

New nonstops for 18 cities

We're going to Houston, Denver

Long-sought flights to Texas and Colorado highlight 14 new nonstop routes to be inaugurated Dec. 15—most of them a result of the Airline Deregulation Act signed by President Carter on Oct. 24.

The new nonstops are:

- Houston-Tucson;
- Denver-Great Falls/Pocatello/Idaho Falls;
- Des Moines-Las Vegas;
- Eugene-Los Angeles/Seattle;
- Oakland-Seattle/Portland;
- Orange County-Oakland/Tucson;
- Fresno-Phoenix;
- San Francisco-Tucson; and
- Milwaukee-Phoenix.

We held authority on three of the routes—Phoenix-Milwaukee/Fresno and Orange County-Tucson—before the act was signed. Authorities for the other 11 routes were held by other airlines but not used.

Houston

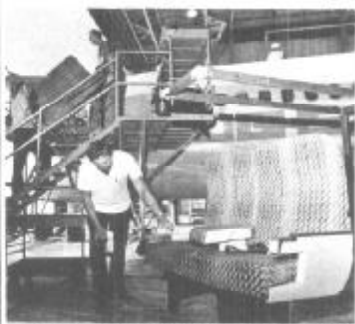
Houston-Tucson service will include two roundtrips a day, linking Houston one-stop with Orange County on one and Las Vegas on the other. Beyond Las Vegas, three cities—Sacramento, Reno and Portland—will receive single-plane Houston service.

The Texas flights will be to Houston's under-utilized Hobby Airport, which was the city's major air terminal until Intercontinental Airport was built in 1969. An estimated 65 percent of Houston's metropolitan population lives nearer Hobby than Intercontinental.

Denver

Denver will be linked to Pocatello and Idaho Falls with two roundtrips a day—one nonstop and one

'Fantastically outstanding'



Business Coach seats are inspected by Bill Hear, Phoenix hangar maintenance supervisor, as technicians Walter Jenkins (top of stairs) and Dave Gould carry a pair up to the aircraft for installation. The systemwide employes effort, involving conversion of 40 aircraft in just three nights, was called "fantastically outstanding". The task was completed on schedule at nine stations by 96 technicians working a total of 1550 manhours. The seats were ready for their first business passengers by the morning of Oct. 1. During the first 31 days, the new section was used by 42,682 passengers for a load factor of more than 31 percent. The company had forecasted that only 18 percent of the available Business Coach seat miles would be sold during the initial period, until passengers became more aware of the new service.

one-stop each. Both flights also will serve Boise and Seattle.

The Denver-Great Falls roundtrip also will serve

Kalispell, Spokane and Seattle.

We currently offer service to Denver from Orange County and Burbank. However, this is the result of an interchange agreement with Frontier Airlines which did not give us actual authority to serve the Rocky Mountain city.

Midwest

Des Moines will get new nonstop roundtrips to Las Vegas, in addition to the current nonstops to Phoenix begun Sept. 8. Both flights also will serve Orange County.

Nonstops between Milwaukee and Phoenix will begin with two roundtrips daily also serving Orange County.

Other improvements

Other cities will receive improved direct service as a result of the new nonstop routes.

For example, Orange County-Seattle will get new one-stop roundtrip service as a result of the Orange County-Oakland and Oakland-Seattle nonstop authorities. This will trim nearly an hour from travel time between Orange County and Seattle—compared with the current, most direct routing via Las Vegas and Reno.

The Dec. 15 schedule change replaces the one planned for Dec. 1. The decision to move the change was the result of final award of the dormant authorities in early November and a requirement that the routes be activated within 45 days or lost (see related story below). The two-week shift gives the company more time to prepare for the start-ups within the 45-day limit.

[Schedule and competitive aspects of the new routes will be explored in next month's issue.]

Two other changes have been incorporated into the Dec. 15 schedule change:

- The only nonstop roundtrips between Sacramento and Reno, serving Portland beyond Reno.
- New seasonal flights between Burbank and Mazatlan, via Phoenix, three days a week.

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Please take me home . . .

This publication is being distributed internally instead of mailed to employees' homes for at least the next three months as one of many cost-cutting moves.

Rapidly-climbing costs, including expenses involved in start-up of new service and new hires, make such moves prudent for the time being.

We have received many comments from employees, their spouses and children that they appreciate receiving this in their homes. Please take a copy home in the meantime.

Monterey, Santa Barbara, Stockton, Santa Marie

Notices filed to discontinue flights at four California cities

The company has filed notices with the CAB and four cities that it intends to discontinue service early next year.

The cities are Monterey and Santa Barbara, for which suspensions are proposed, and Stockton and Santa

Marie, which would be terminated.

The action is under provisions of the deregulation act signed by President Carter late last month. It allows airlines to end service in some cases on 90 days notice.

The suspensions and terminations are not a direct result of the new act, according to Mike Murphy, public affairs staff vice president. "We are utilizing provisions of the new law, but most of these actions have been planned for some time. We have been working closely with the cities to facilitate the transition," he said.

Blythe/El Centro/Yuma

We also will end service at El Centro, Blythe and Yuma as a result of board action in early September—before the

new act was approved—which made our authority at those cities permissive. ("Permissive" means that while we remain authorized to serve these cities, our certificate no longer requires us to do so.)

As part of that action, the board certificated Cochise Airlines, an Arizona-based carrier, to serve all three cities, plus Grand Canyon and other cities in the Southwest. It also removed our subsidy eligibility at El Centro, Blythe and Yuma and between Phoenix and Grand Canyon.

The Cochise authority at Blythe is mandatory and subsidy-eligible. It will begin flights there on Dec. 4. We plan to end service on that date.

(Continued on back page.)

'First flight'



A vertical ribbon-cutting, symbolic of air transportation, marks opening of our \$4.5 million Los Angeles regional headquarters in El Segundo. Participating in the Oct. 26 ceremony are (from left): Kip Wharton, sales and service vice president; Richard VanVranken, mayor pro tem of El Segundo; Gilbert Lindner, Los Angeles city councilman; and Jim Weiss, Los Angeles telephone sales manager. The center includes the newest and most modern reservations center on the West Coast and regional marketing, district sales and regional public affairs offices. Nearly 200 telephone sales agents now work there. The center will be capable of handling 300 agents in the future. Several dedication functions were held at the new facility last month for employees, civic leaders, travel agents and neighbors. More photos next month.



Engineer Peter Jackalus (left) and his boss, Jack O'Dell.

DER Peter Jackalus —our man' with the FAA

The Federal Aviation Administration has appointed Peter J. Jackalus, an engineer with the company in Phoenix, as a Designated Engineering Representative (DER).

