

Stephenson acting general manager

Russell V. Stephenson, marketing vice president and a director of Hughes Airwest, has been appointed acting general manager of the airline, Frank W. Gay, chairman of the Hughes Airwest executive committee, announced July 13.

Stephenson, 55, replaces Irving T. Tague, who resigned to pursue other interests. No additional changes will be made, Gay said.

Stephenson joined Hughes Airwest in 1971 and is a veteran of 22 years in the airline industry.

Hughes Airwest is controlled by Summa Corporation, the Las Vegas-based company which was owned by the late industrialist Howard R. Hughes.

Las Vegas 727 flights

Largest charter contract signed

We have signed the largest charter contract to date—for more than \$1.4 million—for our new 727 to be placed in service by September.

The contract is with Nationwide Leisure Corp. (NLC) of New York for flights between Las Vegas and Louisiana, Texas, Kansas, New Mexico, Arkansas and Oklahoma.

NLC is a wholesale tour operator with offices in the U.S. and Europe. Our flights—a round trip every Thursday and Sunday—will be sold entirely through retail travel agents. The tours are one-stop inclusive (OTCs), which include hotel accommodations and ground transportation.

The flights will start Sept. 30 and are contracted for one year, according to Jim Rylander, charter administration manager.

NLC also has signed a \$200,000 contract with us for once-a-week round-trips between Los Angeles and Guaymas, utilizing a DC-9-30, starting Nov. 6 for one year.

Charter contracts with other firms or organizations include:

- Once-a-week round-trips between Los Angeles and Mazatlan with a DC-9-30. These were started in February and will continue through May of next year. A 727 might be utilized later for some of these flights.
- A charter from Arizona to Alaska (DC-9-10) where participants are attending a Presbyterian Church-sponsored school.
- About \$500,000 in college football charters this fall, transporting teams and fans to games.

(For total figures on charter activity, see the *Traffic Scoreboard* and *Financial Results* columns each month in this publication.)

Aid for abused and foster children . . .



Vicki Rohlf (left) and Linda C. Smith are two of the 50 members of Flight Attendants Aid for Children in Phoenix. Here, they prepare for a rummage sale that raised \$1700 for their cause. —See story inside

Company receives authority to fly nonstop, Oakland to Las Vegas, Phoenix

Our authority to offer nonstop flights Oakland-Phoenix and Oakland-Las Vegas became final July 6.

A CAB administrative law judge (ALJ) recommended that we be granted these authorities on June 15. Since none of the other airlines filed petitions objecting, the judge's decision stands without further review.

Start-up dates for the new nonstop routes have not yet been determined by the company.

Other actions

Other CAB activity affecting Hughes Airwest this month include:

- Setting of an ALJ hearing date on our application to offer nonstop service linking Los Angeles with Boise and Spokane. The hearing will be Sept. 8 in Washington, D.C.
- An ALJ hearing was held July 13-16 in Phoenix on our application to fly nonstop between that city and Des Moines/Milwaukee.
- The CAB has instituted proceedings on a Las Vegas-Dallas nonstop route. We have asked that our previously-filed application including this route be consolidated into this proceeding.

Res, ticketing computerswitch goes 'quite well'

The July 18 switch-over to an East Coast reservations and ticketing communications computer went "generally quite well," according to Arch Miller, marketing staff vice president.

At presstime, he reported that there still were a few minor problems in the system that will require a couple weeks to correct. "But in a transition of this size, a few are to be expected," he said. Some system outages were experienced on the first full day of operation, July 19, due to telephone line failures.

One of the first measurements of the system's capabilities was that on July 19 it printed 4,034 tickets and was able to determine and print the fare on 86.9 per cent of those tickets.

This, already, is quite an improvement, according to Miller. He said he hopes that the system will be able to price more than 90 per cent of the tickets in the near future.

Russell V. Stephenson, acting general manager, said the "transition required the cooperation—and in some cases, patience—of many, many employees systemwide." He expressed his "appreciation to all these employees for their contribution."

