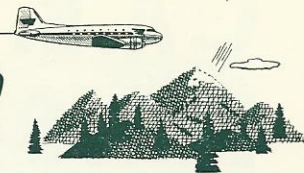




Sunliner News



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FEBRUARY, 1952

FRONTIER AND AMERICAN AIRLINES COOPERATE ON GRAND CANYON PROMOTION

Station Managers Meet in Casper

All station managers on Frontier's northern division held a short meeting in Casper February 7, to discuss operational problems and the sales program for the coming summer months.

The meeting was called by Ray Wilson, Vice President of operations, and Elton Snoko, Superintendent of Stations. Managers from Billings, Powell, Greybull, Worland, Riverton, Rock Springs, Salt Lake City, Rawlins, Laramie, and Cheyenne were in attendance. Charlie Black, Casper station manager, acted as host for the meeting.

John Lindsay, Manager of Traffic and Sales, outlined the sales and advertising program. Lindsay stated that a well balanced advertising campaign would support Frontier's sales efforts which will be directed toward vacation travel during the summer months. Special emphasis will be placed on Yellowstone Park, providing Frontier is able to provide service to Cody, the eastern gateway to the park. "The importance of the vacation traveler can hardly be underestimated," Lindsay pointed out, "when we consider the fact that the tourist and vacation business is Wyoming's third largest industry, bringing more than one hundred million dollars into the state each year."

Company officials were interviewed over radio stations KSPR and KVOC. These programs were presented as public service features by both stations in order to acquaint their listeners with the growth and scope of Frontier's operation. Ray Wilson illustrated Frontier's growth by comparing the six hundred miles flown daily when the company started to the twelve thousand daily miles flown at the present time. The company now employs over five hundred people and operates a fleet of 24 passenger DC-3 type planes.

In view of the success of the Casper meeting, similar meetings will be held on the Central and Southern divisions in the near future.



Station Managers' Dinner at Henning Hotel

Lindsay Appointed Manager of Traffic and Sales

The promotion of John D. Lindsay, Frontier Airlines passenger sales manager, to the position of traffic and sales manager was announced by C. A. Myhre, Frontier's executive vice president.



In his new capacity Lindsay is responsible for all traffic administration including sales, advertising, passenger service, tariffs, and schedules.

Lindsay was born in Salt Lake City in 1912 and was graduated from Westminster College in his native city in 1931. The following year he graduated from the Henager Business College in Salt Lake City and attended the traveling college of Wichita University in 1933. He held several sales and accounting positions in both Salt Lake City and Denver before serving as a Second Lieutenant in the U. S. Army as a ski and infantry instructor with the Tenth Mountain Division.

In 1948 Lindsay joined Challenger Airlines as district traffic manager in the Salt Lake City area. He continued as district traffic manager until July, 1951, when he was advanced to passenger sales manager and moved to Frontier's general office in Denver.

The Truth Is Stranger Than Fiction!

Don Edwards, Administrative Assistant to Ray Wilson, Vice President of Operations, is pondering the workings of fate. Don had to make a call to the military bureau in Washington to change the schedule of a charter due to equipment shortages. He was very apprehensive about the whole thing. He is also very careful with the company's money. So he called his Washington number, asked for his extension, and when a voice answered, Mr. Edwards told his tale of woe with a quiver in his voice. After listening patiently the voice on the other end said, "I believe you have the wrong number. This is the Chief Chaplain's office in the Pentagon."

Special Folder Advertises FAL-AA All-Expense Grand Canyon Vacation!



Left to Right: Nancy Evans, Frontier's Chief Stewardess at Phoenix; Sherry Robbins, American Airlines Stewardess; Charles Groth, Frontier's Phoenix station manager, and Gwen Bright, American Airlines ticket agent, discuss the new Grand Canyon Folders in American's Phoenix City Ticket Office.

The famous Grand Canyon will receive additional national attention when the new Frontier-American Airlines package vacation program gets underway next month.