He's one of only a few DERs employed by the airlines and the first at Hughes Airwest.

With the title goes responsibility for approving or recommending for approval, on behalf of the FAA, various aircraft modifications proposed by Phoenix maintenance and engineering staff. (Continued on back page)

Unused route 'grab': the act's initial impact

A "mad scramble" is the only way to describe headquarters activity since late October when the company received word as to which routes it would receive from the dormant authority free-for-all.

The markets—those for which authority was held but not used by airlines—were up for grabs as a result of the Airline Deregulation Act.

We will begin service on 11 of those routes on Dec. 15 (see story above). The authorities were previously held by one or more of six airlines—United, Western, American, TWA, Continental and Frontier.

Eleven roundtrips in nine markets were chopped from the previously developed schedule for December in order to free more aircraft and crew time for the new routes. Included in the cuts are three Las Vegas-Phoenix roundtrips (a monopoly market until Oct. 1 when Continental began operating its new authority) and the San Francisco-Edmonton nonstop begun Oct. 29. Edmonton will be served beyond Calgary from San Francisco under the new schedule.

The dormant route grab is just one small part of the deregulation act, but its

(Continued on back page.)

TRANSITION

WELCOME ABOARD

Michael Snider, Dale Samson and Charles Harnack, ground flight instructors, Phoenix. John Kuzmic, senior programmer, Phoenix. William Barton and Robert George, programmers, Phoenix. Jeffrey Williams, computer operations supervisor, Phoenix. Karone Sanford, clerk typist, computer operations, Phoenix. Barbara Mitchell-Wade, clerk typist, employment, San Mateo. Mona Preston and Joellen Nieder, junior revenue accounting clerks, San Mateo. Beverly Lucero, clerk typist, planning, San Mateo. Olena Swenson, junior accounting clerk, aircraft crew management services, San Mateo. Kenneth Fiorilli, mail clerk, Phoenix. Lisa Moore, secretary, legal, San Mateo. Andrea Smith, clerk typist, pensions & group insurance, San Mateo. Carol Peterson, ticket agent, Pasco. Richard Masters, crew scheduler, San Francisco. Gary Verona, telephone sales agent, San Mateo. James Krug, clerk typist, engineering, Phoenix. Kenneth Irvine, Sherry Pyattle and Larry Krick, station agents, Los Angeles. Richard Sykes, station agent, San Jose. Constance Comfort, station agent, Des Moines. Gordon Eldridge, hangar maintenance technician, Phoenix. Patrick Malloy, cleaner, Tucson. Thomas Cully, Rick Toscano, Glenn Swedelius, James Polva, Douglas Samell, John Tenneson, James Correll, Russell Shaw, Dennis Kleingartner and Jack Chambers, first officers, Phoenix. Stephen Arnold, Stephen Hyman, James McCoy and John Leatham, first officers, Las Vegas. Rogers Hemphill, Allen Hubbard, Richard Rover and Douglas Adamson, first officers, San Francisco. Roger Hill, Ronald Knutson, James Price and Richard Blouet, second officers, Las Vegas. Mary Seal, assistant dispatcher, San Mateo.

PROMOTIONS

Irv Jones to account executive, San Francisco. Matt Thomas to account executive, Seattle. Archie Black, to inventory control supervisor, Phoenix. Carol May to records technician, management information services, Phoenix. Diane Normoyte to chief telephone sales agent, San Mateo. Charles Raper to chief station agent, Orange County. Faulette Burch and Robert Dalley to chief station agents, Los Angeles. John Lick to chief station agent, Redding. Steven McCray to chief station agent, Phoenix. Arthur Woods to chief station agent, Eugene. Larry Bradley to chief station agent, Reno. Virginia Emboden to secretary, pensions & group insurance, San Mateo. Linda Jacobs to secretary, labor relations, San Mateo. Donald Rogers to chief ticket agent, San Francisco. Robert Keller, David Harris and John Broekhuizen to flight instructors, Phoenix. Dennis Rose to dispatcher, San Mateo.

RETIREMENTS

Fred Stanley, captain, Seattle, after nearly 32 years with the company. He joined West Coast as a co-pilot based in Boise in 1945. Dominick Marielli, station agent, Las Vegas, 22 years. He started with Bonanza as a store clerk there in 1955 and transferred to stations in 1966. Chuck Butler, engine shop technician, Phoenix, 17 years. He joined Pacific as a San Francisco mechanic in 1961. Tarrah Baker, flight attendant, Seattle, 5 1/2 years.



Twenty-one flight attendants were graduated Oct. 12 at international headquarters ceremonies.

Among graduates was the brother of two pilots, Peter Merrill. His brothers are Rich Merrill, Seattle first officer, and John Merrill, Las Vegas second officer.

Guest speaker was Edwin N. Altman, operations vice president, who presented the diplomas. Pam Flores, class instructor and Phoenix flight attendant, pinned the graduates.

Also participating were Jeanne Korelitz, customer service training supervisor; Susan Maloy, coordinator and Phoenix flight attendant; and Tom Bennis, stations training specialist.

Pictured are (front row, from left, with hometown): Tom Cross, Las Vegas; Greg Warfield, Belmont, Calif.; Peter Merrill, Seattle.

Behind them are (from left): Katrin Johnson (previously with Pan Am), Mill Valley, Calif.; Sherry Bowen, Vancouver, Wash.; Sharon Young and Cynthia Turkall, Las Vegas; Vicki Bollman, Orange, Calif.

From top of stairs: Leslie Langbein, Belmont, Calif.; Edonna Fisher, Phoenix; Penny McCleary, Fremont, Calif.; LaJaunah Napier, Las Vegas; Niki Whitcomb, Portland; Lauri Emery, Fremont, Calif.; Jewel Wierman, Marina Del Rey, Calif.; Anna DeJulio (from TIA), Castro Valley, Calif.; Bonnie Call, Everett, Wash.; Beverly Law (from Wlan Air Alaska), Kirkland, Wash.; Philonile Ducusin, San Francisco; Linda Baysinger, Scottsdale, Ariz.; Carol DuBois, Phoenix; and Malloy, Korelitz and Flores.

Heir Fare

To Linda and Dwayne McCosker, first officer, San Francisco: a girl, Christina Lynn, 6 lbs, 15 oz., Sept. 30.

To Jeanne and Bulch Park, station agent, Las Vegas: a boy, Jason James, 8 lbs. 3 oz., Sept. 25.

In Memoriam

Earl Mack Thomas, retired cleaner, Las Vegas; Sept. 6. He joined the company in 1958 and retired in 1976. He was 66.

Robert S. Klein, father of Cheryl Karpinski, flight attendant, Phoenix; Oct. 2.

