority card you furnished for my mother far eclipsed any of her other Christmas gifts . . . This is the kind of thing that causes an employee to put forth that extra effort when things are not going real well. For me to be able to provide my family, including my mother, with broader horizons is no small thing . . ."

From the parents of a programming project supervisor: "The simple card you sent will be a great help in making some quick decisions on trips. We will try to fly on "off days" and get our tickets early . . . We are constantly telling our friends about your great airline and have succeeded in getting many

to fly Hughes Airwest when they might have used another airline . . ."

From the mother of a maintenance technician; she lives on the East Coast: "I am very proud and happy to have it and I hope I can use it very soon . . . I appreciate, too, the privilege of traveling on other airlines at a reduced rate . . . Hughes Airwest is a fine company and growing rapidly, my son tells me."

From the parents of a flight attendant: ". . . such ease for me, less effort for my daughter and hopefully less work for your fine employees. We carry it with great pride . . . Your personnel have always been smiling and helpful . . ."

From the parents of a ticket agent: "We feel so privileged to be able to fly on your airline and many other airlines that extend us benefits . . . In our small way, we attempt to repay you a bit. We take slides (on our trips) and present slide programs at a resort we operate, patronized by people who travel a lot. We hope we send a few people to your ticket counters."
(Continued on back page)

AT PRESSTIME . . . Ghana makes five

At presstime, the company had reached an initial agreement to lease a DC-9-30 jet for use by Ghana Airways for 84 days.

The agreement would be effective March 1 and include assignment of six Hughes Airwest pilots and five mechanics for the aircraft. The jet would be operated 180 hours a month in service between eight cities in West Africa.

The company currently has assistance contracts with airlines in four





SNOWFALL—Our international headquarters in San Mateo took on a Christmas-time look Feb. 5. It was the heaviest snowstorm in the San Francisco Bay Area in 89 years to the day. At right is Peter Reis, regulatory affairs attorney, one of the few San Mateo employees who was prepared for it all.



Second headquarters drive

Thirty-six build company's blood reserve to 136 units

Thirty-four San Mateo and San Francisco employees and two spouses contributed blood at the second drive at international headquarters on Jan. 22.

The company now has 136 units in its reserve account at Peninsula Memorial Blood Bank, including blood donated by employees and family members at the bank, 1791 El Camino Real, Belmont.

A year ago, when the first drive was held, 25 employees donated. At that time, we had 81 units in our account.

The blood credits are available to employees and their immediate families if needed.

Another drive will be held July 22, according to Ulla Green, industrial nurse. The medical department sponsors and coordinates the drives.

Donating blood were:

Dick Allard, property services manager; **Nina Barattoff**, intermediate accounting clerk, statistics; **Geoff Brown**, employee selection manager; **Deanna Butler**, reservation agent; **Pete Conley**, general accounting director; **Susan Degraeve**, intermediate clerk, industrial relations services; **Linda Dor-**

tics, reservation agent; **Jan Ellison**, personnel records manager; **Richard Fitzgerald**, regulatory affairs staff vice president; **Dorothy Green**, senior accounting clerk; **Ulla Green**, industrial nurse; **Helen Grimes**, intermediate accounting clerk; **Bill Gross**, passenger service manager; **Ray Hahn**, building manager; **Shana Jarrett**, reservation agent; **Tom Joyce**, station training manager; **Ken Libby**, current schedules manager; **Jan Lindner**, credit union assistant manager; **Luise Llanos**, intermediate accounting clerk; **Alicia Lomeli**, chief reservation agent; **John Long**, disbursements manager, and his wife, **Pat Long**; **Judith Lozada**, intermediate accounting clerk; **Priscilla Mahnken**, executive secretary, international; **Tamaye Malloy**, wife of John Malloy, security manager; **Vonnie Mathews**, junior accounting clerk; **Maureen McCanna**, reservation agent; **Jim McGill**, station training specialist; **Charia Meyer**, intermediate accounting clerk; **Hank Myers**, route development manager; **Giles O'Keefe**, aircraft router; **Jim Poulton**, chief station agent; **Jill Persyn**, public relations representative; **Lee Pitt**, senior director and executive assistant to the general manager; **Bob Sherwood**, crew schedule planning acting director; and **Donna Tanfani**, junior accounting clerk. (Another six employees offered to donate, but were disqualified for medical reasons.)