The cut-over culminated six months of planning and preparations.

The new system's nerve center is a Miami computer owned by Eastern Airlines.

In addition to vast improvements in reservation and ticket handling, when fully functional by the end of September the system will bring new capabilities in hotel booking, credit card verification, automated tour handling and pre-paid ticketing, programmed self-instruction and in-house schedule change programming.

The system already has capabilities to scan records of 16 U.S. airlines for missing and on-hand

The day of apples and roses . . . and salt shakers

Flight attendant Judy Krueger presents a rose bush to Reno mayor Carl Bogart during one of several ceremonies commemorating inauguration of nonstop service July 1. The bush had been presented to our flight crew by Portland's rose festival queen for presentation to Reno, where it has been planted at the airport. Ten minutes earlier, the mayor had cut the ribbon for our first nonstop flight to Seattle. The first nonstop from Seattle brought a basket of Washington apples, which had been presented to the flight crew in Seattle by Miss Washington- Universe as a gift to the Reno Chamber of Commerce. In Salt Lake City, the first nonstop flight to Orange County was commemorated at a ribbon-cutting attended by the "Salt Shakers", a group representing the Chamber. Los Angeles-Salt Lake City nonstop service





24 flight attendants graduate July 1—first class trained for our new 727 flagships

Twenty-four flight attendants were graduated July 1 in ceremonies at international headquarters. It was the first class of new flight attendants to receive training for our new 727-200s.

The graduates were pinned by Edwin N. Altman, operations vice president, and received their diplomas from Russell V. Stephenson, marketing vice president.

Pictured (from left, front row, with hometown) are: **Bob Jordan**, Mountain View, Calif.; **Perry Nixon**, Las Vegas; **Jacob Golan**, Foster City, Calif. (husband of Elfie Golan, clerk typist, planning, San Mateo); and **John Crocker**, Honolulu.

In the middle row, from left, are: **Shelley Holmes**, Seattle (a clerk typist in Seattle maintenance since 1974); **Barbara Ingle**, Phoenix; **Wendy Koreyasu**, Kaaawa, Hawaii; **Linda Andersen**, Bellevue, Wash. (daughter of the late Dale Andersen, who was a captain with the company); **Rene Moore**, San Mateo; **Carol Sordo**, Phoenix (wife of Ivan Sordo, Phoenix flight attendant); **Susan Dempsey**, Reno (sister-in-law of Jenny Compton, Seattle flight attendant); and **Denise Baudet**, San Jose.

In the back row, from left, are: **Otto Jones**, Palm Springs (former station agent with the company); **Audrey Jones**, Phoenix; **Yvonne Luby**, Pacifica, Calif.; **Gail Deason**, Phoenix; **Becky Campbell**, Las Vegas; **Carol Bradshaw**, Stinson Beach, Calif.; **Beth Haggerty**, Phoenix; **Kathleen Collins**, Las Vegas; **Perrin Grange**, Scottsdale, Ariz.; **Ruth Ong**, San Francisco; **Krista Haines**, Las Vegas; and **Roosevelt Carter**, Oakland.

Linda Andersen was class valedictorian with a 99.4 per cent academic record.

Seven of the flight attendants—Bradshaw, Golan, Grange, Ingle, Audrey Jones, Otto Jones and Sordo—have been assigned to the Phoenix domicile. The others are all assigned to Las Vegas.

This is the last class of new flight attendants the company has scheduled for training in 1976.

SERVICE ANNIVERSARIES

THIRTY YEARS

PHOENIX—**Lester Grace**, lead engine technician. SEATTLE—**Dennis Smilanich** and **Robert Cansdale**, captains.

TWENTY YEARS

TUCSON—**Ray Vaughn**, station manager. LAS VEGAS—**Jack Dumire**, maintenance assistant district manager. PHOENIX—**Arthur Weibel**, maintenance district manager. ARDEAN Cottingham, chief ticket agent.