The all-expense vacation will be available March 1, 1952, and will be sold by American Airlines offices from coast to coast. Preliminary reports indicate that many transcontinental passengers will take advantage of the opportunity to visit one of the nation's outstanding attractions by arranging for a Phoenix stop-over to visit the Grand Canyon.

Frontier will handle all reservations for hotels, ground transportation and the trip from Phoenix to Flagstaff via Frontier. Passengers will enjoy the accommodations offered by one of the southwest's finest hotels, The Westward Ho, during their visit in Phoenix. The Monte Vista hotel in Flagstaff, Bright Angel Lodge at the Grand Canyon and Nava Hopi tours are cooperating to make this one of the most attractive vacation packages ever offered.

American and Frontier are producing special folders which outline the details of this special vacation. The folders will be distributed nationally during the next few weeks.

C. A. B. NEWS

Still the most important matter before the C. A. B., as far as Frontier is concerned, is the hearing on the renewal and/or the extension of Route 93.

The hearing will be held in Phoenix and is scheduled to start March 11, 1952. It is expected that most of the cities in Arizona and New Mexico will present witnesses in support of the certificate extension.

No other C. A. B. order during the past month has any direct effect on Frontier.

THANK YOU DOC DURANGO

(From the editorial pages of the Herald-Democrat, Durango, Colo., Jan. 27, 1952.)

"TO FRONTIER AIRLINES:

"Some of us were prone to mourn the loss of passenger service to this area by the Rio Grande railroad, although few of us ever used that service.

"But the recent storms have made us look at that loss in a new light. The trains from Denver were stopped in their tracks all during that storm period. But your planes got through except for a two-day period when the weather was at its worst. Particularly in times of emergency in this snowbound country we appreciate your service to this area.
DOC DURANGO."

MESA VERDE BIG TOURIST ATTRACTION



Mesa Verde National Park near Cortez includes over 50,000 acres of spectacular canyons and mesa lands set aside by Congress in 1906 for preservation of its 350 cliff dwellings, 400 mesa top pueblos, and several hundred Basket Maker pit dwellings in the park. Mesa Verde is itself a great mound of earth and rock about 15 miles long and 8 miles wide. Along the walls of the canyons are found the most spectacular cliff dwellings. The Basket Makers are the earliest people known to have permanently settled on Mesa Verde, 500 B.C. Each year an increasing number of people fly Frontier to this fascinating park.

New Chief Stewardess New Assistant



Introducing the new Chief Stewardess, left, Pat Larsen, and new head of the Denver domicile, Eleanor Caygill. Both Pat and Eleanor come to Denver from Phoenix.

FAL A BOON TO ROCKY MOUNTAIN OIL INDUSTRY

Expanding Oil Industry Relies On Efficient Transport by Air

GUEST EDITORIAL

BY HENRY W. HOUGH, *Editor
Rocky Mountain Oil Reporter*

Wherever oil men gather these days they are discussing the rapidly-expanding oil fields of the Rocky Mountain region. And they all agree that getting around this land of magnificent distances would be a slow, cumbersome and costly ordeal but for the well-organized airline services that now reach into virtually all of the active oil areas.

Frontier Airlines and its predecessor companies have staunch friends among the oil men who know what a tough, pioneering job had to be done to get scheduled flight service organized in this region. The oil men have had their own headaches, getting equipment and personnel into mountains and deserts, prairies and badlands.

Today there is a dramatic lesson to be learned, a story of partnership between the men who fly up and over the mountains and those who bore holes deep into the earth—one hole in Wyoming, for example, more than 20,000 feet beneath the surface! And yet the whole Rocky Mountain area is dotted with peaks that rise to 12,000 and 14,000 feet above the surface, and many a flight wings over passes at elevations well over 10,000 feet.

The dramatic activity that takes place several times a day every day in the Rocky Mountain region at Farmington and at Riverton shows most clearly how closely the oil industry and the services of Frontier Airlines work hand-in-hand. Within a few minutes four of Frontier's shining DC-3s arrive at Farmington, New Mexico, bringing passengers and cargo from widely separated parts of the Rocky Mountain Empire. There is a grand switching about and within a few minutes more all four planes are airborne again, hurrying their passengers, mail and

express to destinations from border to border, including items of air freight that more often than not have something to do with the oil industry. The same grand switcheroo takes place at Riverton, Wyoming. And both of these new air centers are oil production centers, too.