TRANSITION

patcher. **Richard Mott** to aircraft router. **Sheryl Walter** to secretary, reservation and ground communications. **Susan Degraeve** to intermediate clerk, industrial relations services.

RETIREMENTS

Neil McLain after 27 years with the company as a maintenance technician in Spokane. He joined predecessor West Coast Airlines in March 1949.

Fran Gray, personnel records manager, after 10 years. She joined the company (Pacific) in San Francisco as a secretary in industrial relations. She was named personnel representative in 1966 and was benefits and records manager in 1968-73.

Eldon Lewnau, aircraft service planning manager in Phoenix, after 10 years. He joined us (West Coast) as production control and planning superintendent in Seattle. He was assistant production control director in 1968-69 in Phoenix.

IN MEMORIAM

Emil Kocina, father of **Don Kocina**, station manager, Medford; Dec. 28.

Margie Morgan, mother of **Opal Gilmore**, ticket agent, San Francisco; Jan. 27.

Rosa Pedersen, mother of **Frank Pedersen**, chief station agent, Klamath Falls; Jan. 30.

Paul Lane, father of **Robert Lane**, station agent, Klamath Falls; Feb. 9.

Frank Kautzman, father of **Frank Kautzman**, station agent, Yakima; Feb. 17.



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TRAFFIC SCOREBOARD

	Jan. '76	Jan. '75	% Change
Passengers	318,465	289,306	+10.1
Revenue pass. miles	136.5 mil.	122.1 mil.	+11.8
Available seat miles	252.6 mil.	242.7 mil.	+ 4.1
Load factor	54.1%	50.3%	
Passenger density	47.5	44.2	+ 7.5
Charter departures	26	N/A	
seats sold	2,500	N/A	
miles flown	17,833	N/A	
Cargo ton miles	679,747	703,917	- 3.4
Cargo tons boarded	1,631	1,746	- 6.6
On-time performance	78.5%	75.1%	

FINANCIAL RESULTS

	Jan. '76*	Jan. '75*
Operating revenue—scheduled	\$15,280	\$13,463
—charter	106	N/A
Operating Expense—scheduled	14,960	13,653
—charter	119	N/A
Operating earnings (loss)	307	(190)
Non-operating earnings (loss)	(225)	(307)
Provision for taxes	42	—
Net earnings (loss)	40	(497)

*All data in thousands (add 000).

10% more people fly 12% more miles

Our passengers flew nearly 12 per cent more miles last month than in January 1975 and boardings jumped more than 10 per cent.

Revenue passenger miles (RPMs) totaled 136,540,600 versus 122,148,600 a year ago. Boardings totaled 318,500 compared with 289,300.

Average load factor (the percentage of seats filled) climbed to 54.1 per cent from 50.3.

Passenger density (the average number of passengers flying per mile) gained 7.5 per cent to 47.5 from 44.2 passengers.

The on-time average rose to 78.5 per cent from 75.1.

Available seat miles advanced about 4 per cent to 252,602,300 from 242,703,700.

Cargo ton miles logged dipped 3.4 per cent to 679,700 from 703,900, while the tons of cargo boarded declined 6.6 per cent to 1,631 from 1,746.

PEOPLE POTPOURRI

Norman Grim, San Francisco maintenance technician, is one of four alternate jurors for the Patricia Hearst bank robbery trial.

Les Hart, Redmond station manager, has been elected to the Chamber of Commerce board of directors there.

Lori Cox, daughter of Phoenix captain **Dick Cox**, has been selected to receive the Principal Nathan Hale Youth Award—an enclosed George Washington Honor Medal—by the Freedoms Foundation at Valley Forge 1975 National Awards Jury. Lori, a high school senior, and her family attended a dinner at Valley Forge Feb. 21 at which she was honored. Foundation awards are for "significant contributions to the betterment of America." Lori's lobbying last year in the Arizona Legislature resulted in a statute allowing high school students daily time for a voluntary Pledge of Allegiance. She is also responsible for introduction of a U.S. House Joint Resolution which would call on the President to establish a National Patriotism Week during the third week in February. She has spoken before groups (as large as 15,000) in several states. The U.S. Marine Corps will honor her at its Commandant's Ball Nov. 1 in Los Angeles.

The San Francisco Bay Area Society of Industrial Communicators has elected **Ralph Henn**, public relations representative and editor, as its second vice president. The organization, a chapter of the International Association of Business Communicators, is comprised of corporate and organizational publication editors.