FIFTEEN YEARS

SAN FRANCISCO—**Dorothy Clark**, lead stock clerk. **Dennis Wyatt**, station agent. **Charlotte Peters**, telephone sales administration manager. PORTLAND—**Carl Leader**, station agent. SEATTLE—**Kenneth Keim**, captain. LOS ANGELES—**Rita Yatowit**, telephone sales agent. PHOENIX—**Nancy Smith**, chief telephone sales agent. **Sylvia Karas**, flight attendant.

TEN YEARS

PHOENIX—**John Kile**, telephone sales manager. **Jaes Bowell**, technician. **Francine Moyer**, telephone sales agent. **Marlow Jackson**, **Janet Johnson**, **Angeline Ladomato**, **Patricia Riggins**, **Susan Skinner** and **Judith Smith**, flight attendants. **Raymond Pattee** and **Douglas Hooper**, station agents. **Jim Hoppe** and **Lloyd Nash**, accessory overhaul technicians. **Abel Masquelier**, maintenance assistant district manager. **Charles Howard**, production analyst. KLAMATH FALLS—**Jack Baggelaar**, station agent. SANTA ANA—**Curtis Bratton**, station agent. TWIN FALLS—**Robert Tailion**, station agent. MONTEREY—**Leroy Peerenboom**, station agent. PASCO—**Carmen Parisi**, station agent. BOISE—**Jim Vineyard**, station agent. TUCSON—**Larry Walton**, chief station agent. LAS VEGAS—**Richard Merkle** and **Joe Cox**, chief station agents. LOS ANGELES—**Stephen Krueger** and **John Borcia**, chief station agents. **Barbara Blair**, telephone sales agent. SEATTLE—**Robert Smith**, chief crew scheduler. SAN FRANCISCO—**Robert Tidrick**, CTO ticket agent. **Alicia Lomeli**, chief telephone sales agent. **Pat Harris**, flight attendant administration system manager. **Rebecca Miller** and **Susan Card**, flight attendants. SAUDI ARABIA—**Donn Anderson**, administrative assistant to the general manager. **Kenneth Carmack**, maintenance representative.

FIVE YEARS

SAN FRANCISCO—**Skip Clemens**, inflight & passenger services system director. **Craig Lehmann**, charter representative. MAZATLAN—**Jual Reyes**, sales & service manager. PHOENIX—**Beulah Colwell**, data processing control clerk. **Donald Gatewood**, computer operator.

HEIR FARE

To Linda and **Dwayne McCosker**, first officer, San Francisco: a boy, **Michael Joseph**, 6 lbs. 12 oz.; June 20.

To Alicia Gonzalez and **Jose Antonio Torres**, porter, Puerto Vallarta: a girl, **Georgina Margarita**, 7 lbs. 4 oz.; June 20.

FINANCIAL RESULTS

	June '76*	June '75*
Operating revenue—scheduled	16,239	13,904
—charter	271	N/A
Operating expense—scheduled	15,543	13,602
—charter	213	N/A
Operating earnings	754	302
Non-operating earnings (loss)	(243)	(234)
Provision for taxes	184	—
Net earnings	327	68
	Year-to-date*	
Operating revenue—scheduled	94,760	80,271
—charter	1,190	N/A
Operating expense—scheduled	93,370	82,054
—charter	958	N/A
Operating earnings (loss)	1,622	(1,783)
Non-operating earnings (loss)	(1,263)	(1,558)
Provision for taxes	184	(52)
Net earnings (loss)	175	(3,289)

*All data in thousands (add 000).