Nothing is so costly to an oil company as shut-down time, waiting on parts or orders. And nothing does so much to cut this cost as use of feeder line air service. Some of the drilling equipment that moves by air seems too heavy to justify air shipment, but the difference—if any—in cost between surface and air transportation is nothing at all compared to the expense of idle men and idle drilling rigs.

However, the economics of air shipment often make it considerably cheaper to ship by air rather than surface transportation. This is noted, particularly, in cargo moved between Casper, Wyoming, and Vernal, Utah. The largest production of any Rocky Mountain oil field comes from Rangely field on the extreme western edge of Colorado not far from Vernal. Casper has the region's finest specialized machine shops and other oil field service facilities. Several of the oil companies, drilling contractors and supply houses have discovered that they save money as well as time in shipping by Frontier Airlines—which is natural enough when one compares the routes taken by the two modes of transport.

It is no mere coincidence that the routes of Frontier Airlines are almost a duplicate of the pattern of oil and gas fields in the mountain states area. Flourishing oil activities such as those in the Big Horn Basin, the Wind River Basin, the San Juan Basin—not to mention Uinta and the Denver-Julesburg Basin—all these are traversed and served directly by Frontier Airlines. In addition, Frontier serves the supply point for the vast and extremely productive Powder River Basin at Casper, and at Billings it is helping to take care of the hot spot of the American oil industry today, the Williston Basin of eastern Montana and the western part of the Dakotas.

Oil men active in the Rocky Mountain states like to say they are developing America's last frontier so far as oil reserves are concerned. They are Frontier minded. Maybe that is one reason they have a friendly feeling for the airline they use so much and know so well—another Frontier!

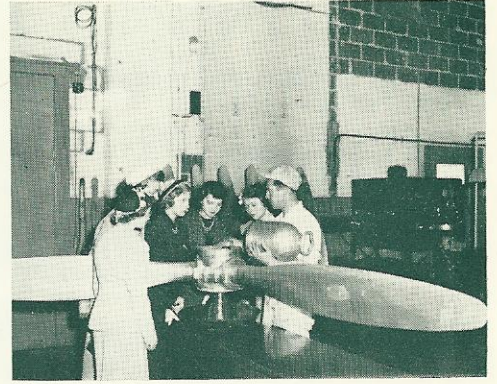
FRONTIER NEWS IN PICTURES . . .



Did you know that FAL regularly tests landing gears in the hangar? Here Oliver Frigon, left, and Harold Cook are checking in the landing gear of a "Sunliner" in Hangar 5.



"When interline men meet." Gerry Kitchen, FAL Cargo Sales Manager, exchanges greetings with Bob Woodworth of the Flying Tiger Line.



Frontier's prop shop expert Gene Weimer explains prop feathering to members of the D. U. stewardess class during their tour of Hangar 5.



Frontier officials are interviewed in Casper by Fred Huffsmith of Radio Station KSPR during the station managers' meeting last month. Left to right, John Lindsay, Charlie Black, Ray Wilson, and Huffsmith.



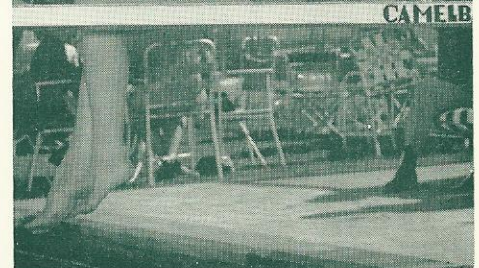
The Gunnison Chapter of the Future Farmers of America in Vocational Agriculture visited FAL Denver operations during the Stock Show. They were flown over the city and given a bird's eye view of Denver's new stadium.



Meet FAL'S Prescott station personnel in action. John Hayes, left, is station agent and Ed Talbot is station manager. More photos like this in future issues.



