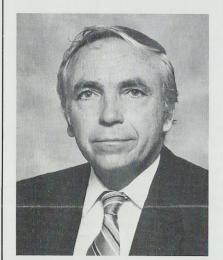


# Frontier News

Published for Frontier Airlines Employees

December 1981

# **Board of directors promotes key Frontier executives**



William D. Wayne



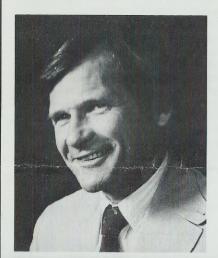
**Charles L. Demoney** 



Allan G. Larkin



M. C. Lund



**David N. Brictson** 



Charles S. Murphy



John D. Ahlquist



Edwin L. Dunaway

Several key executives of Frontier Airlines were elected to new positions by the airline's board of directors Nov. 4.

Principal among them is **William D. Wayne**, who was elected executive vice president and a director of the corporation.

Three vice presidents were promoted to the new title of senior vice president: **Charles L. Demoney**, senior vice president - market planning; **Allan G. Larkin**, senior vice president - administration; and **M. C. "Hank" Lund**, senior vice president - sales and service.

Two new vice presidents were named: **John D. Ahlquist**, vice president - field sales and service; and **Edwin L. Dunaway**, vice president and assistant general manager - sales and service.

Frontier President and Chief Executive Officer **Glen L. Ryland** was elected to the additional post of chairman of the board of directors, a vacant position.

Two changes effective Jan. 1 were also announced. **David N. Brictson**, vice president - legal, will become vice president - general counsel; and **Charles S. Murphy**, current general counsel, will become counsel to the president.

Wayne fills the executive vice president position, which had been vacant since early 1980, when Ryland was named president and chief executive officer. Wayne will have primary responsibilities for the areas of flight operations, maintenance, engineering, administration, legal and finance.

A Frontier employee since 1971, Wayne had been vice president and general manager – operations since 1973. Previously he served as vice president – local service marketing. Wayne came to Frontier from Aerojet Nuclear Systems Co., Sacramento,

where he held positions for 11 years in various phases of the company's nuclear rocket and nuclear reactor and gas turbine programs. Prior to joining Frontier he was vice president and manager of test operations, responsible for nuclear test programs in California and Nevada, From 1960 to 1961 he was an engineer for the General Electric Co., Cincinnati, Ohio. Wayne is a professional engineer, holds a bachelor's degree in engineering, and has had several years of graduate work in engineering and technology. He is a graduate of the U.S. Merchant Marine Academy, King's Point, N.Y., and served as an engineering officer on merchant and naval vessels. Wayne is a Naval aviator, having led divisions of jet fighters in all-weather carrier operations.

Charles L. Demoney had been vice president - market planning since June 1979. A 23-year Frontier employee, he was named vice president and assistant general manager - sales and service in February 1975. Prior to this he held numerous sales and marketing management positions for the airline, including district sales manager, Rapid City; regional sales manager, Phoenix; and director - Eastern division field marketing. Demoney is a graduate of the Stanford University Executive School.

Allan G. Larkin joined Frontier in December 1973 as vice president – administration. He came to Frontier from Chemical Construction Corp. (CHEMICO) in New York where he served as vice president – industrial relations. Prior to that he was vice president – industrial relations for Aerojet Liquid Rocket Co., Sacramento, and held various employee and industrial relations posts for Allied Chemical Corp., New York. Larkin is a graduate of Fordham University and served as an officer in the U.S. Army.

M. C. "Hank" Lund had been vice president and general manager – sales and service. He joined Frontier in 1967 as manager – station services, and was subsequently named general manager – transportation services. Lund was promoted to vice president – transportation services in 1969, to vice president – regional marketing in 1972, and to vice president – sales and service in 1974. Before joining Frontier, he was with Northwest Airlines for 26 years, specializing in customer services. Lund attended Jamestown College, Jamestown, N.D., and served in the U.S. Naval Reserve.

