

## Burbank-Phoenix nonstops Sept. 15

We will begin nonstop service Sept. 15 between Burbank and Phoenix.

The schedule will have two nonstops—at 7:20 a.m. and 6:30 p.m.—from Burbank to Phoenix, plus at 12:10 p.m. one-stop flight via Ontario.

Return nonstops will leave Phoenix at 11 a.m. and 5 p.m. There also will be an 8:50 a.m. one-stop flight via Ontario.

Burbank-Phoenix currently is served by three one-stop flights in each direction, all via Ontario. The Civil Aeronautics Board approved our application for nonstop authority on the route in early June.

Under the new schedule, service between Ontario and Phoenix will be at improved times with eastbound nonstops departing at 7:40 a.m., 12:55 p.m. and 7:10 p.m.

There will be two nonstop return flights to Ontario (8:50 a.m. and 6:20 p.m.) and a one-stop (11 a.m.) via Burbank.

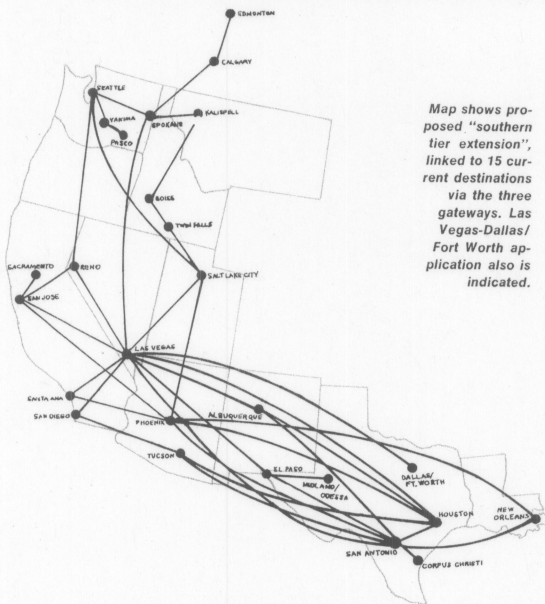
The new schedule represents a 50 per cent improvement in capacity—from six to nine flights a day—between Phoenix and the two Los Angeles-area airports. Increases in interline traffic—between eastern points and Burbank, connecting in Phoenix—also are expected.

We have applied to the CAB for authority to offer a weekend discount fare to coincide with start-up of the new nonstop service.

There will be a major advertising effort on the new service in Burbank—including more than 50 outdoor billboards in the San Fernando Valley—and in Phoenix.

The company's goal is to double our (Cont. on back pg., col. 1)

## Company applies for 'southern tier extension' into New Mexico, Louisiana, five cities in Texas



Map shows proposed "southern tier extension", linked to 15 current destinations via the three gateways. Las Vegas-Dallas/Fort Worth application also is indicated.

The company announced a massive expansion proposal July 26 that would extend our route system to Albuquerque, New Orleans and five cities in Texas—Houston, San Antonio, Corpus Christi, Midland/Odessa and El Paso.

The seven new cities would be linked to our current system through three gateways—Las Vegas, Phoenix and Tucson.

The application, filed with the Civil Aeronautics Board, proposes offering single-plane service, via the gateways, between one or more of the seven easterly cities and 15 destinations we currently serve—San Diego, Orange County, San Jose, Sacramento, Reno, Salt Lake City, Spokane, Seattle, Pasco, Yakima, Boise, Twin Falls, Kalispell, Calgary and Edmonton.

The company suggested that this request could be consolidated with our Las Vegas-Dallas/Fort Worth application pending before the CAB or considered separately.

The "southern tier extension" would significantly enhance competition within a major portion of the nation's air transportation system.

It would produce significant fare savings by eliminating many circuitous, time-consuming connections that frequently result from deficiencies in route authority, according to Richard A. Fitzgerald, regulatory affairs staff vice president.

Awards of this magnitude are essential to provide a needed antidote to the present air transportation system that is characterized by concentrated route authority vested in the hands of the trunk carriers, Fitzgerald said.

"The most effective method of obtaining a more competitive national structure is to provide substantially greater growth opportunities to smaller carriers," he said.

Fitzgerald said flights between the seven southern population centers and the three gateway cities would benefit more than 840,000 air travelers a year and improve air transportation for the 15 other cities as well.

This would save an average of 1 hour and 10 minutes for an estimated 390,000 passengers annually and produce significant fare-savings in many markets.

Our service would compete with other airline service in 10 cities, Fitzgerald said.