Aaron W. Fell, father of Bill Fell, ground communications technician, Las Vegas; Oct. 7.

Evelyn Perayn, mother of Jill Hoffmann, public relations representative, San Mateo; Oct. 7.

W. Paul Hight, father of Leola Griffin, intermediate clerk, inventory control, Phoenix; Oct. 8.

Boardings up 24.5% through third quarter —revenue passenger miles increase 25.3%

We carried 21.8 percent more passengers in September than in the same 1977 month and flew them 25.4 percent farther.

(Although we carried increased traffic, we did not attain the revenue levels we had in the first eight months of 1978. Therefore, because of competitive and growth pressures, expenses exceeded revenues for the first time this year and a loss was reported for the month of September.)

Passenger boardings at the 57 airport stations increased to 493,586 from 405,173, while revenue passenger miles (RPMs) rose to 206,406,900 from 164,620,600.

SERVICE ANNIVERSARIES

TWENTY-FIVE YEARS

LAS VEGAS—Walt Mahoney, captain.

TWENTY YEARS

SEATTLE—Everett Waltrip, maintenance technician, Richard Emerson, avionics technician, LAS VEGAS—John Cassidy, check captain, YAKIMA—Roger Sott and Ronald Kneifel, chief station agents, KALISPELL—John Gorder, station agent, PORTLAND—Kenneth Berg, station agent, OLA Blair, ticket agent, SAN FRANCISCO—Carol Ewan, chief ticket agent, SAN MATEO—Anselita Olivas, chief telephone sales agent.

FIFTEEN YEARS

SEATTLE—Frank Bonnell, captain, PHOENIX—Thomas Fisher, lead hangar maintenance technician, SALT LAKE CITY—Jorge Seims, maintenance technician, LAS VEGAS—Nichole Wright, station agent, SACRAMENTO—Coleen Warnshuis, ticket agent, SAN MATEO—Billie Johnson, revenue supervisor.

TEN YEARS

SAUDI ARABIA—Richard Smith, maintenance supervisor, Larry Zelhofer, maintenance representative, PHOENIX—John Dilly and Roger Lindros, component overhaul technicians, John Deas and Robert Woolley, hangar maintenance technicians, Archie Black, supply analyst, James Starks, Robert Smith and Estevar Jimenez, avionics technicians, Robert McClanahan, engine technician, Joseph Williams, maintenance control supervisor, Patrick Bachtel, Douglas Bledsoe, Steven Cramer, Gary Gordon, Kenneth Roth and Robert Blomere, first officers, Brenda Petrea, telephone sales agent, Cheryl Blum, flight attendant, John Sherr, driver, LAS VEGAS—William Cramer, maintenance technician, Richard Shaber and Howard Farrington, first officers, Richard Collier, Michael Helton and Sylvia Hatter, ticket agents, Gary Kent and David Lites, station agents, TUCSON—Kenneth Erding, maintenance technician, William Brandon, station agent, SEATTLE—Gerrald Tabrum and William Samek, first officers, Kay Marshall, Lolita Wachsmier, Judith

(Continued on back page.)

TRAFFIC SCOREBOARD

FINANCIAL RESULTS

	Sept. '78*	Sept. '77*	% Change
Operating revenue—passenger	\$ 22,368	\$ 18,216	+22.1
—cargo	1,054	747	+45.1
—charter	1,023	702	+45.7
—other	991	1,451	-31.7
Total	25,437	21,216	+20.0
Operating expense	25,930	20,561	+26.1
Operating earnings (loss)	(463)	657	
Non-operating earnings (loss)	(257)	555	
Provision for taxes	(659)	345	
Net earnings (loss)	(1,511)	867	
	Year-to-date*		
Operating revenue—passenger	\$304,639	\$162,153	+26.2
—cargo	8,761	6,259	+40.3
—charter	8,097	5,114	+58.1
—other	12,546	12,590	-0.3
Total	234,053	196,115	+25.8
Operating expense	219,362	177,288	+23.7
Operating earnings	14,691	8,829	
Non-operating earnings (loss)	(2,354)	(1,328)	
Provision for taxes	4,765	1,853	
Net earnings	7,372	5,648	

*All data in thousands (attd 000).

	Sept. '78	Sept. '77	% Change
Passengers	493,586	405,173	+21.8
Revenue passenger miles	206.4 mil.	164.8 mil.	+25.4
Available seat miles	359.3 mil.	314.7 mil.	+14.2
Load factor	57.4%	52.3%	
Passenger density	55.4	49.8	+11.2
Average trip miles	418.2	406.3	+ 2.9
Cargo ton miles	1,083,624	858,569	+26.2
Cargo tons boarded	2,477	1,985	+24.8
On-time performance	84.2%	89.3%	
Charter passengers	15,044	10,044	+41.3
Charter miles flown	177,870	151,114	+17.5
Employees	4,944	4,338	+14.5
	Year-to-date		
Passengers	4,424,867	3,355,351	+24.5
Revenue passenger miles	1,964 bil.	1,499 bil.	+25.3
Available seat miles	3,089 bil.	2,768 bil.	+11.8
Load factor	60.3%	53.7%	
Passenger density	57.8	50.3	+14.9
Average trip miles	421.2	418.5	+ 0.6
Cargo ton miles	8,946,019	7,402,506	+20.9
Cargo tons boarded	21,165	17,023	+24.3
On-time performance	85.2%	83.1%	
Charter passengers	122,754	103,838	+18.2
Charter miles flown	1,370,057	860,358	+58.2

Available seat miles (ASMs) were increased 14.2 percent to 359,292,200 from 314,721,300.

Load factor (the percentage of seats filled) increased to 57.4 percent from 52.3, while average density (the number of passengers flying per mile) gained 11.2 percent to 55.4 passengers from 49.8.

Cargo ton miles climbed 26.2 percent to 1,083,600 from 858,600, while the tons of cargo boarded increased 24.8 percent to 2,477 from 1,985.

Year-to-date

During the first nine months of 1978, passenger boardings increased 24.5 percent to 4,424,867 from 3,555,351 in the first three quarters a year ago. RPMs gained 25.3 percent to 1,964,011,200 from 1,487,940,300.

ASMs were increased 11.8 percent to 3,089,151,000 from 2,768,429,900.

Load factor advanced to 60.3 percent from 53.7, while average density increased 14.9 percent to 57.8 passengers from 50.3.

Cargo ton miles rose 20.9 percent to 8,946,000 from 7,402,500, while the tons of cargo boarded increased 24.3 percent to 21,165 from 17,023.

(See Traffic Scoreboard and Financial Results for more performance statistics.)