TRANSITION

WELCOME ABOARD

David Ulmer, senior analyst, regulatory affairs, San Francisco. **Arthur DesPlaines** and **James Buchanan**, overseas maintenance representatives, Mauritania. **Donald Kennedy**, programmer trainee, Phoenix. **Carole Manley**, credit union teller, Phoenix. **Patricia Hitesman**, clerk typist, pass bureau, San Francisco. **Joan Talbot**, switchboard operator, San Francisco. **Robert Soliday** and **Nancy Milman**, telephone sales agents, Los Angeles. **John Pomeroy**, **Karolynn Johnson**, **Jeffrey Mueller**, **Shawn Floyd** and **Kathleen Barnes**, telephone sales agents, Phoenix. **Nela Richards**, clerk typist, maintenance, Seattle. **Nancy Stappes**, telephone sales agent, Seattle. **Marcia Martin**, clerk typist, stations, Phoenix. **Janice Lukas**, **Darrell Jarrett**, **Pamela Tinsley**, **Marjorie Wentz**, **Andrea DeGraff** and **Karl Dring**, telephone sales agents; San Francisco. **Douglas Jackson**, crew scheduler, Phoenix. **Richard Reed**, **Karl Sheldon**, **Timothy Richardson**, **Edward Straight**, **Michael Tanner**, **Michael Louderback**, **Robert Cantu**, **Throdore Geronimos**, **David Gaunt**, **Garret Hutchison** and **Daniel Meakin**, technicians, Phoenix. **Thomas Schoenherr**, avionics technician, Phoenix. **Stewart Hodge**, technician, Salt Lake City. **Ellis Nielson**, cleaner, Santa Ana. **Jim Trickett**, cleaner, Salt Lake City. **Michael Indra**, station agent, Los Angeles. **George Archambault**, **Patrick Harrison**, **Michael Blue**, **Daniel Matlach**, **Kenneth Eldredge** and **Sann Froula**, first officers, Phoenix.

PROMOTIONS

Richard Randall to station manager, Crescent City. **Robert West** to chief station agent, San Francisco. **Ellis Boyd** to chief station agent, Pasco. **Linda Ross** to secretary, security, San Francisco. **Elmer Hillstrom** to chief station agent, Phoenix. **Donald Kiernan** to chief station agent, Santa Ana. **Christine Regino** to intermediate revenue accounting clerk, San Francisco. **Jack Mills** to chief station agent, Los Angeles. **Ronald Hastings** to chief station agent, Pocatello. **Craig Lehmann** to charter representative, San Francisco. **Tom Peppler** to labor relations acting director, San Francisco. **Eric Therrien** to executive secretary, security, San Francisco.

RETIREMENTS

Jeff Hanan, captain, San Francisco, after 28½ years with the company. He joined the company (Southwest/Pacific) in San Francisco in Sept. 1947.
Chris Johnson, cleaner, Phoenix, 5½ years.
Gerald Kaiser, technician, Las Vegas, 3 years.

June bookings up almost 10 per cent; RPMs gain 7.8 per cent

Bicentennial year's traffic sets records in first six months

Our revenue passenger miles (RPMs) and passenger bookings during the first half of 1976 were higher than in any previous January through June period in our history.

RPMs jumped 10.3 per cent to 798,967,500 from 724,159,400 in the first six months of 1975.

Bookings rose 9.7 per cent to 1,940,639 from 1,768,932.

Density (the average number of passengers flying per mile) climbed 6.6 per cent to 48.4 passengers from 45.4, while the average load factor (the percentage of seats filled) advanced to 55.1 from 52.2 per cent.

Available seat miles gained 4.6 per cent to 1,451,323,700 from 1,387,585,800.

The length of an average passenger trip edged upward to 411.7 miles from 409.4.

Cargo ton miles rose 4.7 per cent to 4,319,100 from 4,124,200, while the tons of cargo boarded increased 3.1 per cent to 10,381 from 10,070.

June performance

Bookings and revenue passenger miles made sharp advances last month, compared with June 1975.

Bookings were up 9.9 per cent to 339,118 from 308,690, while RPMs gained 7.8 per cent to 130,930,300 from 121,437,700.

Density advanced 5.6 per cent to 49.6 passengers from 46.9, while the average load factor rose to 56.1 from 54.4 per cent.