John D. Ahlquist most recently served as senior director – field marketing. He joined Frontier in 1973, serving as director – special projects, and director – Western division field marketing. Before joining Frontier, Ahlquist was associated with Northwest Airlines for 21 years.

Edwin L. Dunaway most recently served as senior director and assistant general manager - sales and service. A 24-year veteran with Frontier, Dunaway held managerial posts in St. Louis, Kansas City and

**Continued on Page 2** 

## **Inside The 'News'**

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'Jetmate' progress	Page 6

# 3rd Quarter earnings set record

	Third Quarter 1981	Third Quarter 1980
Total		
Revenues	\$152,158,000	\$122,609,000
Operating		
Expense	\$136,992,000	\$109,926,000
Net Income	\$ 11,028,000	\$ 5,924,000
	Year-To-Date 1981	Year-To-Date 1980
Total	Year-To-Date 1981	
Total Revenues	<b>Year-To-Date 1981</b> \$436,333,000	<b>Year-To-Date 1980</b> \$345,604,000
		\$345,604,000
Revenues		
Revenues Operating	\$436,333,000	\$345,604,000

# **ALEA** signs



# Ryland: 1981 progress and outlook

Frontier President Glen Ryland met with the airline's pilots in late October. Among the topics he discussed were:

#### **Air Traffic Control Situation**

"The planning by the FAA before the Aug. 3 strike by the air traffic controllers was one of the best planning jobs I have seen by the federal government. At this time, the FAA is not looking for a final resolution of the PATCO-induced air traffic control situation until the fourth quarter of 1983, although we may see some improvement by April 1982.

"We are looking beyond this current situation in our long term planning. However, due to the air traffic control limitations, we may not be able to use our additional aircraft in 1982 as effectively as under normal conditions. The DC 9 Super 80s we introduce next June may provide a real bonus – the same number of airplanes providing more seats for customers.

"Our third quarter results – even though we set an all-time record for any quarter – would have been even better without the strike. We lost some passenger traffic and incurred additional expenses for scheduling, reservations and customer service."

### **Financial Results**

"My commitment to our board of directors is to deliver an adequate rate of return on the company's equity and total capital investment. There is now about \$250 million invested in the company, which will increase \$85 million in the spring with the purchase of new airplanes. As this capital investment increases, we increase the absolute numbers and hopefully maintain the acceptable rate of return. We are in business to give a return to the people who invest in the company. We are a growing airline. Every time we add a jet or add a city to our route system the capital investment increases, and so does the burden to be

appropriate mix of the DC 9 and the Boeing 737 remains to be seen.

"The 737 is the best plane in the air today, especially for our use. We maintain our profitability by serving modest sized communities with good frequency to stimulate traffic, which we flow through the Denver hub to "feed" ourselves. The 737 has the best airplane-mile cost in the industry, which also enables us to "add on" a modest community to a larger city at a lower cost, such as service to Shreveport from Dallas/Fort Worth.

"Two of the 737s delivered in 1982 will have the JT8D-17A engine, offering a 5 percent reduction in fuel burn compared to the -17 engine, and higher thrust to extend range. We'll no longer be constrained by aircraft range within the U.S.

"At one time I encouraged Boeing to 'stretch' the 737-200 and produce the 737-300. Boeing is now planning to build this plane, but we aren't among the first purchasers. It looks now as if the new 737-300 will not be as cost efficient as the 737-200 for our route system until fuel costs are substantially higher than projected for the rest of this decade."

### **Stapleton Airport**

"We continue to lead the effort to capture the Rocky Mountain Arsenal adjacent to Stapleton for future airport expansion. The Department of Army wants the arsenal to be used as an airport, especially now that the controversial weapons once stored there have been moved. The level of pollution clean up by the federal government would be far less for an airport than if the land is used for housing or schools. An airport is the only practical use for the property. We are making good progress. We have the support of most local, state and federal officials, and business leaders.