SEPT. YEAR-TO-DATE 727 PERFORMANCE

	1978	1977
Scheduled service*		
Passenger boardings	202,473	148,904
Load factor	54.7%	48.6%
Density	84.9	75.2
Average trip miles	857	802
*Presently PHX-LAS-YYC/YEG/DAK/SJC		
Charter service		
Passenger boardings	86,446	41,155
Charter miles flown	956,834	428,758
Average trip miles	1,125	1,243

San Francisco



Nearly 155 friends of Dick and Dorothy Fitzgerald gathered recently to honor them on his retirement following 38 years in the air transportation industry. Fitzgerald, regulatory affairs staff vice president, has directed our regulatory activities with the Civil Aeronautics Board and other federal agencies since joining the company in 1971. Previously, he was senior vice president, general counsel, secretary and a member of the board of directors of Frontier Airlines. Before that, he held various executive positions in Washington, D.C., including vice president of Seaboard World Airways, assistant general counsel for international affairs for the Air Transport Association and vice president of National Airlines. About 15 friends of the Fitzgeralds from Frontier in Denver attended the gathering.



Alberta



Milwaukee

Two-hundred-and-fifty underprivileged youngsters from Milwaukee housing projects got their first plane rides recently as part of our effort to introduce Hughes Airwest to the community. Above, station agent Dore Clapp "checks in" some of the eager kids. Above left, flight attendant Connie Wheeler shows how she's just a push-of-a-button away if needed. At left, Ernest R. Koenig, assistant treasurer, assists a youngster with his Kiddy Kit; at left is flight attendant Roberta Bodkin. Other Las Vegas crew members included: Johnny Parsons, captain; Dick Striber, first officer; Joel Miller, second officer; and Kathy Gunnels and Joyce Haggard, flight attendants.



Phoenix

Employees' questions are answered (right) by Russell V. Stephenson, president, following a presentation in Phoenix Oct. 8. Similar briefings were held last month in Seattle, Las Vegas, San Francisco and Los Angeles. A steak dinner and dance under the stars, sponsored by the Employees Club, was enjoyed by Phoenix employees the following night (below).



Sixty Southern California business and travel executives were our guests recently on a post-inaugural trip to Edmonton and Calgary. The three-day trip marked start-up of newstop flights to both cities from Los Angeles earlier this year. At top left, Russell V. Stephenson (left), president, discusses the itinerary with Leo L. LeClerc (center), Alberta assistant deputy minister for urban transportation, and Bill Maloney, sales staff vice president. At right, James F. LeSage (left), a member of our board of directors and senior vice president of Summa Corporation, chats with Ross M. Blakely (center), chairman and president of Coast Federal Savings & Loan Association, and Verne Claborn, president of the Bank of Finance. Social gatherings with civic and provincial leaders were held in both cities. The group also visited Banff Springs and Lake Louise near Calgary.



Golf

Our team missed throwing the World Airline Golf Tournament scratch championship into a three-way tie by one stroke and brought home the VFW Fokker Trophy as the top-scoring regional airline.

Teammates Phil Mickelson, Las Vegas captain, and Randy Anderson, Edmonton station agent, were in a three-way tie with TWA and Delta for most of the final round and briefly held the lead during the last nine holes, but fell one stroke short. TWA won over Delta in a play-off.

About 40 airlines competed in the meet in early October in New Guinea. Anderson also won the tournament's longest drive competition.

Tennis

The Hughes Airwest flight attendant tennis team tied for eighth with Continental in the International Stewardess Championships in late September in Scottsdale, Ariz. (see photo).

Sixteen airlines participated. American won for the third year in a row.

Singles title winner Barbara Laffey of Qantas, who reached the third round at Wimbledon and Forest Hills in the early '70s, lost more games to our Donna Shaw than any other opponent at the meet.

SPORTS



Flight attendant tennis team members (from left): Donna Shaw and Alice Herdman (captain), San Francisco; Valerie Lee and Missy Pozgay, Phoenix; and Wills Morris, San Francisco.

Softball

The headquarters-based women's softball team beat Western Airlines 13-10 recently. They got off to a slow start this summer in the San Mateo city ladies softball league, but finished the season third out of eight teams. Carol Gagnard, inflight services administration manager, is team manager.

Running

Our runners' team placed seventeenth out of 37 teams in the Runner's World magazine Corporate Cup recently. It was their first competition following only two weeks of practice.

The team, also based in San Mateo, includes: Joe Azzarito, accountant; Pete Conley, general accounting director; Ed Hall, taxes director; Elaine Loomis (captain), clerk typist, general accounting; Janice Lukas and Pat Millage, telephone sales agents; Peter Suszynsky, budgets senior analyst; Erl Therrien, executive secretary, security; and Dale Wilson, executive secretary, controller.

Loomis, Lukas, Millage and Therrien placed ninth out of 16 teams in the women's relay. United Airlines was tenth. The team practices Mondays and Wednesdays, 5-6 p.m. at the College of San Mateo track.

scholarship winners to be picked

Applications are available for four \$2,000 Hughes Airwest Scholarships to be awarded to children of employees beginning with the 1979-80 school year.

Current high school seniors are eligible. Winners will be announced by May 1.

The scholarships are awarded at a maximum rate of \$500 per year for up to four years, as long as the student qualifies.

Final selection will be based on the application, academic record, entrance examination scores, extra-curricular activities, recommendations, ability and an interview by the selection committee.

The committee of three will include two company representatives and an educator.

All application material must be filed by March 1. Those planning to apply should register to take entrance ex-

ams as early as possible in order to have results available by that date.

Further information and applications are available from Richard Camargo, personnel services & EEO manager, San Mateo.

Sixteen students are currently receiving the awards (see accompanying story). The four chosen to begin next year will replace those completing the terms of their scholarships this year, maintaining the number of recipients at 16.

Cum laude

Early scholar graduates; no 'drop-outs' from four-year program

One of the first recipients of a Hughes Airwest college scholarship has been graduated cum laude.

She is Debra Jean Ecklund, daughter of Larry Ecklund, Spokane station agent. She majored in anthropology and archaeology at Washington State University in Pullman.

All of the other winners who have been selected annually since the program was begun in 1975 continue to qualify and receive the awards.