Stewardess Mary Lynch shows one of the many Heart Fund displays shipped by FAL to many Colorado cities.



Frontier Stewardess Mariane Lingren relaxes on the diving board of the pool at Camelback Inn, Phoenix. She was in the famous Aquacade in Minneapolis, her home town.



The University of Denver stewardess class looks over a United DC-6B during a tour of Stapleton Airfield which included a visit to FAL maintenance and operations.



Denverite Jane Ross Smith tests the powder on Pioneer Hill near Gunnison after flying Frontier to this promising new ski area.

Interline Advertising Campaign Planned

A new interline advertising program, selling Frontier's connections and featuring off-line destinations, will start approximately April 1, it was announced by John D. Lindsay, manager of traffic and sales.

The campaign will involve using newspaper advertising, radio, giant post cards, folders, and displays.

"Interline promotion is a two-way street," Lindsay said. "In order to make our program a real success, we must generate more traffic to off-line points . . . and get the cooperation of other airlines and travel agents in routing traffic over Frontier's system. We believe we can feed more business to major airlines and at the same time increase the amount of business originating on our system by advertising the fact that people in the small communities we serve can fly anywhere in the world right from their own home towns. For example: in Riverton we will advertise 'fly Frontier and United Airlines to San Francisco. Connecting at Salt Lake City.' A map shows the route to SLC and the connection to United.

"By keeping other airlines informed of our favorable schedules and route," Lindsay continued, "we can increase our business by having them route traffic over our system. Some of the mailing pieces in our coming interline advertising program will be sent to major airline ticket offices advising agents of our excellent routing opportunities."

The interline advertising campaign, important as it is, will be just a part of Frontier's promotional program for 1952. Regular destination and flight time newspaper and radio will be used . . . special big-space newspaper ads will be used to play up favorable changes in service . . . an increased number of direct mail pieces will be sent out . . . and this spring and summer Frontier will have its biggest Colorado-Wyoming vacation campaign in history.

FAL Model Plane Contest Big Success in RKS

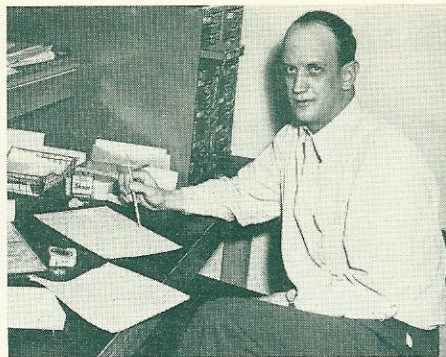
Frontier Airlines is currently conducting a Model DC-3 plane contest at Rock Springs to build up interest in aviation and determine the general acceptance of such ventures.

Members of the Advertising and Sales Departments of Frontier have worked with the Rock Springs hobby shops, model Airplane clubs and elementary schools to induce kids 16 years of age and under to enter the contest and build a solid scale model to look exactly like a Frontier DC-3. An excellent McCoy "(29)" model airplane gas engine is being offered as a prize for the winning entry.

Local newspapers and radio stations have given good support to the contest.

The contest was announced by paid advertising and the local newspapers and radio stations have furnished excellent follow-up support. Many entries have been received and from all indications, the contest will be a complete success.

Present plans call for similar contests at future dates at other cities on Frontier's system.



Meet George Swonger

George Swonger is a native of Newark, Ohio, and was born March 6, 1916. He enlisted in the Army Air Corps in 1941, and spent four years in the Eighth Air Force as a mechanic. George came to Denver after his discharge and went to work for Monarch Airlines in April, 1947, in the Log Office. He became Chief Log Clerk in the summer of 1948.

George is single, eligible, and has several hobbies . . . all of them sports.

LOG OFFICE WORK COMPLICATED, INTERESTING

The efficient operation of any airline depends upon the competence of its Log Office. The Frontier Airlines Log Office, located in Hangar 5, is capably manned by a staff of three, with George Swonger as the Chief Log Clerk. He is assisted by "Buzz" Buczkowski and Maxine Combs.