Russ Fields, inflight service planning system manager, will serve on the 1976-77 nominating committee of the Inflight Food Service Association.

HEIR FARE

To Bertie and **Max Zapata**, station agent, Phoenix: a boy, Max Zapata III, 6 lbs. 13½ oz., 19 in.; Jan. 21.

To Earline and **Floyde Deckert**, ground flight training instructor, Phoenix: twin girls, Jaimi Denise, 5 lbs., and Misti Gayle, 4 lbs. 12 oz.; Jan. 30.

'75 FINANCIAL RESULTS

PRELIMINARY

	Dec. '75*	Dec. '74*
Operating revenue—scheduled	\$15,952	\$14,289
—charter	70	N/A
Operating expense—scheduled	14,449	13,831
—charter	88	N/A
Operating earnings	1,485	458
Non-operating earnings (loss)	1,864	(1,137)
Provision for taxes (loss)	918	(929)
Net earnings	2,431	250
	Year-end*	
Operating revenue—scheduled	\$169,008	\$159,914
—charter	485	N/A
Operating expense—scheduled	166,301	147,545
—charter	428	N/A
Operating earnings	2,764	12,369
Non-operating earnings (loss)	(335)	(2,324)
Provision for taxes	866	2,100
Net earnings	1,563	7,945

*All data in thousands (add 000). Figures for 1975 are preliminary, unaudited results with estimated tax



Skiing the sun...

A corps of 45 volunteer employ ski ambassadors are assisting Sun Valley-bound passengers on 90 flights originating in San Francisco and Los Angeles this season. Pictured are four of them: (from left) Brad Bishop, Las Vegas technician; Jim Baker, Tucson technician; Gordon Herpst, Las Vegas technician; and Pat Moriarty, San Mateo chief reservation agent.

Blumenthal, Brush, Ellison, Sato

Four appointed to departmental managerships

Four departments—planning, finance, industrial relations and sales—have announced manager appointments.

Blumenthal

Russell M. Blumenthal, 26, has been named research and development manager. He had been pricing analysis supervisor since joining the company in December 1974.

His new responsibilities include identifying and researching new revenue possibilities and developing forecasts.

Before joining Hughes Airwest he was a corporate banking specialist with United California Bank in Redwood City.

Blumenthal, a native of Utah, received a bachelor's degree in public service and economics from the University of California in Los Angeles and has done graduate work at the University of Southern California and the University of California at Berkeley.

Brush

Robert C. Brush has been promoted to banking and investment manager.

He is responsible for our banking relationships, investment of short-term surplus cash and preparation of financial projections.

Brush, 29, joined the company in 1973 as an intermediate accountant. Before that, he was an examiner with the Federal Reserve Bank in San Francisco.

He was graduated by the University of California at Berkeley with a bachelor's degree in business administration in 1968. He earned its master's degree in finance in 1972.

Brush served in the Army in 1968-70 and currently is a captain in the Army Reserve.

Ellison

M. J. "Jan" Ellison has joined the company as personnel records manager.

She will maintain employe files, assure that seniority lists are current, and implement salary, vacation and sick leave provisions.

Ellison was a loan officer with the Bank of California in San Francisco and Burlingame in 1971-74.

Last year she worked temporarily in our properties and consumer affairs departments.

She received a bachelor's degree in business administration from Texas Technological University in 1971.

Sato

Chikayuki Sato has been added to the marketing staff as Far East manager of agency and interline sales, based in Tokyo. (He joins Paul Saito, Far East regional sales manager there.)

Sato, 31, was professional assistant in the Far East regional office of the Hawaii Visitors Bureau in Tokyo in 1972-75.

He studied law at Keio University in Tokyo.

Orme named corporate legal director

Jed T. Orme, Jr., a Hughes Airwest attorney for the last two years, has been promoted to corporate legal director.

He will be responsible for managing the company's litigation and administering outside agreements. He also will serve as legal adviser on general corporate matters.

Orme, 35, was associated with the Air Transport Association general counsel's office in Washington, D.C. for three years before joining us in 1973.

Before that he was a judge advocate general staff officer in the Air Force Reserve.

He is admitted to practice law in California and the District of Columbia.

Orme is a graduate of the University of California and McGill University, Montreal, Canada. He holds degrees in political science, law and international air law.