The recipients, schools they are attending and year they began in the program are:

- Margaret Marshall, daughter of Larry Marshall, San Francisco captain; University of California, Davis ('75).
- Robert Northey, Jr., son of Bob Northey, flight coordinator, San Mateo; University of Washington, Seattle ('75).
- Georgia Seabrook, daughter of John Seabrook, ground flight instructor, Phoenix; Northern Arizona University, Flagstaff ('75).
- William Serr, son of Leon Serr, Orange County station agent; California State University, Fullerton ('75).
- Chris Rothaug, son of Fred Rothaug, lead stock clerk, San Francisco; San Jose State University ('76).
- Alisa Sandoval, daughter of Henry Sandoval, former San Francisco chief station agent; California State University, Chico ('76).
- Sandra Theuer, daughter of Bob Theuer, San Francisco captain; California State University, Chico ('76).
- Monte Varah, Jr., son of Monte Varah, Phoenix engineer; Northern Arizona University, Flagstaff ('76).
- Linda Ecklund, daughter of Larry Ecklund, Spokane station agent; Washington State University, Pullman ('77).
- Curtis Lehnhoff, son of Bruce Lehnhoff, San Diego station agent; University of California, Davis ('77).
- Page Peterson, daughter of Dwight

Peterson, San Francisco captain; California Polytechnic State University, San Luis Obispo ('77).

• Mark Schneider, son of Marilyn Schneider, flight attendant assistant manager, Phoenix; University of Colorado, Boulder ('77).

• Carrie Jaquess, daughter of Don Jaquess, scheduled airline traffic office agent, Norton Air Force Base, Calif.; Point

Loma College, San Diego ('78).

• Maureen Kennedy, daughter of Ronald Kennedy, Phoenix station agent; University of Arizona, Tucson ('78).

• Kim Schubach, daughter of Bill Schubach, Lewiston chief station agent; University of Idaho, Moscow ('78).

• Sharon Spargo, daughter of John Spargo, Las Vegas captain; Lewis & Clark College, Portland ('78).

New sales managers in Calgary, Seattle, Tucson, Southern and Northern California

District sales managers have been named for eight cities. Promoted are:

- Syl Hutchinson, Calgary;
 - Richard A. Miller, Seattle;
 - Ken Moroney, Tucson; and
 - James P. Reilly, San Jose.
- New to the company are:
- Ernie Balzarini, Ontario;
 - Lawrence G. Fournier, Orange County;
 - F. Vance Huckabay, Burbank; and
 - Ron J. Wagner, San Francisco.

Hutchinson, 31, is a native of Calgary and joined us as account executive there in 1977.

Previously, he worked for Western Airlines in Calgary in 1967-74 and in Edmonton in 1974-77.

Miller, 31, joined the company in 1972 as sales representative in Salt Lake City. He was public affairs special assistant in San Mateo in 1973-74, public affairs regional director in 1974-

75 and account executive in 1975-76 in Seattle and district sales manager in Orange County in 1976-77.

He attended the University of Utah in 1966-71 and recently received a degree there while assisting in sales in Salt Lake City.

Moroney, 29, went to work for Bonanza as a reservations agent in Phoenix in 1968. He has been account executive in Tucson since 1976.

He is a graduate of the Atlantic Airline School in Kansas City and attended Pima Community College in Tucson.

Reilly was a reservations agent in 1974-75 and a sales representative in 1976-77, both in Los Angeles. He was named account executive in San Jose last year.

He attended Santa Monica College and earned bachelor's and master's degrees at California State University

skiers from SF, LA

Sixty-six Ski Ambassadors and alternates have been picked for the 1978-79 season.

They will accompany snow-bound passengers on 3- and 5-day trips to Twin Falls/Sun Valley. The flights include two round trips each Saturday from San Francisco and two from Los Angeles starting Jan. 6 through April 7.

The volunteer ambassadors will assist skiers enroute and during their stay at the resort.

Program coordinator is Linda Cano, executive secretary to the sales and service vice president.

This is the sixth year for the program. Ambassadors for 1978, who participate on their own time, are:

Las Vegas

Austin Bates, check captain, John Spargo, captain, Brad Bishop, Gordon Hesel and Jim Baker, maintenance technicians, Richard Shiber, first officer, James Campbell, second officer, Jason Cromer, crew scheduler, Robert McKinley, chief station agent, Gebi Haag, Gary Stiehvater, Anne Toombs, Connie Taggare, Donald Bronson, Jimmie Quarmley, Dani Gruenfeld, Laurie DuBois, Tracy Peng, Susan Hopkins, Marty Brees, Sherry Scott, Kathy Vegher and Robin Wearley, flight attendants. Alternates: Valerie Jackson, ticket agent, Tom Cross, Linda Crestal and Mary Hager, flight attendants.

Los Angeles

Judy Reilly, station agent, Sandra Poirier, Alexandria Danforth and Helen McClintock, telephone sales agents. Alternate: James McGilvy, station agent.

Orange County

Marvin Rountree, station agent, Jesse Law, chief station agent.

Phoenix

Steve Holmes and George Neitz, first officers, Jan Martineau, Kay Edwards, Peggy Garrison, Ida Gomez, Stacy Wach, Joan Mallon and David Butterfield, flight attendants. Alternates: Ronnie Timm, flight attendant, Robert Sugg, first officer. (Continued on opposite page)

at Northridge.

Reilly, 34, served in the U.S. Army Special Forces in Vietnam.

Balzarini, 40, came to Hughes Airwest from Ramada Inns in Phoenix where he was regional director of sales for Arizona resorts.

Before that he was with Western Airlines as an account executive, assistant manager and regional cargo sales manager in Seattle and Minneapolis.

He attended Northwest Air College in Spokane and the University of Maryland and served in the U.S. Army in Germany.

Fournier, 39, worked for Northwest Airlines in Asia in 1966-77 and most recently was with Thamas Industries, Ltd., in Tokyo.

He served in the U.S. Air Force in Japan and earned a bachelor's degree from Sophia University in Tokyo in 1968.

Huckabay, 36, worked for Texas International Airlines in 1965-73 and most recently was with Trans International Airlines in Los Angeles.

He attended Navarro College in Texas and received a degree in marketing from Texas Technical University in 1965.

Wagner, 31, was with Western Airlines since 1967 as a ramp and ticket agent, sales representative, account executive and reservation assistant manager.

He attended Skyline College in San Mateo County and San Francisco State University and received a bachelor's degree in business administration from the University of San Francisco.

**YOU MIGHT BE SURPRISED
JUST HOW MANY PEOPLE IN YOUR
COMPANY WERE HELPED BY
UNITED WAY LAST YEAR.**



Chances are many of your employees and their children often benefit from services for which the United Way lends financial support. Boy's Clubs, Girl Scouts, YMCA, American Red Cross, YWCA, chemical dependency programs, family counseling services—and many more. Thanks to your generosity, the United Way and the agencies it helps support will continue to be here when we're needed.

Thanks to you
it works
for all of us.



FOR EXAMPLE...

Phoenix-Scottsdale United Way reported that 14 agencies supported by its funds served 376 Hughes Airwest employees and family members during a recent 12-month period at a cost of \$5,452.