The duties of this office are multitudinous, some of which are as follows: Checking the pilots' Log Sheets for time, verifying the actual time spent in flight, keeping the time on all instruments and equipment in order that no equipment runs over the time allotted for efficient operation and Civil Aeronautics Administration requirements. Additional duties of this department are maintaining overhaul records of all equipment, submitting monthly reports on the estimated number of normal equipment changes, and also routing the entire fleet of Frontier aircraft in such a pattern that all major inspections and overhauls are accomplished at Denver.

Sunliner News

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Edited by the
ADVERTISING AND PUBLICITY
DEPARTMENTS OF FRONTIER

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NEW PERSONNEL

BERNICE LYNCH—*Stenographer*—Revenue Accounting Department, to replace Thelma Smith who has transferred to the Publicity Department.

ANDREW J. CYNNOVA—*Station Agent*—Farmington, New Mexico, replacing Elmer Slaten, Jr., who went on Military Leave.

JACK N. ANDERSON—*Station Agent*—Denver, Colorado. Mr. Anderson formerly worked for Western Airlines as a Station Agent.

THELMA V. HURT—*Accounting Clerk*—Revenue Accounting Department, Denver. Mrs. Hurt was formerly employed in Azusa, California, at the Aerojet Engineering Corporation.

MR. HARRY E. BUCZKOWSKI—*Log Clerk*—Maintenance Department, Denver. Mr. Buczkowski formerly served as a Captain in the U. S. Army. He was in the service for approximately 23 years.

RONALD W. HOUSE—*Station Agent*—Gallup, New Mexico. Mr. House is a Denver boy and formerly worked for the Denver Gear and Parts Company here in Denver.

BASIL C. DEMOPOULOS—*Station Agent*—Gallup, New Mexico, replacing George Naglich, Jr., who is on Military Leave. Mr. Demopoulos was formerly employed in Chicago, Illinois.

ROBERT F. MORRISON—*Co-Pilot*—Salt Lake City. Mr. Morrison formerly flew for United Air Lines.

MRS. BETTY H. WORL—*Secretary*—Maintenance Department, Denver. Mrs. Worl formerly worked in Dorchester, Massachusetts for Household Finance Corporation.

LEE KANGESER—*Stewardess*—Denver. Replacing Bev Roberts who resigned to be married.

MARGARET K. SARNA—*Accounting Clerk*—Denver. Mrs. Sarna was formerly employed at the Weicker Transfer & Storage Company here in Denver.

JOAN LUNDBERG—*Stewardess*—Phoenix base, replacing Myrnadene Bowen who resigned to be married. Miss Lundberg was formerly employed as a model for Kartin Koehlen, Photographer in River Grove, Ill.

HENRY JASON CARR—*Station Agent*—Powell, Wyoming. Mr. Carr worked for the J. C. Penney Company in Powell before joining Frontier.

RICHARD BOWERMAN—*Station Agent*—Monte Vista, Colorado. Mr. Bowerman was just released from the Army, having served three years.

JACK L. CASPARIS—*Station Agent*—Phoenix, Arizona, replacing Wilbur Stoll who is on Military Leave. Mr. Casparis was employed as a Station Agent for Central Airlines before coming to Frontier.

EVELYN M. HODAPP—*Secretary*—Station Operations Department—Denver. Miss Hodapp was employed by the Denver Dry Goods Company before coming to Frontier.

Air Mail Poster Widely Used

Increased demand for Frontier's "Use Air Mail" poster has been so great during the past few months that it has been necessary to order an additional supply.

The poster is printed on black stock making it possible to show the closing times of mail in all directions with chalk.

The posters are being used extensively in post office lobbies, hotels and other public places where the common question is, "When will the next airmail leave?"

STATION TO STATION

VOL. 1 NO. 2

"Sunliner News" Supplement

FEBRUARY, 1952

Mr. and Mrs. Wayne Aspinall, Jr. announce the arrival of "male cargo" weighing 7 pounds and 2 ounces named Gregory Wayne.