(Cont. on back pg., col. 4)

Vol. 8, No. 7 Hughes Air Corp. August 1976

### So. California - Salt Lake City; Pacific N.W. - Reno

## Company 'encouraged' by July traffic on new nonstop routes

First-month traffic on all four of our new nonstop segments was encouraging.

An average of 33.2 passengers—19 per cent more than forecast—flew on each of the 15 daily nonstop segments between Los Angeles and Salt Lake City, Orange County and Salt Lake City, Seattle and Reno, and Portland and Reno, including through passengers.

The July forecast was for only 27.9 passengers. The 1976 year-end goal is 48.3 passengers.

"We are encouraged by the July traffic on these new nonstop segments," said Rick Gostyla, marketing planning director.

"Traffic exceeded our forecasts on each of the four segments, but we still

have a long way to go to reach our year-end goals," he added.

(The forecasts for July showed the number of passengers we expected to carry on these new segments. The year-end goals are the share of the markets we can capture after six months of operation.)

### Orange County - Salt Lake City

Leading the encouraging trend was traffic on the only new nonstop service which has no direct competition—between Orange County and Salt Lake City.

Although the company expected an average of only 40 passengers on each flight last month (with a goal of 45 by year's end), the July average was 48 passengers.

"Orange County always exceeds our expectations," Gostyla said. "We receive fast response to new service there."

Tom Chandler, Orange County station manager, reported that initially he was disappointed in the morning boardings to Salt Lake City, but he

(Cont. on back pg., col. 1)

## Las Vegas - Canada nonstops await President's approval

The Civil Aeronautics Board has approved our application to offer nonstop service between Las Vegas and our two Alberta destinations—Edmonton and Calgary.

As with all international route cases, final award is subject to approval by the President. Currently, Spokane is our only port-of-entry between the U.S. and Canada and all flights serving Calgary and Edmonton must stop there.

The CAB's action is the result of bilateral discussions between the U.S. and Canada which decided that this authority would go to a U.S. carrier. Western Air Lines also applied.

## Determined woman pilot becomes company's first



Mary Bush

Mary Bush faced stiff competition when she applied to Hughes Airwest for a pilot position. The company had 3,000 applications for 40 openings.

Her application qualified and she made it. Bush is our first woman pilot and a rarity among U.S. scheduled airlines.

She began F-27 instruction in Phoenix in May and has been piloting as a first officer since late June.

Bush, 27, got her first license in a Cherokee Arrow at age 18 and had almost 2300 hours of flying time in more than 30 types of aircraft—from light twins to heavy cargo transports—when she joined the company.

The Florida native earned her multi-engine, instrument and commercial (Twin Beech D-18S) ratings in 1972-73 and is rated to captain the C-46 (for which she had 350 hours on one-hour legs) and DC-3.

The 5'7" blue-eyed blonde was vice president and a pilot for a family-owned Florida general aviation and instruction firm. She was also a first of-

(Cont. on back pg., col. 2)

# TRANSITION

## WELCOME ABOARD

Roger Bloom, John Wade, Raymond Bengtson, James Campbell, John Beede, Robert Rhoddes, Robert Mack, Dennis Lenihan, John Crowell, Carl Thudium, Barney Locke, Michael Christine, William Thompson, William Thias, William Clark, William Smith, James Howey, William Swettenham, Barry Eckenroth, Michael Mulvany, Gregory Averill and Douglas Beyer, first officers, Phoenix. Glenn Carlson, John Heard, Steven Ashford and Steven Lykins, second officers, Phoenix. Ralph Brandt and Donald Maddock, cleaners, San Francisco. William Baldwin, avionics technician, and James McDonald, maintenance technician, Phoenix. Curtis Maughan, maintenance technician, Salt Lake

## Thomas E. Hall new director of personnel

Thomas E. Hall, 41, has joined the company as personnel director.

Most recently, he held that position with Western Air Lines in Los Angeles for almost 10 years.

Previously, he held personnel and employment posts with Flying Tiger Line in Los Angeles, Continental Air Lines and Hathaway Instruments in Denver, and U.S. Gypsum in Empire, Nev.

Hall studied psychology at Colorado College and received a B.S. in business administration from Denver University in 1956. He did graduate study in labor relations at the University of Illinois and received a M.S. in management from California State University at Northridge.

He has taught labor relations, supervision and personnel administration at CSU-Northridge, Santa Monica College and Los Angeles Trade and Technical College.

Hall is a member and former director of the Personnel and Industrial Relations Association, Los Angeles, a member of the Industrial Relations Research Association, and a member and former executive director of the West Coast Airline Personnel Association.