"By the end of 1984 we conceivably could have

SIGNING A NEW AGREEMENT BETWEEN ALEA (Air Line Employees Association) and Frontier are, front row, from the left, Dr. M. B. Wigderson, senior staff vice president, ALEA; Harry Bickford, mediator, National Mediation Board; and Allan G. Larkin, Frontier; back row, from the left, Jack Casey, international representative, ALEA; Carolyn Boller, Frontier; W.C. "Jake" Lamkins, MEC chairman, ALEA; and Frontier employees Sandy Bambei, M.C. "Hank" Lund, Mary Lou Wood, Dick Rohrmann, Don Hatfield, Jim Shores and Ralph Brott. According to Victor J. Herbert, ALEA president, "Both the company and ALEA are to be congratulated on this excellent agreement."

## **Management promos**

**Continued from Page One** 

Fort Leonard Wood. He also served as director – Western division field marketing, and director – consumer services. He joined Central Airlines in 1957.

David N. Brictson had been vice president – legal and secretary of the company since 1978. A graduate of the University of Colorado School of Law, Brictson joined Frontier in 1967 as an attorney, and became assistant secretary in 1969, associate general counsel and assistant secretary in 1970, and associate general counsel and secretary in 1971. Before coming to Frontier he held positions with law firms in Washington state and Denver.

Charles S. Murphy had been the company's general counsel since 1971. He is and has been affiliated with the Washington, D.C. law firm of Baker and Hostetler (formerly Morison, Murphy, Abrams and Haddock) since 1969. Prior to that time he was chairman of the CAB (Civil Aeronautics Board) from 1965 to 1968. Murphy was administrative assistant and special counsel for President Harry S. Truman and also served in the administrations of John F. Kennedy and Lyndon B. Johnson. He served as Undersecretary of the Agriculture and headed a legislative writing group on Capitol Hill in Washington, D.C.

According to Ryland, "these promotions reflect the growth and expansion of the company, and strengthen the management team for the opportunities and challenges that lie ahead."

profitable."

#### Incursions

"Several airlines have entered some of our major markets this year. Before these incursions we captured a lot of interline traffic from these carriers, so the incursions have certainly hurt us. However, we have 'refilled the buckets of revenue' by adding new routes and rearranging our traffic flow at the Denver hub. This, in combination with prudent pricing and scheduling, has kept us in the ballpark. Plus, we have maintained strong cost control, and maintained the capacity in markets producing good load factors."

### **New carriers**

"17 new airlines have announced intention to form, several of which intend to serve Denver. I don't know how many of these will be able to raise the money to get off the ground, but if they do, they will be very competitive, especially in the area of fares. We must continue to strengthen the hub and spoke system, the quality of our service, our traffic flow in and out of Denver, and our pricing and scheduling to offset these possible new incursions."

### **Productivity**

"In order to continue to be profitable, the airline must continue to emphasize productivity. At the same time, it is important for individual employees to progress in wages and benefits. We are in a turbulent industry, so the company must work to increase productivity to help pay for the progress our employees are making."

### **Aircraft**

"The three DC 9 Super 80s we are purchasing - with service planned to start next June - will supplement, not replace, the Boeing 737s in our fleet.

"The DC 9 80s will be flown primarily on high density routes, such as Denver-Orange County. In fact, we would be out of Orange County for all practical purposes without the DC 9 80, due to public sensitivity over airplane noise.

"Purchasing the DC 9 80s will give us the opportunity to evaluate how a 147-passenger airplane sells in markets currently served by 106-passenger planes. There are some markets that simply won't be able to support the larger plane without a reduction in frequency, so the most

new runways on the arsenal land that would provide necessary separation for operation during bad weather. I don't see the building of additional ground facilities on that land for several years, but that is okay. I would much rather build the new runways and have our planes taxi perhaps four miles to them, than have our planes circle waiting to land at Denver during bad weather."

### Mergers

"Show me one merged carrier in the last five years that is currently in the black. Mergers are not necessarily the solution. You don't get a great boon from a merger in the deregulated environment, simply because any carrier can fly anywhere in the U.S. There are modest gains, such as additional aircraft and facilities, but mergers are terribly expensive."