Orme

Data services headed by Cvelich in Phoenix



Cvelich

Tom Cvelich, 31, has been promoted to data services director, based in Phoenix.

He will oversee our data processing there and in San Mateo. Data processing is a function of management information services, which reports to the planning department.

Cvelich joined Hughes Airwest in 1973 as a software communications specialist. He was named technical support manager in 1974.

He received his bachelor's degree in economics from Fairleigh Dickinson University in New Jersey in 1966.

Griffith promoted to So. Calif. manager

Gerald G. Griffith, 31, has been promoted to regional marketing manager for Southern California, with responsibility for Los Angeles, Burbank, Santa Ana, Ontario and San Diego.

Griffith joined the company in 1968 as a station agent in Reno. In 1971, he was named sales representative in Santa Ana and in 1972 he was promoted to district sales manager there. He has been assistant regional marketing manager for Southern California since June 1975.

He is a native of Nampa, Idaho, and attended Northwest Nazarene College there, Treasure Valley Community College in Ontario, Oregon, and the University of Washington in Seattle, where he studied marine biology and zoology.

Don Cooper, who was regional marketing manager for Southern California temporarily, has returned to Boise as regional marketing manager for the Northwest.



Griffith

Crosen named to aviation roll of honor; former officer continues to represent us

The International Northwest Aviation Council has elected Tom Crosen to its Roll of Honor for his contributions to the airline industry.

Crosen was our community affairs director in Seattle when he retired in 1970. He has remained on call to Hughes Airwest for speaking engagements since then.

The INAC was founded in 1936 and is the oldest such organization in North America.

Crosen has one of the most complete private libraries on aviation history in the West.

Among the groups to which he speaks every year

(Continued on back page)

Peters named to new telephone sales position; Templeton, Kile promoted as reservations managers

Three telephone sales managers have been promoted.

Charlotte A. Peters, a 14-year veteran of the airline, has been promoted from San Francisco telephone sales manager to telephone sales administration manager, a new position.

Her former position has been assumed by Stephen C. Templeton, who was Phoenix telephone sales manager. He joined the company in 1965.

John Kile, who has been with us 10 years, moves up from assistant manager to manager of telephone sales in Phoenix.

Peters is responsible for systemwide quality control; recommending and evaluating procedures; planning; reservations office performance reports and charts; manual and tariff central filing and revisions; training materials; and telephone sales bulletins.

Currently she is involved in preparations for the July 18 switch-over to the Eastern Airlines reservations and ticketing computer system.

She joined the company in 1961 as a reservation and ticket agent in Los Angeles. She was promoted to reservations assistant manager there in 1962,

passenger service manager in 1963 and reservations manager in 1964. She moved to San Francisco as telephone sales manager in 1971.

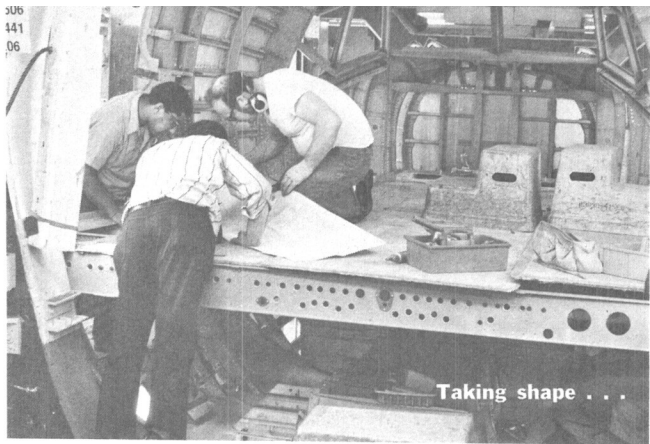
Peters attended Grace Downs School in New York and the University of California in San Francisco. She is president of the San Francisco Bay Area Reservations Managers Association and a member of the Administrative Management Society.

Templeton, 31, joined the company as a station agent in Spokane. He moved to Seattle as a telephone sales agent in 1966 and was promoted to chief agent in 1967, assistant telephone sales manager in Phoenix in 1972 and manager in 1973.