Available seat miles increased 4.4 per cent to

233,221,800 from 223,310,700.

The average passenger trip dipped slightly to 386.1 miles from 393.4.

Cargo ton miles advanced 5.3 per cent to 730,380 from 693,946, while the tons of cargo boarded rose 4.5 per cent to 1,749 from 1,673.

TRAFFIC SCOREBOARD

	June '76	June '75	% Change
Passengers	339,118	308,690	+ 9.9
Revenue pass. miles	130.9 mil.	121.4 mil.	+ 7.8
Available seat miles	233.2 mil.	223.3 mil.	+ 4.4
Load factor	56.1%	54.4%	+ 5.4
Passenger density	49.6	46.9	+ 5.6
Average trip miles	386.1	393.4	- 1.9
Charter departures	121	N/A	
seats sold	11,125	N/A	
miles flown	48,983	N/A	
Cargo ton miles	730,380	693,946	+ 5.3
Cargo tons boarded	1,749	1,673	+ 4.5
On-time	87.8%	89.8%	
	Year-to-date		
Passengers	1,940,639	1,768,932	+ 9.7
Revenue pass. miles	799.0 mil.	724.2 mil.	+10.3
Available seat miles	1,451 bil.	1,388 bil.	+ 4.6
Load factor	55.1%	52.2%	+ 5.2
Passenger density	48.4	45.4	+ 6.6
Average trip miles	411.7	409.4	+ 0.6
Charter departures	371	N/A	
seats sold	33,750	N/A	
miles flown	212,717	N/A	
Cargo ton miles	4.32 mil.	4.12 mil.	+ 4.7
Cargo tons boarded	10,381	10,070	+ 3.1
On-time	85.7%	84.9%	



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Phoenix flight attendants encourage establishment of child abuse nursery

Fifty Hughes Airwest Phoenix flight attendants have incorporated into a group calling itself Flight Attendants Aid for Children (FAA).

Purpose of the group is to encourage community support for establishment of a Phoenix Crisis Nursery for abused babies and to raise funds for other institutions in the area, including Sunshine Acres Children's Home for foster children.

The group has held a number of fund-raising events, including bake sales and a rummage sale on July 10 where they raised \$1700.

They have received considerable attention and support from the community and media, where they are encouraging organizational and individual support for a Crisis Nursery.

The state of Arizona has made a building available for the nursery. FAA has established a "Baby Line"—an answering service number (955-3581) that can be called by those who have items to contribute to the nursery. A washing machine was contributed recently. Baby clothes and furniture also have been contributed.

A "painting party" is being planned as part of the Crisis Nursery building's renovation.

The group was not established to run the nursery, but to encourage its establishment through its work, fund raising and recruitment of volunteers to work in it. It is hoped that the nursery can be opened through the cooperation of a variety of Phoenix organizations. FAA plans to continue its support of the nursery once it is opened and to foster greater public awareness of problems associated with child abuse and foster care.

Many Phoenix flight attendants have volunteered to work in the nursery.

Founding officers of the group are: Carolyn Nagle, president; Vicki Rohlf, vice president; Linda C. Smith, recording secretary; Karen Grissom, corresponding secretary; and Angie Ladomato, treasurer. B. J. Handley is publicity director and Connie Canaday organized the rummage sale collections.

Reno-Oakland/Burbank/Ontario, too

Our application, announced last month, requesting nonstop authority linking Reno with San Francisco and Los Angeles also asked nonstop rights between Reno and Oakland, Burbank and Ontario.

We now must make at least one intermediate stop between Reno and the five California cities.

Another application, filed at the same time, asked for nonstop authority between Reno and Denver.