Hall

City. Richard Lash, programmer, Phoenix. Howard Marotto, station agent, Spokane. Bertha Wellington, telephone sales agent, Los Angeles. James Osborne, telephone sales agent, Seattle. Mary Ann Leasure, secretary, personnel, San Francisco. Orlando Agtual, Edna Brown, Johnnie Dew, Carol Fasano and Pamela Green, telephone sales agents, San Francisco. Diana Kagarakis, junior general accounting clerk, San Francisco. Rita Voermans, clerk typist, station, Spokane. Robert Ford, security specialist, San Francisco. Hughes Airwest Credit Union, San Francisco: Christie Wassermann, representative.

## PROMOTIONS

Clive Antram to maintenance controller, Phoenix. Gary Ahmann to business systems design & programming project supervisor, Phoenix. Michael Mikles to chief station agent, Seattle. Larry Booth to chief station agent, Las Vegas. Jerrold Coates to chief station agent, Phoenix.

## RETIREMENTS

Joseph Jobe, captain, Seattle, after 30 years with the company. He joined West Coast in Seattle in August 1946.

Leonard Hall, lead ground equipment technician, Phoenix, 24 years. He joined Bonanza as a mechanic in May 1952 and was promoted to lead mechanic in 1970.

Earl Thomas, cleaner, Las Vegas, 8 years. Gerald Kaiser, maintenance technician, Las Vegas, 7½ years.

Chris Johnson, cleaner, Phoenix, 5½ years.

## JACK WISE

Jack Wise, a pilot with the company for 28 years, died July 31.

He joined the company (West Coast) in 1945 and retired as a captain in 1973, serving two more years as a ground flight instructor in Phoenix.

He is survived by his widow, Margaret.

## Chico, Las Vegas and Redding report records

## July near-record month in passenger boardings — second highest

Last month our boardings jumped 10.7 per cent and revenue passenger miles (RPMs) climbed 11.8 per cent, compared with July 1975.

It was the second highest month in the company's history for passenger boardings (August 1975 holds the record) and the third best for RPMs (after December and August 1975).

Boardings last month totaled 354,412, compared with 320,115 passengers a year ago.

RPMs totaled 141,388,000 versus 126,448,400.

The systemwide load factor (the percentage of seats filled) rose to 51.9 per cent from 50.2, while density (the aver-

age number of passengers flying per mile) climbed 6.3 per cent to 45.9 passengers from 43.2.

Available seat miles were increased 8.1 per cent to 272,477,500 from 251,976,700.

The on-time average dipped slightly to 88.5 per cent from 91.2.

Cargo ton miles logged during the month advanced 8.5 per cent to 716,471 from 660,638, while the tons of cargo boarded gained 1.9 per cent to 1,692 from 1,660.

## Year-to-date

Revenue passenger miles climbed 10.6 per cent and boardings gained 9.9 per cent during the first seven months

of 1976, compared with the same period a year ago.

RPMs rose to 940,355,500 from 850,607,800, while boardings increased to 2,295,051 from 2,089,047.

Density advanced 6.7 per cent to 48 passengers from 45, while the average load factor rose to 54.6 per cent from 51.9.

The systemwide on-time average edged upward to 86.1 per cent from 85.8.

Available seat miles were increased 5.1 per cent to 1,723,801,200 from 1,639,562,500.

Cargo ton miles gained 5.2 per cent to 5,035,600 from 4,784,900, while the tons of cargo boarded rose 2.9 per cent to 12,073 from 11,730.

Three stations reported that they set all-time records in July.

Chico boarded 1,529 passengers, compared to the previous high of 1,491 in Aug. 1968.

Las Vegas boarded an all-time monthly record of 59,006 passengers, 12.6 per cent more than in July 1975.

Redding reported aircargo boardings of 38,325 pounds, compared to the previous record of 30,313 in June of this year. Passenger boardings were 3,566, only three fewer than the record set in June of this year.

## TRAFFIC SCOREBOARD

## FINANCIAL RESULTS

	July '76*	July '75*
Operating revenue—scheduled	17,109	14,718
—charter	185	N/A
Operating expense—scheduled	16,364	14,442
—charter	166	N/A
Operating earnings	764	276
Non-operating earnings (loss)	(289)	410
Provision for taxes	243	—
Net earnings	232	686
<b>Year-to-date*</b>		
Operating revenue—scheduled	111,868	94,989
—charter	1,376	N/A
Operating expense—scheduled	109,732	96,496
—charter	1,125	N/A
Operating earnings (loss)	2,387	(1,507)
Non-operating earnings (loss)	(1,553)	(1,148)
Provision for taxes	427	(52)
Net earnings (loss)	407	(2,603)

\* All data in thousands (add 000).