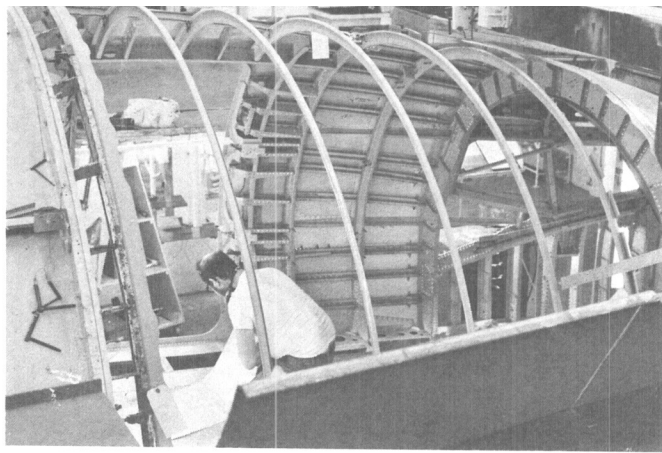
He is a native of Spokane and studied English and debate at Community College there.

Kile, 30, began with us as a passenger service agent in Los Angeles and became a reservation agent in Phoenix in 1967 and a chief agent in 1974. He had been assistant manager there since May 1974.

He attended San Bernardino Valley College, Arizona State University, Mesa Community College, Maricopa Technical College and Phoenix College, studying business, advertising and data processing.



Taking shape . . .



Construction is well under way on the first of our three Boeing Advanced 727-200 trijets. Shown on this page (and page 1) are photos of the cockpit construction at Boeing's Renton, Wash., plant. Wing assembly is also in progress and fuselage construction is scheduled for March. The forward and aft portions of the fuselage will be joined April 2, and the wings will be attached to it April 7. Delivery is scheduled for Aug. 10, when crew training will begin. It will be used in charter service starting Sept. 15. The other two trijets ordered will be delivered by the end of the year. In the photo at left, the RW refers to Hughes Airwest, of course, and the number on the bottom line indicates that our first 727 is the 1,206th Boeing has built. (The other numbers are for internal accounting purposes.)

San Jose attractions viewed by 25 on employe familiarization tour

A familiarization tour of San Jose on Jan. 26 was attended by 25 reservations, sales and station employes from Phoenix, Las Vegas, Seattle, San Francisco and San Mateo.

Highlights of the visit were tours of Marriott's Great America (opening March 20), Rosicrucian Egyptian Museum, Paul Masson Winery and Winchester Mystery House.

The tour was organized by Mike Conroy, San Jose district sales manager.

Bicentennial freedom fares introduced — up to 30% off

We have introduced special "freedom fares" on nearly all our U.S. flights, featuring adult discounts up to 30 per cent.

Children's fares are reduced 50 per cent for the entire year.

The 30 per cent savings will apply through May 31 and from Sept. 16 through Jan. 31, 1977. Savings up to 20 per cent will apply during the summer from June 1 through Sept. 15.

"These low fares are designed to encourage bicentennial year vacationers to visit the West's many destinations and apply to connecting flights with many other airlines," said Russell V. Stephenson, marketing vice president.

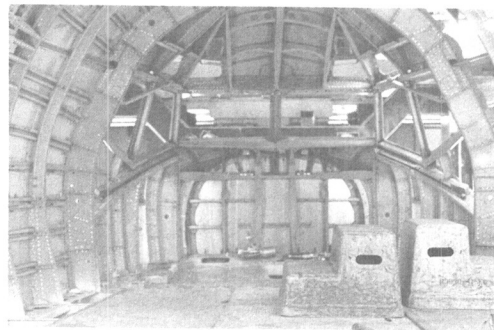
Reservations with the freedom fare discount must be made at least 14 days in advance of departure. Tickets must be purchased within 10 days after the reservation is confirmed or at least 14 days before departure. Passengers also must remain at the destination at least seven days and return within 30 days.

CROSON . . . (Continued from previous page)

is the Aerospace Workshop at the University of Nevada in Las Vegas. Jack Schofield, state senator and workshop director, recently called Croson's presentations "outstanding . . . Hughes Airwest is doing a great public service to our community and students."

Croson also participated in many of the 56 defense department-sponsored aerospace education workshops held in six western states last year.

Pat Cody, aerospace education director, wrote the company that Croson gave "his very enlightening slide presentation on the history of the airlines" and shared his "wit and humor with hundreds of students, teachers, business and professional people attending . . ."



'75 EARNINGS . . . (Continued from front page)

ance programs to continue to make profitable contributions to the company in 1976.