60,000 in West invited to become 'Hughes Airwest Frequent Flyers'

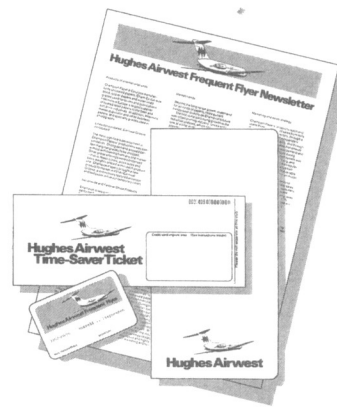
An estimated 60,000 Westerners were invited to join the Hughes Airwest Frequent Flyer program in a special mailing this month.

This first mailing was concentrated in Washington, Southern California and Utah, to support our new competitive service. The program will be expanded in steps to the entire system by the end of 1976, according to Jan Soderstrom, sales programs manager.

Mailings were to our previously-identified frequent passengers, timetable-by-mail recipients, and mailing lists of business traveler prospects.

Those accepting the invitation and registering for the program will be eligible to receive, starting in August:

- An identification card identifying the holder as a "Hughes Airwest Frequent Flyer". This card can be used to cash checks for up to \$50 at most of our ticket counters.
- Time-Saver Tickets which will allow the Frequent Flyers to write their own tickets when time is short and imprint tickets with their credit cards. The passenger then can proceed directly to the boarding gate for check in.
- Periodic issues of a "Frequent Flyer Newsletter" with information about Hughes Airwest and items of interest to business travelers.
- Travel planning materials for the Frequent Flyer or the person handling his or her traveling arrangements.
- A vinyl carrying case for the identification card



and tickets. It will also contain a quick reference flight schedule card for the recipient's area.

Other features now being planned for the program will be added as the success of the initial offer is determined, according to Soderstrom.

Employees are encouraged to submit names and addresses (or business cards) of frequent passengers who might not have been invited to register as Frequent Flyers.

Washington, D.C., dignitaries' transports receive maintenance

We began maintenance work July 18 in Phoenix on the first of three U.S. Air Force VC-9s.

The aircraft—the military version of the DC-9—are used to transport government dignitaries, including the vice president, congressmen, high-ranking military officers and the first lady.

The work includes partial overhaul, heavy maintenance, and paint touch-up, taking about 14 days per aircraft.

Maintenance on the three VC-9s will be at 45-day intervals.

The work is being completed under a contract with the manufacturer.

Utah native J. Neil Spendlove assumes Salt Lake City district sales position

J. Neil Spendlove, who has been with the company more than 21 years, has been named district sales manager in Salt Lake City.

He had been Los Angeles telephone sales manager since 1973.

In the Utah capital, he replaces Jack Douglas, who is leaving the company to form a travel agency there.

Spendlove, 40, joined the company (Bonanza) in 1955 as a station agent in San Diego. He later transferred to Salt Lake City and was named a chief station agent in 1959. He became Phoenix reservations regional manager in 1965.

He is a native of Morgan, Utah.

Joan R. Thomas joins company as telecommunications manager

Joan R. Thomas, who was associated with Pacific Telephone for more than 22 years, has joined the company as telecommunications manager.

She is responsible for processing of phone orders, cost control, telephone listings and other communications activities.

Thomas had various marketing and commercial office assignments at Pacific Telephone, and most recently worked with airline accounts, including Hughes Airwest.

J. HUGH DAVIS

J. Hugh Davis, who joined the company as advertising director in 1970, died July 5.

He had been working with Summa Corporation since 1974.

Before joining Hughes Airwest, he was vice president of one of the country's largest advertising agencies.

Earlier, he was in partnership with comedian Bob Hope in a television production firm and was general manager of *Puck*, a comic weekly.

He is survived by his widow, Enid, and son, Anthony.

So. Calif.-Twin Falls traffic expected to double

We expect to carry more than 20,000 passengers during the next 12 months between Southern California and Twin Falls—gateway to Sun Valley.

This projected 100 per cent increase over last year is attributed to our new nonstop flights between Los Angeles and Salt Lake City, two of which originate in San Diego and continue on to Twin Falls beyond the Utah capital.