#### Convair 580

"There are now 16 Convair 580s in our fleet. We recently sold three Convairs to Metro Airlines, a Houston-based commuter, for \$1.6 million each. At the end of 1982 we'll have eight Convairs, and we'll probably sell the rest during 1983. There are several smaller carriers interested in these planes. Our Convairs have water alcohol injection, are well maintained, and they will be valuable planes in the right hands."

### Deregulation

"What is occurring in the industry now is what we predicted when we supported the airline deregulation act: five years of shake out, people in the business failing, new guys coming into town. We are still in the early stages of deregulation. The managements of most airlines were raised in an entirely different environment, and some have been forced to take a different tack to live in the deregulated environment."

### **Additional hubs**

"Several studies have been conducted on developing additional hubs outside Denver. However, in the
current environment of inflation and crowded
airports, developing a second hub with a sufficient
amount of flight frequency would be difficult and
very expensive. We will continue to strengthen our
hub at Denver, and continue to study the feasibility
of developing additional hubs. Perhaps the most
efficient design would resemble a 'dumb bell' with
two major hubs in different areas of the country
with high density flying between them."

## Frontier flight schedule remains stable



Some four months after the nation's air controllers went on strike, Frontier operations continue to run smoothly.

At press time, the airline is scheduling approximately 88 percent of the flights operated throughout the system when PATCO (Professional Air Traffic Controllers) went on strike Aug. 3. Some 83 percent of the operations at Denver before the strike are now scheduled.

Frontier is scheduling an average of 462 daily departures throughout the system, 111 of which are from Denver. Before the strike, the summer schedule included averages of 525 daily departures systemwide and 133 daily departures from Denver.

Effective Dec. 1, Frontier will schedule an average of 113 daily departures from Denver, and 483

systemwide. Additionally, the airline has re-timed several flights. The FAA (Federal Aviation Administration) approved the airline's Dec. 1 schedule in late October. Airline officials are confident flight schedules will remain stable.

From Aug. 3 to Sept. 8, Frontier operated approximately 95 percent of the summer flight schedule. Operations dropped Sept. 9 to averages of 497 systemwide daily departures and 123 daily Denver departures – approximately 94 percent of the summer schedule – reflecting the seasonal reduction in flying.

In mid-September, Frontier reduced Convair 580 operations to comply with further FAA reductions in the nation's flight system. These schedule changes affected 26 cities on the system, resulting in the 88 percent level of scheduled operations now in effect.

# Dates set for city deletions

Frontier intends to discontinue service to Cody and Worland, Wyo.; and Vernal, Utah, effective March 1, 1982; and to Alamosa, Cortez, Gunnison, Hayden and Pueblo, Colo., effective April 1, 1982.

As earlier announced, service to Fayetteville and Harrison, Ark., and Fort Leonard Wood, Mo., will be discontinued Feb. 1. 1982.

Service to Gallup, N.M., was suspended Oct. 1, and service to Lawton, Okla., was suspended Nov. 15.

Deletion of these cities from the airline's route system is part of Frontier's plan to be free of federal government subsidy for service to small communities.

Under the airline deregulation act, these cities are guaranteed a level of essential air service through 1988. Frontier is working with city officials and potential replacement carriers to help assure a smooth transition of service.

Frontier inaugurated service to Pueblo on Nov. 27, 1946, the airline's first day of operations. Service to Cody started June 1, 1953; Worland, June 10, 1947; Hayden, Oct. 9, 1966; Vernal, July 1, 1949; Alamosa, Nov. 9, 1947; Cortez, Aug. 14, 1949; Gunnison, Aug. 15, 1947; Gallup, June 23, 1947; and Fort Leonard Wood, April 14, 1961. Fayetteville and Harrison joined the route system in 1967 when Frontier merged with Central Airlines.

More than 2.8 million passengers have boarded Frontier flights at these cities since service started.

# October traffic sets record

Frontier flew a record 290,028,000 revenue passenger miles (one passenger carried one mile) in October 1981, an 11.5 percent increase over the same month in 1980.

### **News briefs**

The American Society of Travel Agents' new headquarters in Washington, D.C., will have the addition of a historical "Past President's Room," thanks to Frontier. The room will feature portraits of ASTA's 20 top leaders over the years. Frontier sponsored the project, in conjunction with the society's 50th anniversary, to thank travel agents for their continuing support.