Other preliminary figures show 1975 revenues were \$169.5 million, up from \$159.9 million in 1974. Operating expenses were \$166.7 million, up from \$147.5 million in 1974. Operating profits were \$2.8 million, compared with \$12.4 million the previous year.

In 1972, the company reported its first profit of \$1.9 million under the Hughes management, which purchased the assets of the previous airline in April 1970, inheriting a 1969 year-end deficit of \$20.8 million. In 1973, we showed a \$4.7 million profit.

(For complete December 1975 and year-end 1975 Preliminary Financial Results, see bottom left corner of page 2.)

Hughes Airwest to maintain lowest nonstop fare between Los Angeles-San Francisco

We do not plan to raise our nonstop fares at this time between Los Angeles and San Francisco to match PSA, United or Western, which are 15 per cent higher.

"We will maintain the lowest fares between the two cities on an experimental basis," said Terry R. Ashton, planning vice president.

Hughes Airwest charges \$22.10, including tax, for a one-way flight.

This is \$3.40 less than the other three carriers' fare of \$25.50, which was boosted 9.7 per cent to that level in January.

TRAVEL BARGAINS

The Mana Kai-Maui in Kihei, **Hawaii** has reduced rates on their apartments (sleeps 4-6 and include car) and hotel rooms, 4/1-12/1. Lowest rates during May and September which have been designated "Airline Employee Months". For details write Mana Kai-Maui, Rocky Mountain Bldg. #401, Ft. Collins, Colo. 80521, or phone toll-free 800-525-2025.

National Airlines has an airline employe "National Heroes" contest featuring a \$9,000 replica of the Model A Phaeton automobile as the grand prize. Other prizes include 10 weekend cruises for two to the Bahamas and 10 trips to London for four days. Deadline 3/21. For entry form, contact a National marketing office or representative or write to Bob Wallace, Interline Sales, National Airlines, P.O. Box 592055, Miami, Fla. 33159.

International Travel and Resorts, Inc., has a motoring vacation in **England, Scotland and Wales** for employes, families, parents and retirees through 5/31. They also have reduced hotel rates in the **Virgin Islands, French West Indies and St. Thomas** (all through mid-April.) Contact ITR, 1385 Broadway, New York 10018; (212) 869-8841.

Princess Hotels has new rates at its three hotels in the **Bahamas**: the Princess Hotel, Golf, Beach and Tennis Clubs and the Princess Tower year-round rates are \$15 single, \$7.50 per person double or triple; Xanadu Yacht and Tennis Club rate (4/25-12/14) is \$18 single, \$9 double or triple. All European Plan. Dine-A-Round option available. For details, write Princess Hotels, 1345 Ave. of the Americas, New York 10019; or phone toll-free (800) 327-1313.

Hotel Alameda, Avenue Juarez 50, **Mexico City**, offers a 50 per cent discount to airline employes.

Three **Rio de Janeiro** hotels give a 25 per cent discount: Toledo Copacabana, Rua Domingos Ferreira, 71; Hotel Biarritz Copacabana, Rua Aires Saldanha, 54; and Hotel Martinique, Rua Sa Ferreira, 30.

Braniff has a ski package at **Winter Park, Colo.**, including domestic air fare on Braniff, 4 days/3 nights lodging and car rental, \$105-\$145, depending on number of people in party and meal needs. Through April. Employes and dependent family members. For details, write Braniff Pass Bureau, P.O. Box 35001, Dallas, Texas 75235.

PARENTS' AUTHORITY . . .

(Continued from front page)

Prior to issuance of the cards to parents, all of their travel requests had to be made by the employe through the pass bureau in San Mateo. The bureau would verify and approve the request and return it to the employe, who would pass it on to the parents. The parents then would present the form at the ticket counter for issuance of tickets.

Bureau supervisor Gladys DeRosia estimates that 30,000 on-line parent passes were issued in this manner last year.

Jean Wade, sales administration manager who oversees the pass bureau, was the first to suggest issuing the cards to parents.

Now all parents need to do for on-line tickets is present their card at the ticket counter. (Off-line tickets for parents still must be requested through the bureau.)

DeRosia has heard of only one problem with the new procedure: some parents are arriving at the ticket counter without any identification other than the card. Employes are urged to remind their parents to always have other identification (such as drivers license or voter registration) with them when picking up tickets and traveling.