Three charter flights a week between Twin Falls and Los Angeles during this winter's ski season also are expected to contribute to the increase in passenger travel to Sun Valley.

Convenient bus transportation is available at Twin Falls for the two-hour ride to Sun Valley. The cost is \$10 a person one way.

We've opened our ticket office at Sun Valley for the first summer this year to handle an anticipated increase in vacation traffic.

\$44 million loan refinances aircraft debts



Harry Swenson (seated), finance vice president and treasurer, signed a new loan agreement with Bank of America on July 14 for \$44,570,000. It refinances the company's current aircraft debts and pays for the recent acquisition of four DC-9 jets from Hawaiian Airlines. Participants in the loan closing session are (from left): bank officials Larry Silver, San Francisco airport branch manager, and Pat Graham, assistant vice president; George Scotch, controller; Arthur Taylor, legal vice president; and Bob Robertson, assistant secretary of Summa Corporation.

TRAVEL BARGAINS

ITR Interline, Ltd., has a new bimonthly publication, *The Interline Traveler*, with offerings for employees, families, parents and retirees. The first issue features packages in **New York; St. Croix; St. Thomas**; a tennis tournament in the **Virgin Islands** 9/9-13; **Jamaica; Bermuda; London; England** by car or motorcoach; an **African safari**; and **Queen Elizabeth 2** transatlantic sailings. For a complimentary copy, write ITR at 39 W. 55th St., New York 10019.

Marriott's Camelback Inn in **Scottsdale, Ariz.**, offers a special rate of \$15 a night, single or double occupancy, through 9/14. Phone (602) 948-1700 or toll-free 800-228-9290. Ask for the "Five Stars for \$7.50" plan.

Palm Springs Spa Hotel and Mineral Springs has an airline rate of \$12 single, \$16 twin and \$21 triple through 9/30. In Calif., phone toll-free 800-472-4371, 8 a.m.-5 p.m. Elsewhere, phone (714) 325-1461.

A **Jackson Hole, Wyo.**, "Experience" is available for \$156 per person, double occupancy (add \$35 for single). Includes four nights lodging and many activity extras. Arrive Wed. or Sun. Contact: Teton World Travel, Box 968, Jackson, Wyo. 83001, (307) 733-4740; or New World Travel, 1955 Mountain Blvd., Oakland, Calif. 94611, (415) 339-1335. (Frontier Airlines serves Jackson nonstop from Salt Lake City, with connections from Hughes Airwest.)

Smithfield Motel & Guest House in the **Virgin Islands** has a special rate of \$6/person, double occupancy, \$9/single, including continental breakfast. For details, write P.O. Box 1843, Frederiksted, St. Croix, U.S. Virgin Islands 00840; (809) 772-0510 or 772-9036.

Japan Air Lines is offering Daikoku **Orient** Adventures through early December: 8-day Japan tour, \$242; 9-day Tokyo/Hong Kong tour, \$300. Includes positive space on JAL, hotels on a twin share basis, sightseeing and transfers. Full-time employees, spouses, dependent children under 21 with employee. For detailed brochure, contact a JAL sales office or Japan & Orient Tours, 250 E. 1st St. #912, Los Angeles 90012; (213) 624-2866. Departures from five gateways: San Francisco, Los Angeles, Vancouver, Honolulu and New York.

The Bel-Aire Hotel, **Miami Beach**, has discount rates of \$4.75 through 9/1; \$3.75, 9/1-12/15 and 5/1-7/1; and 20% off, 12/15-5/1. Per person, double occupancy. On the ocean. Address: 65th St. & Collins Ave., Miami Beach, Fla. 33141; (305) 866-6511.

Granada Royale Hometels in **Phoenix** offers a 50% weekend (Fri.-Sun.) discount through 12/31: \$10-\$14/single, \$12-\$16/double per night. Two-room suites, fully equipped kitchens, daily free breakfast, two hours of complimentary cocktails each evening. Several locations. Reservations required. Write: 2609 W. 1st St., Tempe, Ariz. 85281; (602) 967-1621.