The survey was limited since some agencies do not maintain information on place of employment of families they serve and others are appropriately concerned about the anonymity of their clients. The 14 agencies are American Red Cross, Big Sisters, Boy Scouts, Camp Fire, Catholic Social Service, Family Service, Girl Scouts, Homophilia Association, Interfaith Counseling Service, Jane Wayland Center, National Council on Alcoholism, Valley Big Brothers, Volunteer Bureau and YMCA. Phoenix-Scottsdale United Way aids 40 agencies. Other area campaigns did not have similar statistics available.

New international link: San Francisco-Alberta

Phoenix and San Mateo

Sheehan, Stranberg and Williams



The San Francisco consul general of Canada, Harry J. Horne (third from left), cuts the ribbon marking our first nonstop flight to Calgary from the Golden Gate city on Oct. 29. Assisting is J. Peter Singer, acting airport manager, as flight attendants Cheryl Fenske (left) and Michelle McGill stretch the ribbon and RW Maloney, sales staff vice president, looks on. The new service, competing with Air Canada, established San Francisco as our first international gateway in the Bay Area. Weekly flights originating in San Francisco and continuing nonstop from Oakland to Cabo San Lucas and Manzanillo were begun the following Saturday, Nov. 4.

Dr. Jack W. Seagraves staff physician in Phoenix

Dr. Jack W. Seagraves has joined the company as staff physician in Phoenix.

He had been in private practice in Phoenix since 1959 and currently is an emergency room physician at St. Luke's Hospital.

Seagraves, 46, earned a bachelor's degree at Washington State University in Pullman and his doctor of medicine in 1958 from Creighton University School of Medicine in Omaha.

His company office hours are from noon to 3 p.m. on Mondays and 2 to 5 p.m. on Tuesdays and Thursdays.

Difficult, prudent decision

Louisville/Nashville start-up deferred

The following statement was released to employees on Oct. 17 and at a press conference in Louisville on Oct. 24 by Russell V. Stephenson, president.

Our company will defer inauguration of service between Los Angeles and Louisville/Nashville which was scheduled for December 1.

This deferral is being made with extreme regret, especially in light of the excellent efforts and support of the Louisville and Jefferson County Air Board and Louisville Area Chamber of Commerce.

Louisville was instrumental in seeking the route award from the Civil Aeronautics Board. Its community leaders have shown a level of cooperation and cohesive aggressiveness that is rare in our experience.

This decision also is a disappointment to all of our employees who have made significant contributions and were anticipating the inauguration of service to this new region.

Hughes Airwest will continue to be one of the most rapidly expanding airlines in the United States. But our expansion plans have been complicated by the award of new routes to our company sooner than expected. These complications have been compounded by the award of new competition on Hughes Airwest routes sooner than expected. In addition, our company must continue to do well on the new services we already have underway.

That is why we believe it is prudent to defer our inauguration of service to Louisville/Nashville at this time.

Our advance plans for Louisville/Nashville originally were geared for implementation in mid-1978. Our aircraft deliveries were, and still are, set for that timing.

However, in recent months, the reform-oriented policies of the CAB have changed the situation considerably—a change that directly affects the competitive atmosphere of the airline industry. Our job is to meet these challenges while keeping on a stable course and maximizing the quality and quantity of our service to the traveling public.

We always have supported regulatory reform, including

SKI AMBASSADORS . . .

(Continued from opposite page)

San Francisco

Julie Ames, Rick Ames and Ken Hughes, first officers; Frederika VanNæsssen, intermediate clerk; printing services, Julie Beck, Patty Garey, Donna Shaw, Jacqueline Erling, Genevieve Sowa and Michele Mongelli, flight attendants. Alternates: Valerie Lortner, ticket agent, Cheryl Perona, clerk typist, inflight services.

San Mateo

Tony Teuros, junior revenue accounting clerk; Marlene Huns and Marcie Rodriguez, telephone sales agents; Martha Kling, secretary, employment; Vern Varcoe, dispatcher; Paul Sows, telephone sales instructor. Alternate: Maryellen Cain, telephone sales agent.

Seattle

Suzanne Roberts and Dorothy Upstad, flight attendants.

Three employees have been promoted in management information services (MIS). They are:

- William G. Sheehan, to director of data processing, Phoenix;
- Esther Stranberg, to director of office systems and services, San Mateo; and
- Nancy K. Williams, to manager of office services, San Mateo.



Sheehan

Sheehan joined the company in 1977 as computer operations supervisor and was promoted to manager later that year.

Previously he worked for Amex Co. in Phoenix and Prudential Insurance Co. in Newark, N.J., and Phoenix.

Sheehan, 38, served in the U.S. Army in Germany in 1956-61. He is a native of Ireland.



Stranberg

Stranberg directs the word processing centers in San Mateo and Phoenix, distribution services in San Mateo, printing services in South San Francisco and mail services systemwide.

She joined us in 1978 as word processing manager and was named office systems manager in 1977.

Previously she worked for Flying Tigers in Los Angeles, American Airlines in Dallas/Ft. Worth and United Airlines in Seattle.

Stranberg, 50, studied business administration at the University of Maryland in Tokyo and business math and law at Pasadena City College.

Williams will manage the San Mateo word processing, distribution and manuals operations.

She came to Hughes Airwest in 1975 as a secretary in credit and collections. She joined word processing as a secretary in 1977 and was named supervisor later that year.

Previously, she was dean of admissions at Bryant-McIntosh Junior College and an instructor at Andover Institute of Business, both in Massachusetts, and a high school teacher in Seattle.

Williams, 34, received her bachelor's degree in business education at the University of Washington and master's in business education from Boston University.

Know your benefits . . .

If you were an active employee on Dec. 31, 1977 but have not received a 1977 Benefit Statement, contact the Pensions and Group Insurance Office, San Mateo, in writing.

Some of them were not deliverable due to incorrect addresses. If yours was returned, it will be forwarded to you.

'Top Banana' pins top 1,500; trophy awarded to 31 more in 5 cities

The "Top Banana" trophy for mention in five complimentary letters from customers has been received by 31 more employees. They are:

- Ticket agents Donald Rogers, San Francisco, and Jim Wing, Phoenix;
- Chief ticket agents Carol Ewan, San Francisco, and Gary McCarty, Orange County;
- Seattle flight attendants Sandra Dudley, Linda Gigstad, Suzanne Roberts, Sandy Schneider, Dorothy Straw and Sallie Swanson;
- San Francisco flight attendants Cheryl Fon and Genevieve Young Sowa;
- Phoenix flight attendants Joanne Duran, Nancy Gerardi, Marsha Hall, Carol Hess, Helen Kavanaugh, Brenda Lawson, Catherine Reimann and Pat Riggins;
- Las Vegas flight attendants Teresa Allen, Cynthia Clarke, Linda Creciat, Linda Dellaripa, Patricia Fisher, Linda Giles, Orville Meaux, Dari Nakamura, Kathy Ottewill, Ana Rasmussen and Stephen Shaffer.