	July '76	July '75	% Change
Passengers	354,412	320,115	+10.7
Revenue pass. miles	141.4 mil.	126.4 mil.	+11.8
Available seat miles	272.5 mil.	252.0 mil.	+ 8.1
Load factor	51.9%	50.2%	
Passenger density	45.9	43.2	+ 6.3
Average trip miles	398.9	395.0	+ 1.0
Charter departures	82	N/A	-
seats sold	8,000	N/A	
miles flown	28,931	N/A	
Cargo ton miles	716,471	660,638	+ 8.5
Cargo tons boarded	1,692	1,660	+ 1.9
On-time	88.5%	91.2%	
<b>Year-to-date</b>			
Passengers	2,295,051	2,089,047	+ 9.9
Revenue pass. miles	940.4 mil.	850.8 mil.	+10.6
Available seat miles	1,724 bil.	1,640 bil.	+ 5.1
Load factor	54.6%	51.9%	
Passenger density	48.0	45.0	+ 6.7
Average trip miles	409.7	407.2	+ 0.6
Charter departures	453	N/A	
seats sold	41,750	N/A	
miles flown	241,648	N/A	
Cargo ton miles	5.04 mil.	4.78 mil.	+ 5.2
Cargo tons boarded	12,073	11,730	+ 2.9
On-time	86.1%	85.8%	

## SERVICE ANNIVERSARIES

### THIRTY YEARS

SEATTLE—Vernon Castle, Joseph Jobe and David Bath, captains.

### TWENTY YEARS

SAN FRANCISCO—Bonnie Starr and Ann Aine, flight attendants. SEATTLE—Spencer Wessling, captain. MAURITANIA—Melvin Bartz, overseas maintenance representative.

### FIFTEEN YEARS

LOS ANGELES—Fred Vernon, station agent. SANTA ANA—Jack Krauchi, station agent. SAN FRANCISCO—Margaret Bayliss, telephone sales agent. Gil Roman, tour administration manager.

### TEN YEARS

LOS ANGELES—Ross Webb, Kathleen Smith and Patricia Thomas, telephone sales agents. James Gardner, lead maintenance technician. Gary Bolton, station agent. GRAND CANYON—Roger Talley, station agent. SPOKANE—John Swan, ticket agent. CALGARY—Dennis Anderson, chief station agent. POCATELLO—Terry Lowder, station agent. EUREKA—Donald Hargreaves, station agent. SAN JOSE—Charles Dittich, ticket agent. SANTA ANA—Robert Takach, station agent. BOISE—Bonnie Kirk, ticket agent. RONALD WARTH, station agent. LAS VEGAS—Stanley Wagner and Judie Richards, station agents. Jere Denton, Ronald Freeman and Paul Murphy, captains. Robert Bartell, first officer. Eloise Mansfield, flight attendant. SEATTLE—Thomas Israelian, sta-

tion agent. Mary Berrier, flight attendant. James Selig and Robert Tracy, captains. Stewart Smith, first officer. SALT LAKE CITY—Larue Listul, ticket agent. James Taylor, lead maintenance technician. PHOENIX—Richard Gauding, component overhaul technician. Jerome Minnick, accessory overhaul technician. Darwin Cyr, Lewis Roberts and Ray Dietrich, maintenance technicians. Miller Gongora, maintenance line foreman. Richard Harrison, station agent. Miriam Pattee, telephone sales agent. Roddy Cox, telephone sales assistant manager. William Lovelace, Gerald Skellington and Bruce Mawby, captains. Simeon Korth, Robert Oliver, James Hymmer and John Kendall, first officers. Toni Brown, flight attendant. SAN FRANCISCO—Jack Acord, Louis Roup, James Barbosa, Paul Dallas and Roger Salisbury, first officers. David Allender, James Edixon, Thomas Owens, James Schnobrich, John Connelly and Burton Dupree, captains. Tom Bailey, charter sales manager. Martha Jacobs, telephone sales agent. Jack Vanlonkhuyzen, chief ticket agent. James Poulton, chief station agent. Norl Reagan, reserve dispatcher. Harriet Chiochios and Cicile Russell, intermediate accounting clerks. SAUDI ARABIA—Lawrence Karraker, overseas maintenance representative.

### FIVE YEARS

PHOENIX—Michael Binder, building manager. SAN FRANCISCO—Dick Fitzgerald, regulatory affairs staff vice president.

## IN MEMORIAM

Frank L. Baker, husband of Marion Baker, retired mail clerk, San Francisco, July 22.

J. Benedict, father of Joe Benedict, station agent, San Francisco, July 28.

George Pepper, father of Ronald Pepper, station agent, Salt Lake City, Aug. 7.