David Gary Lott, son of Gene Lott, Chief Engineer, was born December 29. Davie is Gene's first Exemption and he came in time to cover taxes for all of 1951.

Mark Ronald Olinger, son of Al Olinger, Sheet Metal Shop Electrician, was born on January 11, 1952. Mark is Al's second Boy.

Gary Price Greenemeier, son of Conrad Greenemeier, Inspector, was born on January 12, 1952, and his father has him classed as an exceptional child.

The R. J. Orrs also announce a new addition - Michael John - 7 pounds and 4 ounces at birth.

Mr. and Mrs. L. W. Larson have a new arrival they call Charles Christopher. Little Charley's weight was 7 pounds and 2 ounces at birth.

Mr. and Mrs. L. E. Mitchell are the proud parents of a baby girl, Mindy Michelle. The Mitchells now have two daughters.

NEWS FROM OPERATIONS

Since approval was received from the CAB on the Casper terminal, the station has been furnished with additional personnel and equipment to handle the flights which formerly connected at Rawlins, Wyoming. In line with this, negotiations are under way to obtain a refueling tender that will be the property of Frontier Airlines. By having our own refueling tender, we will be able to realize substantial savings on gasoline at Casper, as well as saving over the former refueling arrangements at other connecting points.

The HF transmitter installation at Phoenix was completed in January and it is now in operation. This is the first HF radio installation which is operated by Frontier Airlines, and the tests using this type of radio have been very successful. Flights operating out of VHF radio range at Phoenix will be able to contact Phoenix on the HF radio system, thus expediting the transmission of vital information to and from Denver Flight Control in a minimum length of time. Application has been made to the CAA for final approval of our new installation.

Lower landing minimums have been approved at Worland, Powell, and Greybull. These changes will facilitate flights operating into these points under conditions which previously forced the flights to pass over the stations. Applications have been filed with the CAA for approval of lower landing minimums at Farmington as well as several other stations so that Frontier flights will be able to operate into and out of these stations for a greater majority of all flights.

Under the recent organizational changes whereby station administration was placed under the direction of the Operations Department, Mr. Snoke was retained as Superintendent of Stations as a sub-department under the direction of the Vice President of Operations and his staff. Shortly after the organizational change took place, the three Regional Station Supervisors were requested to come to Denver for the purpose of outlining the Operations Department policies on the new organization, to assist in the preparation of a new Station Service Manual, and to bring to our attention any complaints which could be corrected in the immediate future. This meeting proved very successful, and similiar meetings will be held regularly to iron out difficulties found in the stations.

Refueling facilities have been recently provided for the Alamosa, Colorado station, making it possible for flights to have a good refueling point in the San Luis Valley. The former refueling point at Monte Vista was very inadequate and resulted in large delays of flights operating north and south where fueling was required in the San Luis Valley. By providing refueling facilities at Alamosa, it is possible for flights to carry additional pay load through that station, cut delays to a minimum at the "valley" refueling point, and to provide a refueling station on the IFR route.

A two-hour March of Dimes benefit movie was given at the Totah Theatre in Farmington on January 21, under the joint sponsorship of Frontier Airlines and the Farmington Girl Scouts. The program included travel films on Cuba, Mexico, and Hawaii, plus a newsreel, cartoon, and a short on Polio.

Approximately 185 persons attended including 100 adults, 50 teenagers, and 35 small children. Free advertising was secured from the FARMINGTON DAILY TIMES and SAN JUAN VALLEY SUN in the form of news items, and from RADIO STATION KVBC in the form of spot announcements and use of a fifteen minute program called "Town Talk".

We are grateful to the Allen Theatres, Inc. for their donation of the Totah Theatre, and to Mrs. V. T. Hopper of the Farmington Girl Scouts, who supervised the sale of tickets. The admission price was 25 cents. All proceeds were turned over to the March of Dimes drive of the Farmington Jaycees.

--ODE TO A STATION AGENT--

Your attention kind people while I relate
Of a species of man well cursed by fate.
Just an airline agent is how he is known
A jack of all trades but none of renoun.