The trophy has now been won by 202 employees. The "Top Banana" pin for the first compliment has been received by 1,507. Latest recipients are:

- Susan Broutillette, Joseph Buckley, S. Buzac, Clyde Cruise, James Campbell, Karen Downing, Dennis Coyle, Tucker Erling, Paula Fincher, Carl Freeman, Denny Giberson, Billi Gotroth, Jean Housholder, Holly Harper, Patricia Herbig,
- Mel Ivas, Cynthia Kishiyama, Stan Kelley, Stan Kohrvoort, Ron Klein, Lynne Lehmann, Paul Lefebvre, Sandy Miner, John Merrill, Donna Moore, J. R. Maus, Pamela Nielsen, Lori Northey, Royann Ness, Jim Nickel,
- Pat O'Brien, Randy Oaks, Sandra Ondaric, Dorinda Piper, J. Oustoff, Lewis Sims, Steve Shilwagon, Gary Surenzky, Jean Smith, Sandra Stanford, Brian Stribnick, Erl Thentien, John Threlloff, Jane Tucker, Pamela Williams, Gretchen Wallace, Lynnette Weise.

NOTICES FILED . . .

(Continued from front page)

Even though our subsidy is also discontinued at El Centro and Yuma on

UNUSED ROUTE 'GRAB' . . .

(Continued from front page)

impact was immediate. The procedure was dubbed the "New Oklahoma Land

DER . . .

(Continued from front page)

This will expedite projects which have required time-consuming review

Cochise is expected to begin El Centro and Yuma service in early December. We will then reduce our schedule to five days a week and plan to end service completely during the first quarter of 1979.

During the Cochise certification hearings we proposed phasing out subsidy at Yuma and El Centro under a plan which included DC-9 service and extensive market development in cooperation with the cities. The company also contended that continued service by Hughes Airwest would probably not be economically feasible if a second carrier were authorized.

North Bend/Crescent City

As previously announced, the company intends to file to end service at North Bend/Cross Bay and Crescent City, for which provisions of the new act must be followed.

Santa Maria, Blythe, El Centro, Yuma, North Bend and Crescent City are the only cities in our system still served exclusively by F-27s. Ending propjet service has been a long-sought goal.

We began service to Monterey, Santa Barbara and Santa Maria in 1946, North Bend/Cross Bay in 1947, Crescent City in 1948, Yuma, Blythe and El Centro in 1952 and Stockton in 1955.

basis, effective with the signing of the act, Hughes Airwest was ninth in the line, with United first, North Central the only regional ahead of us, and PSA (expected to become a major competitor) also farther up the line.

The waiting was not without incident. One morning our representative (a non-employee hired to "hold" our place) left the line briefly to go to a restroom. When she returned, representatives behind her said she would have to go to the back of the line since she left her position unattended.

It took a CAB official to resolve the matter. He ruled that we had not lost our position since she had permission to leave from the person immediately behind her. That incident set a procedural precedent for the remainder of the wait.

It took "a lot of administration" to assure that we had around-the-clock coverage in the line, according to John Meadows, Washington, D.C. affairs staff vice president. Judith LeDrew, executive secretary in the Washington office, held down the position the first day until stand-ins could be hired.

Bob Bouter, security senior director from San Mateo, was on hand during part of the wait "protecting the people who were protecting our interests," Meadows said. Other airlines had armed guards to help protect cases of papers to be filed.

Airlines have 45 days to begin flights on the dormant routes they win. Those not started within that time will be "up for grabs" again. The procedure will be the same, although the CAB reportedly will modify the process to eliminate the sidewalk vigil.

Four other dormant routes for which we filed were grabbed by airlines in line ahead of us in this initial round. They were Denver-Tucson, Phoenix-Seattle, Salt Lake City-Dallas and Los Angeles-San Antonio.

The act also gives carriers the right to "protect" their own dormant routes from being awarded to other carriers, if they state intention to begin service within 45 days, before another carrier files for the "dormant" authority.

We filed to protect our Fresno-Phoenix and Orange County-Tucson authorities and will begin these routes on Dec. 15. We also tried to protect San Francisco-Portland, but Northwest and Braniff, in line ahead of us, filed for this route.

Other provisions of the deregulation act are expected to have more far-reaching effects on the airlines and their routes and operations. More on these later.

Employee, spouse, children's art displayed at Sundance Gallery

Two hundred entries by employees, spouses and dependents competed in the systemwide 1978 Arts and Crafts Show in late September. It was sponsored by the San Francisco Region Employee Club.

Entries were from Eureka, Las Vegas, Orange County, Phoenix, Portland, San Diego, San Francisco, San Mateo and Tucson. Judging was by artists from outside the company.

The "Best of Show" award was won by Russ Fields, station services manager (see photo).

Colleen Gustaferra, Phoenix flight attendant, received the prize for the best "Airline Theme".

The "Purchase Award" went to Burton Dupree, captain, San Francisco.

Under the purchase program, the company buys one entry from the show each year for display in the lobby of building #2 of international headquarters. This year's is the fourth to be added to the employee art gallery. The award was presented by John Carlson, executive assistant to the president.

The show culminated with a wine-and-cheese reception and awards presentation following the one-week display. The competition was coordinated by Linda King of sales promotion and advertising.

Category winners were:

Painting

1st: Duff McLachlan, son of Marlene McLachlan, aircraft router, San Mateo. 2nd: Colleen Gustaferra, Phoenix flight attendant. 3rd: Cole McLachlan, son of Marlene McLachlan, Hon. Men.: Carol Fogle, wife of Don Fogle, data communications services manager, Phoenix. Carrie Visser and Maureen Kane, Phoenix flight attendants.

Drawing

1st: Colleen Gustaferra, Phoenix flight attendant. 2nd: Burton Dupree, San Francisco captain. 3rd: Ken Bower, husband of Debbie Bower, intermediate cargo accounting clerk, San Mateo. Hon. Men.: Burton Dupree.

Sculpture

1st: Linda King, compositor, advertising & sales promotion, San Mateo. 2nd: Barbara Delach, wife of Frank Delach, senior buyer, San Mateo. 3rd: Chet Cheater, aircraft router, San Mateo.