Joyce W. Yontz, mother of Sylvia Yontz, flight attendant, Las Vegas, Aug. 10.

Wilda L.R. Schultz, mother of Bob Schultz, station manager, Seattle, Aug. 18.

Thomas Coates, father of Jerry Coates, chief station agent, Phoenix, Aug. 20.

Rachiell Holbrook, mother of Ken Holbrook, chief station agent, Monterey, Aug. 20.

## L. R. (DICK) FOUTS

Lane R. (Dick) Fouts, Southwest intermediate cities sales manager, died August 12 in San Mateo. He was 55.

Fouts, a native of Spokane, joined the airline in 1972 and held sales positions in Pasco and Seattle.

His grandparents homesteaded in Walla Walla and Spokane, where he was born.

Fouts attended the University of Idaho and served in the Air Force during World War II.

He is survived by his widow, Helen, and two married children.

## Station records

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## 'Spirit of Gamma' delivered

Simultaneous events at international headquarters in San Mateo and in Seattle "closed the deal" Aug. 19 on the delivery of our first Boeing Advanced 727-200.

In San Mateo, Russell V. Stephenson, acting general manager, signed the papers on a 10-year, \$30-million federally-guaranteed loan financing the three 727s to be delivered this year.

The loan was through the American Fletcher Bank of Indianapolis trust department and La Salle National Bank of Chicago.

Meanwhile, as financing was completed and funds for the first 727 were transferred to Boeing, Edwin N. Altman, operations vice president, signed delivery and acceptance papers on the new flagship in Seattle.

Following delivery, the 727 was scheduled for proving runs to Spokane, Las Vegas, San Francisco, Denver and Salt Lake City, and for evacuation demonstration for FAA approval of procedures in Seattle.

On Aug. 29, employe tours of the "Spirit of Gamma" were planned for San Francisco and the following day the aircraft was to be in Phoenix for employe

preview, an on-board luncheon for travel agents and a half-hour first flight with passengers—130 under-privileged children from the Phoenix area.

First revenue use of the aircraft is a charter scheduled for Sept. 17 carrying the University of Wyoming football team and fans to a game in Lansing, Mich.

"Spirit of Gamma" will be used four days a week, Thursday through Sunday, for charters for the rest of 1976. Our other two 727s are scheduled for delivery in November and December.



As Russell V. Stephenson, acting general manager, signed the loan agreements financing our new 727s (left photo), Edwin N. Altman, operations vice president, signed acceptance papers on our first flagship (right photo). Next to Stephenson is William E. Rankin, vice president, treasurer and board member of Summa Corporation and a member of our board of directors. Looking on are members of the team that prepared and negotiated the agreement for the company (from left): Arthur M. Taylor, legal vice president and assistant secretary; Jed T. Orme, corporate legal director; Ernest R. Koenig, assistant treasurer; Terry Ashton, planning vice president; John Hulfman, purchasing director; Bob Brush, banking and investments manager; Curt Haag, fleet planning manager; and Harry Swenson, finance vice president and treasurer. Joining Altman in the delivery signing are (from left): Jim McMannon, Asia contracts director and our technical representative at Boeing during construction; Ken Owens, surplus sales manager; and B. K. Carr, Boeing commercial contracts assistant director.

## Company files with CAB for nonstop route linking Los Angeles with Louisville, Kentucky

We applied August 23 to the Civil Aeronautics Board for authority to offer nonstop service between Los Angeles and Louisville, Kentucky.

Two airlines currently serve the route with one stop.

The company envisions linking Louisville with the San Francisco Bay Area and other Pacific Coast cities, via Los Angeles.

We asked that our application be

consolidated in the Louisville Route Realignment Investigation pending before the board.

We also have an application on file requesting nonstop authority between Los Angeles and four cities in two states adjacent to Kentucky—Cincinnati, Dayton, Columbus and Indianapolis. An administrative law judge hearing on that case is scheduled for October.

## PEOPLE POTPOURRI



Sharon Woods, Las Vegas flight attendant, was crowned Miss Black U.S.A. July 31 at the contest's pageant at Phoenix. Women representing 15 states competed; Woods was the Nevada contestant. She sang "I Won't Last a Day Without You" and "Feelings" for the talent portion of the contest. The 25-year-old was Miss Sacramento in 1972 and Miss South Los Angeles in the 1975 Miss California pageant. Last year, she also was Miss Black California and fourth runner-up in the Miss Black America contest.