He arrives at the field at an unearthly
hour
Appearing to all like a poor wilted
flower
Signs on the printer with--good morning
all stations
Whats good about it snarl his online
relations.

Then he girds his loins for some kind of
action
And turns to the weather for slight
satisfaction
But he recoils in dismay its hardly
enticing
Precip ceiling, low viz, and some icing.

He leaps for the phone to call passengers
plenty
Prays he'll reach em at home . . . There's
all of twenty
Tho his movement are quick and his dial-
ing is deft
He's way too late half of 'em have left.

His mind reels in confusion and he feels
awful faint
Shall he quit then and there or appeal
to a saint
Theres no time to ponder this queer twist
of fate
They decend on the counter their eyes
filled with hate.

Shall he beg for forgiveness or stand
steadfast and true
And go down colors flying tho all black
and blue
He decides on the latter and prepares
to catch (ahem)
When from operations comes the sound of
a bell
He spinds toward the printer like
each movement his last
Its the flight dispatch with a hurried
forecast
He sticks in the carbons as the phones
start to ring
From one to the other he's like a bird
on the wing.

Follows call from the tower and one
from the weather
Then all the damned phones start ring-
ing together
He answers em all then goes for his
cash
Jumps up from the safe and turns like a
flash.

He meets the crew coming in and they
start to complain
Flights late you should call us -- The
same old refrain
He grips his cash firmly and strides
toward the front
Mumbling to himself I won't say it I
won't.

The passengers keep hollering that they
want to go
He could sure tell em where if theyd
like to know
But he strives for control and returns
to the p rinter
Looking for the world like a half winded
sprinter.

The message there fills him with cold
consternation
Flight two hours deferred possible
cancellation.
The passengers scream and really get
hot
We'll sue this line buddy your in a
spot.

But he doesn't argue just uses his brains
Acts real diplomatic and checks on the
trains
Then right in the middle of making
some change
Flight eight ball calls--checking in
range.

He runs to the radio and gives with a
setting
Leaving the passengers stewing and
fretting
ATC clears the flight to ILS outer
marker
And the ugly old sky gets darker and
darker.
Then the door swings open and in strolls
the mech

His movements are slow and deliberate as
heck

I say, he drawls with words he's real
thrifty

Left mag port engine is dropping three
fifty.

And so on it goes each day and each
night

Something new and demanding on every
flight

Reservations to handle and load
computations

Everything from the counter to flight
operations.

There's mail, express and air freight
in swarms

He sticks out his neck and signs all
the forms

Then if some turns up missing in any
amount

Treasury send notice---charged to your
account

If you think Im kidding just visit a
station

It's the same old thing all over the
nation

When a new duty is found to make the
line function

It's the agents detail without any
compunction.

He gives all the answers and like the
fork with its tine

He's the sharp business end between
public and line

And with duties increasing from day unto
day

He's aware of the increase in all but
his pay.

But there's one colsolation in this vale
of tears

St. Peter will greet him at the end of
his years

Ive watched you down there youre a true
diplomat

Come in and rest son its your turn to
get fat.

---from BETWEEN THE LINES published
by Capital Airlines

Clark Coe has been appointed to the company bonus committee replacing Don Stephens who has recently resigned. The committee is currently studying a plan to reclassify stations to take care of recent route and schedule alterations. Station classification for bonus purposes has to do only with sales and the distribution of the six quarterly cash awards and should not be confused in any way with the classification established by station management.

The Reservations group (DENR) will very soon undertake the job of payload controll. As Montgomery puts it "Payload Control is not new, we have always had a certain amount with space controll. However increasing loads make it necessary that our flights be closely watched from start to finish in order that we sell completely but do not oversell the available space and weight. An outline explaining station participation is forthcoming which should clearly show that teamwork is the secret to the whole thing."

A new "Itinerary Card" has been designed which, when used to acquaint passengers with their planned flight should reduce the station agents work by 75%. It is also planned that the card will be used in maintaining a quick reference file through the utalization of a 3 x 5 alphabetical index.