Breckenridge, Colo., Apartment Rentals' airline employe rate through 11/15 is \$100 per week. Sleep four. Kitchens. \$30 deposit. Contact: P.O. Box 1659, Breckenridge, Colo. 80424; (303) 453-6065.

Pan Am has tours to the **Orient** (thru Dec.), **Belgrade, Bucharest** and **Tanzania/Zanzibar** (all thru Sept.). For brochure, contact Employee Travel Desk, Pan Am, 200 Park Ave. 4th Fl., New York 10017; (212) 973-7560.

For one-week packages in the **Canary Islands** or **Costa del Sol**, write: Ms. Jean E. Alvarez, Avion Club, Convenco of Spain, 319 Urbanizacion El Rosario, Marbella, Malaga, Spain. Iberia Airlines' interline Fanfare available in conjunction.

The Biltmore and Roosevelt Hotels, **New York**, offer 50% discount on rooms any night and free full American breakfasts Sat. and Sun. mornings. Phone toll-free 800-221-2690.

Country Village Motor Hotel in **Phoenix** has a weekend package through 10/10: \$39 plus tax single or double includes two nights lodging, car (daily rate and 50 miles included) and 50% off on a dinner. Children under 16 free; over 16, \$2 each. Reserve one week in advance with \$25 deposit. Write: 2425 S. 24th St., Phoenix 85034; (602) 273-7251.



About 160 Las Vegas-based flight attendants underwent 727 training this month at Braniff Airlines' training center in Dallas. The domicile was divided into 10 groups and each group received two days of concentrated instruction, which included aircraft slide evacuation and over-water qualifying. Training will continue in Las Vegas starting Aug. 9 with instruction in customer service and crew communications.

New station agents working in 12 cities following training

Twenty-four new station agents completed six days of concentrated training at international headquarters in late June.

According to Eric Wilson, stations director, the indoctrination included introduction to the company, familiarization with station procedures, customer service, aircraft weight and balance, hazardous material handling, ramp safety and reservations and operational procedures.

A graduation luncheon was held June 26. Attending were: Kip Wharton, stations and traffic staff vice president, who presented the pins; Tom Joyce, station training manager; and Jim McGill and Bob Butler, station training specialists.

The new agents, all but two of them part-time, were assigned for our July 1 schedule change to 12 cities—San Jose, Los Angeles, Ontario, Salt Lake City, Santa Maria, Spokane, Crescent City, Kalispell, Reno, San Diego, Santa Ana and Tucson.

Reagan charter crisscrosses country in campaign visits to 19 states

Ronald Reagan, Republican presidential nomination candidate, flew 33,417 miles on Hughes Airwest charters during his campaign.

The eleven charter trips out of Los Angeles between April 9 and June 28 visited 62 cities in 19 states throughout the U.S.

The charters carried Reagan, his staff, celebrities and national newsmen.

The flights represented revenue of \$170,765, according to Tom Bailey, charter sales manager, who accompanied the group as the company representative.

40 receive 727 maintenance training

About 40 employees are undergoing 727 maintenance training at Boeing in Seattle in preparation for the delivery of our first new flagship in August.

The first class started training May 17 and the second on July 12. Each class is for about seven weeks.

The first group began initial in-house instruction of fellow employes on July 19 in Phoenix.

Company writes bids for \$1 million in charter flights monthly



Our charter staff quotes prices for about \$1 million worth of flights every month. About 30 per cent of this becomes actual contracts, according to Jim Rylander (left), charter administration manager. Shown with him, looking over some of those contracts, are (from left): Michael Calvin, pricing analyst; Carole Lorenz, secretary; Tom Bailey, charter sales manager; and Craig Lehmann, charter representative. Rylander says he expects charter revenue to hit about \$500,000 per month by October. (See story on page 1.)