The "feminine counterpart" of the Advertising Club of Great Falls awarded their 15th Royal Order of the Golden Garter to **Bud Moss**, chief station agent there. The citation noted his "tremendous sex appeal, dashing nature, good sportsmanship, willingness to always lend a hand . . . and many unsung good works."

**Dick Neal**, staff sales director, served on the national planning committee for the eighth annual Discover America International Pow Wow, a three-day conference between international travel producers and U.S. travel suppliers, held Aug. 22-25 in Salt Lake City. The event is designed to increase the flow of international tourists to the U.S. About 1,500 participants were expected to attend.

**Tom Chandler**, Orange County station manager, received the following letter from first lady Betty Ford: "I wish to express my deep appreciation for your assistance on my recent trip to California. I am well aware that these trips can only be successful through the dedicated efforts and cooperation of people like yourself, and please accept my personal thanks for everything you did on our behalf. . . ." The station assisted with boarding and ground handling when the President's wife and son, Jack, departed there in an Air Force jet in early July.

**Gil Roman**, tour administration manager, spoke recently on package tour marketing at a seminar attended by 200 representatives of the Las Vegas resort industry.

## WE GET LETTERS . . .

*From a doctor who flies frequently from Los Angeles to Las Vegas and Salt Lake City:* In the past, "we have selected other airlines . . . We were very pleasantly surprised at the fine quality of your food and wine . . . The nicest part was the outstanding service by your flight attendant (Virginia Koch, Las Vegas). Her warm smile, willingness to please, and extremely pleasant personality did a lot to convert us to Hughes Airwest . . . Our next flight we'll certainly select Hughes Airwest."

*From a travel agent:* "There are some 'top bananas' in your (Seattle) reservation office that our staff enjoys working with each day."

*Regarding a Phoenix-Mazatlan flight:* "I wish to commend Ivan Sordo (flight attendant, Phoenix) . . . He has a nice sense of humor and a true desire to excel. He kept the passengers' interest by pointing out landmarks . . ."

*From an Australian passenger whose ticket was in previously-checked baggage:* Salt Lake City station personnel (Dennis Toigo, ticket agent, and boarding agents) "were exceedingly helpful, courteous and showed no annoyance . . ."

*From a passenger who had previously flown only on our competitors:* "Your employees are most friendly and your flight attendants (Nancy Gustafson, Patti McBeath and Mary Peterson, Las Vegas) were exceptionally courteous and helpful . . . You have a fine airline; your people exude a desire to make their passengers enjoy their trip. I'll be flying again with you soon."

*From the secretary of a mens club to which Jim Arnold, Phoenix telephone sales agent, made a presentation:* "Every person present was enthusiastic about the presentation and, I am sure, thinking about a Mexican vacation in the not-too-distant future."

*From a Seattle contractor who flies with us frequently about a recent trip to Salt Lake City:* The flight attendants (Patty Dightman, Pat Hough and Gary Whitsett, Seattle) "were exceptionally pleasant . . . please extend my thanks."

*From another Seattle-Salt Lake City passenger:* "A special thanks to Mary McArthur (flight attendant, Seattle) and Alex Kostloff (first officer, Seattle). It always makes the trip special when an attendant has time for an extra word or so to a passenger and especially when you also get a special greeting from one of the crew."

*From a company president:* "Jill Wiles (telephone sales agent, Los Angeles) was not only able to make the connections we required, but was so pleasant and helpful . . ."

It may well be that she was 'just doing her job' but . . . she does it very well . . . This company will use Hughes Airwest where there is a choice."

*From a Las Vegas court officer:* "The service this morning (Rena DiFiore, Mary Jo Knapp and Marian Malm, flight attendants, San Francisco) was just excellent. Thank you."

*From a passenger whose bag ended up in Tokyo when he connected to one of our flights from the East Coast:* "I received extraordinary assistance from Jim Dean and Don Lovett (station agents, North Bend) . . . I will use Hughes Airwest whenever possible."

## TRAVEL BARGAINS

Swissair has new 1976-77 Interline Holidays available. Included are: **Zurich/Geneva Fly 'n Drive** (Sept.-Apr.); **Zurich, Berne or Geneva** Holidays (Oct.-Nov. & Apr. with Vienna add-on available); tours of **Greece** (Oct.-Jan.), **Hungary** (Nov. & Jan.-Mar.), **Czechoslovakia** (Nov.-Mar.), or **Yugoslavia** (Oct.-Nov. & Mar.-Apr.); **Wine & Cheese** or **Hiking in the Alps** tours (Oct. & Apr.); and ski tours to **Murren, Engelberg, Les Diablerets, Villars, Leysin or Grindelwald** (Jan.-Mar.) or **Austria Waltz Away** (Oct. & Apr.-May). Most tours escorted. Full-time employes and accompanying spouses only (no children or parents). For brochure, send a self-addressed envelope with 35¢ stamp to: Swissair Interline, 608 5th Ave., New York 10020. No telephone calls.