Ceramics

1st: Tina Bovine, Phoenix flight attendant. 2nd: Stan Jones, sales & interline revenue



Top winners were: Burton Dupree, Purchase Award, for his painting "HW Country"; Colleen Gustaferra, Airline Theme, for her watercolor "Flying Colors"; and Russ Fields (not pictured), Best of Show, for his "Model & Bag Top Pick-up" (in background). See story.

accounting director, San Mateo. 3rd: Aggie Denham, intermediate clerk, supply, So. San Francisco. Hon. Men.: Louise Jones, wife of Stan Jones.

Photography

1st: Madeline Zonlick, wife of Jim Zonlick, San Francisco first officer. 2nd & 3rd: Jim Zonlick. Hon. Men.: Judith Williams, San Francisco flight attendant.

Traditional Crafts

1st: Lorie Northey, telephone sales agent, San Mateo. 2nd: Barbara Delach, wife of Frank Delach, senior buyer, San Mateo. 3rd: Maureen Kane, Phoenix flight attendant. Hon. Men.: Helen Beckwith, intermediate accounting clerk, refunds, San Mateo.

Print Making

1st: Colleen Gustaferra, Phoenix flight attendant.

Jewelry

1st: Judi Lozada, intermediate revenue accounting clerk, San Mateo. 2nd: Robert Vietri, son of Joe Vietri, supply & inventory control manager, Phoenix. 3rd: Joe Zupko, quality control supervisor, Phoenix. Hon. Men.: Robert Vietri.

Stained Glass

1st: Donalita Orton, wife of Jim Orton, Phoenix first officer. 2nd: Paul Ring, draftsman, Phoenix. 3rd: Jan Kötner, records administration manager, San Mateo. Hon. Men.: Donalita Orton.

Miscellaneous

1st: Russ Fields, station services manager, San Mateo. 2nd: Michael Firman, husband

of Lorie Firman, intermediate clerk, personnel, San Mateo. 3rd: Margaret Hilton, wife of Royce Hilton, maintenance assistant manager, San Francisco. Hon. Men.: Patricia Burnham, wife of Don Burnham, San Francisco captain.

Children's Show

Age 8 & under—1st: Amy Williams, daughter of Judith Williams, San Francisco flight attendant. 2nd: Eric Fogle, son of Don Fogle, data communications services manager, Phoenix. 3rd: Nina Barstoff, daughter of Nina Barstoff, intermediate accounting clerk, planning, San Mateo. Hon. Men.: Laurie Campbell, daughter of Jan Campbell, intermediate general accounting clerk, San Mateo.

Age 7 & 6—1st: Heidi Nelson, daughter of Sonja Murray, intermediate accounting clerk, treasury, San Mateo. 2nd & 3rd: Michael Jurgensen, son of Angela Jurgensen, intermediate revenue accounting clerk, San Mateo.

Age 9 & 10—1st: Jason Lozada, son of Judi Lozada, intermediate revenue accounting clerk, San Mateo.

Age 11-13—1st: Cathy Long, daughter of John Long, disbursements manager, San Mateo. 2nd: Jenny Delach, daughter of Frank Delach, senior buyer, San Mateo. 3rd: Kelly Byrd, daughter of Jim Byrd, chief station agent, Tucson. Hon. Men.: Jenny Delach.

Age 14-15—1st & 2nd: Marianne Thomas, daughter of Joan Thomas, telecommunications manager, San Mateo.

"Government review of data for certain modifications can now be done in-house, by Jackalus in his capacity as an FAA representative," O'Dell said. "This will cut down considerably on the time between conception and implementation."

Jackalus' authority is in the areas of electrical, electronic and communications systems and equipment. Specifically, he may approve or recommend installation and detail designs, equipment qualification tests, system development tests and results, and service documents. He also can be authorized to witness official FAA tests.

Jackalus will not receive any compensation from the government for his work as a DER. The appointment is reviewed annually and can later be extended to other areas such as automatic flight controls, flight instruments and navigation systems.

The company applied to have an FAA-designated engineer three years ago but was turned down due to lack of need, according to O'Dell. It applied again in June, nominating Jackalus. This time it was approved.

"This is evidence of how much our engineering and technical requirements have expanded in just three years," O'Dell said.

One of the requisites for having a DER is proving that economy is secondary to safety in maintenance and engineering projects, he said.

Jackalus will report his approvals and recommendations to the FAA's western regional office in Los Angeles.

He was an avionics service engineer with Allegheny Airlines before coming to Hughes Airwest in 1974. Earlier, he was an aircraft and radio mechanic for avionics and aviation firms in Illinois and Delaware.

Jackalus, 34, earned an engineering degree at St. Louis University's Parks College in Illinois.

ANNIVERSARIES . . .

(Continued from inside)

Sands and Teresa Short, flight attendants. **Larry Teeter**, station agent. **Kate Yeakum**, secretary, station. **Belle Johnson**, telephone sales agent. **SAN FRANCISCO**—**Jerrid Dumwoody**, **Terry Koenig**, **Marvin Schmidt** and **Bruce Welch**, first officers. **LYDA APODACA** and **Maureen Sarment**, flight attendants. **OAKLAND**—**Richard Welbridge**, chief station agent. **LOS ANGELES**—**Caroline Goodson**, telephone sales agent. **PORTLAND**—**Henry Baliger**, station agent. **PASCO**—**Luther Casey**, station agent. **SAN MATEO**—**Linda Cramb** and **Vella Rios**, telephone sales agents. **LILIAN COCHRAN**, intermediate revenue accounting clerk. **RENO**—**Jess Kelley**, station agent.

FIVE YEARS

SAN MATEO—**Eric Chow**, systems standardization specialist, operations. **Jane Del Rosario**, secretary, word processing. **John Hassler**, assistant dispatcher. **Jose Boalileo**, senior accountant, general accounting. **John Ranckan**, tax administrator. **Key Hamme**, **Bunny Bain** and **Diane Perchoneck**, telephone sales agents. **Eddy Obuchi**, intermediate revenue accounting clerk. **SAN FRANCISCO**—**Gordon Odum**, printing services manager. **Margaret Gayen**, cleaner. **ORANGE COUNTY**—**Carlton Solis**, maintenance technician. **PHOENIX**—**Victor Romeoski**, hangar maintenance technician. **LOS ANGELES**—**Junior Monk**, avionics technician. **GUADALAJARA**—**Jorge Calderon**, sales representative. **Yolanda Luzano** and **Rafael Sanchez**, passenger service agents. **GUAYMAS**—**Sara Vazquez**, passenger service agent. **LA PAZ**—**Roberto Ramirez**, senior passenger service agent. **MAZATLAN**—**Jorge Hernandez**, **Andres Morales** and **Juan Gomez**, passenger service agents. **PUERTO VALLARTA**—**Hugo Gomez**, passenger service agent.