Howard Johnson's Motor Lodge near Los Angeles International Airport offers an airline employe discounted rate of \$14-\$16, single or double. 24-hour airport pick-up. For reservations, write 5990 Green Valley Circle, Culver City, Calif. 90230; or telephone (213) 641-7740.

New Horizons Unlimited has tours of **Israel, London, Paris, Rome, Ireland, Costa del Sol/Morocco, Italy, Sicily, Egypt, the Soviet Union and Czechoslovakia**. All include positive space air transportation. Employes, spouses, dependents under 21, parents, retirees; employe accompaniment not required. For brochures, write P.O. Box 747, New York 10010; (212) 475-7664.

# TRANSITION

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Hall

## HEIR FARE

To the Courseys, Marcia, flight attendant, and Roger, captain, Phoenix; a boy, Mark Alan, 5 lbs. 15 oz.; July 24.

City. Richard Lash, programmer, Phoenix. Howard Marotto, station agent, Spokane. Bertha Wellington, telephone sales agent, Los Angeles. James Osborne, telephone sales agent, Seattle. Mary Ann Leasure, secretary, personnel, San Francisco. Orlando Agtual, Edna Brown, Johnnie Dew, Carol Fasano and Pamela Green, telephone sales agents, San Francisco. Diana Kagarakis, junior general accounting clerk, San Francisco. Rita Voermans, clerk typist, station, Spokane. Robert Ford, security specialist, San Francisco. Hughes Airwest Credit Union, San Francisco: Christie Wassermann, representative.

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He is survived by his widow, Margaret.

## Chico, Las Vegas and Redding report records

## July near-record month in passenger boardings — second highest

Last month our boardings jumped 10.7 per cent and revenue passenger miles (RPMs) climbed 11.8 per cent, compared with July 1975.

It was the second highest month in the company's history for passenger boardings (August 1975 holds the record) and the third best for RPMs (after December and August 1975).

Boardings last month totaled 354,412, compared with 320,115 passengers a year ago.

RPMs totaled 141,388,000 versus 126,448,400.

The systemwide load factor (the percentage of seats filled) rose to 51.9 per cent from 50.2, while density (the aver-

# SERVICE ANNIVERSARIES

## THIRTY YEARS

SEATTLE—Vernon Castle, Joseph Jobe and David Bath, captains.

## TWENTY YEARS

SAN FRANCISCO—Bonnie Starr and Ann Aine, flight attendants. SEATTLE—Spencer Wessling, captain. MAURITANIA—Melvin Bartz, overseas maintenance representative.

## FIFTEEN YEARS

LOS ANGELES—Fred Vernon, station agent. SANTA ANA—Jack Krauchi, station agent. SAN FRANCISCO—Margaret Bayliss, telephone sales agent. Gil Roman, tour administration manager.

## TEN YEARS

LOS ANGELES—Ross Webb, Kathleen Smith and Patricia Thomas, telephone sales agents. James Gardner, lead maintenance technician. Gary Bolton, station agent. GRAND CANYON—Roger Talley, station agent. SPOKANE—John Swan, ticket agent. CALGARY—Dennis Anderson, chief station agent. POCATELLO—Terry Lowder, station agent. EUREKA—Donald Hargreaves, station agent. SAN JOSE—Charles Ditttrich, ticket agent. SANTA ANA—Robert Takach, station agent. BOISE—Bonnie Kirk, ticket agent. Ronald Warth, station agent. LAS VEGAS—Stanley Wagner and Judie Richards, station agents. Jere Denton, Ronald Freeman and Paul Murphy, captains. Robert Bartell, first officer. Eloise Mansfield, flight attendant. SEATTLE—Thomas Israelian, sta-

tion agent. Mary Barrier, flight attendant. James Selig and Robert Tracy, captains. Stewart Smith, first officer. SALT LAKE CITY—Larue Listul, ticket agent. James Taylor, lead maintenance technician. PHOENIX—Richard Gauding, component overhaul technician. Jerome Minnick, accessory overhaul technician. Darwin Cyr, Lewis Roberts and Ray Dietrich, maintenance technicians. Miller Gongora, maintenance line foreman. Richard Harrison, station agent. Miriam Pattee, telephone sales agent. Roddy Cox, telephone sales assistant manager. William Lovelace, Gerald Skellington and Bruce Mawby, captains. Simeon Korth, Robert Oliver, James Hymmer and John Kendall, first officers. Toni Brown, flight attendant. SAN FRANCISCO—Jack Acord, Louis Roup, James Barbosa, Paul Dallas and Roger Salisbury, first officers. David Allender, James Edixon, Thomas Owens, James Schnobrich, John Connelly and Burton Dupree, captains. Tom Bailey, charter sales manager. Martha Jacobs, telephone sales agent. Jack Vanlonkhuyzen, chief ticket agent. James Poulton, chief station agent. Norl Reagan, reserve dispatcher. Harriet Chiochios and Cicile Russell, intermediate accounting clerks. SAUDI ARABIA—Lawrence Karra-ker, overseas maintenance representative.

## FIVE YEARS

PHOENIX—Michael Binder, building manager. SAN FRANCISCO—Dick Fitzgerald, regulatory affairs staff vice president.

## IN MEMORIAM

Frank L. Baker, husband of Marion Baker, retired mail clerk, San Francisco, July 22.

J. Benedict, father of Joe Benedict, station agent, San Francisco, July 28.

George Pepper, father of Ronald Pepper, station agent, Salt Lake City, Aug. 7.

Joyce W. Yontz, mother of Sylvia Yontz, flight attendant, Las Vegas, Aug. 10.

Wilda L.R. Schultz, mother of Bob Schultz, station manager, Seattle, Aug. 18.

Thomas Coates, father of Jerry Coates, chief station agent, Phoenix, Aug. 20.

Rachiel Holbrook, mother of Ken Holbrook, chief station agent, Monterey, Aug. 20.

## L. R. (DICK) FOUTS

Lane R. (Dick) Fouts, Southwest intermediate cities sales manager, died August 12 in San Mateo. He was 55.

Fouts, a native of Spokane, joined the airline in 1972 and held sales positions in Pasco and Seattle.

His grandparents homesteaded in Walla Walla and Spokane, where he was born.

Fouts attended the University of Idaho and served in the Air Force during World War II.

He is survived by his widow, Helen, and two married children.

# TRAFFIC SCOREBOARD

## FINANCIAL RESULTS

	July '76*	July '75*
Operating revenue—scheduled	17,109	14,718
—charter	185	N/A
Operating expense—scheduled	16,364	14,442
—charter	166	N/A
Operating earnings	764	276
Non-operating earnings (loss)	(289)	410
Provision for taxes	243	—
Net earnings	232	686
<b>Year-to-date*</b>		
Operating revenue—scheduled	111,868	94,989
—charter	1,376	N/A
Operating expense—scheduled	109,732	96,496
—charter	1,125	N/A
Operating earnings (loss)	2,387	(1,507)
Non-operating earnings (loss)	(1,553)	(1,148)
Provision for taxes	427	(52)
Net earnings (loss)	407	(2,603)

\*All data in thousands (add 000).

	July '76	July '75	% Change
Passengers	354,412	320,115	+10.7
Revenue pass. miles	141.4 mil.	126.4 mil.	+11.8
Available seat miles	272.5 mil.	252.0 mil.	+ 8.1
Load factor	51.9%	50.2%	
Passenger density	45.9	43.2	+ 6.3
Average trip miles	398.9	395.0	+ 1.0
Charter departures	82	N/A	
seats sold	8,000	N/A	
miles flown	28,931	N/A	
Cargo ton miles	716,471	660,638	+ 8.5
Cargo tons boarded	1,692	1,660	+ 1.9
On-time	88.5%	91.2%	
<b>Year-to-date</b>			
Passengers	2,295,051	2,089,047	+ 9.9
Revenue pass. miles	940.4 mil.	850.6 mil.	+10.6
Available seat miles	1,724 bil.	1,640 bil.	+ 5.1
Load factor	54.6%	51.9%	
Passenger density	48.0	45.0	+ 6.7
Average trip miles	409.7	407.2	+ 0.6
Charter departures	453	N/A	
seats sold	41,750	N/A	
miles flown	241,648	N/A	
Cargo ton miles	5.04 mil.	4.78 mil.	+ 5.2
Cargo tons boarded	12,073	11,730	+ 2.9
On-time	86.1%	85.8%	

Station records  
Three stations reported that they set all-time records in July.

Chico boarded 1,529 passengers, compared to the previous high of 1,491 in Aug. 1968.

Las Vegas boarded an all-time monthly record of 59,006 passengers, 12.6 per cent more than in July 1975.

Redding reported aircargo boardings of 38,325 pounds, compared to the previous record of 30,313 in June of this year. Passenger boardings were 3,566, only three fewer than the record set in June of this year.



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