Denver station employees, pilots and flight attendants will begin parking their cars in a new lot Dec. 1. Bus service will be provided between the station and the new lot, located at the East end of Smith Rd. across from the Continental Airlines building. The bus schedule between the 8250 Smith Rd. building and the station will be adjusted Dec. 1. Otherwise, employees at this building will not be affected by the parking lot transfer. Further information will be released later this month.

Reservations agents at Frontier's Denver, Kansas City and Fast Action centers are testing their knowledge of skiing as part of an employee information program on Frontier's service to ski areas. Three quizzes, developed by Reservations Merchandising Coordinator John Sprinkle, have been distributed to reservations agents at the three centers.

The Internal Revenue Service is prohibited from issuing regulations on the taxation of fringe benefits until May 31, 1983, due to a moratorium on the matter. According to Sen. James Abhor (S.D.) it is expected that Congress will not take any action on taxing fringe benefits until further study is completed.

Frontier Magazine and the American Veterans Heritage Foundation are sponsoring a tour of China May 15-31, 1982, for members of the National Hump Pilots Association, the 14th Air Force and other interested persons. The trip will mark the 40th anniversary of the first flight over the Himalayas. According to C. A. "Chick" Stevens, editor of **Frontier Magazine**, the tour price of \$3,360 per person includes transportation, accommodations, meals and sightseeing. Contact Travel Counselors, (303) 795-2700, for details.

Frontier employees in Helena recently donated \$287 to fly Linda Zander - a young victim of leukemia - between Helena and Los Angeles, where the girl and her family enjoyed a visit to Disneyland.

Frontier runners placed second in the three-man division at the Joe Mandel Corporate Team Race, held Sept. 19 at Denver City Park. Running for the airline were Chris Aeschliman, station agent, Omaha; Don Hockenbury, station agent, Omaha; and Tom Morris, avionics technician, Denver. Employees interested in upcoming running activities may contact Morris at DEN-XM.

Western Airlines inaugurated service between Tulsa and Denver Oct. 25 with two daily roundtrips. Earlier this year Western inaugurated Los Angeles-Denver, Las Vegas-Denver and Houston Intercontinental-Denver service.

American Airlines inaugurated service between Dallas/Fort Worth and Denver Oct. 25 with one daily roundtrip.

**Continental Airlines** inaugurated service between Salt Lake City and Denver Sept. 15 with two daily roundtrips.

Frontier withdrew its registration statement for a proposed public offering of \$40 million convertible standard debentures this fall, citing market conditions. The proposed offering was announced in June. The airline recorded 481,845,000 available seat miles (one seat available one mile) in October 1981, an increase of 14 percent over October 1980.

The load factor (percentage of seats filled) was 60.2 percent in October, down slightly from 61.5 percent in October 1980.

For the first 10 months of 1981, revenue passenger miles are up 18 percent over the first 10 months of 1980; available seat miles are up 12.2 percent; and the load factor is 62.4 percent in 1981 versus 59.3 percent for the first 10 months of 1980.

### **Travel notes**

The Registry Resort in Scottsdale, Ariz., is offering \$29 room rates through Jan. 2. Call 1-800-528-3154 . . . Positive space on Norwegian Caribbean Line seven-day cruises from Miami is available from \$549 per person through Dec. 13. Contact Interline Representatives at 25 W. 39th St., New York, N.Y. 10018 . . . Nine day tours of Paris and the island of Corsica are available from \$379 per person through Jan. 4. Contact Caesar Hotels.

The first annual Las Vegas golf tournament for Frontier employees will be held March 17-19, 1982, at the Dunes Hotel and Country Club in Las Vegas. Activities will include three rounds of golf, reception, banquet and awards party. Further information is available from Clyde Hart, DEN-DP.

The 9th annual Tucson golf and tennis weekend for Frontier employees will be held Jan. 9-11, 1982, at the Rio Rico resort near Tucson. Rates, starting at \$80 per person, include accommodations, welcome reception, two rounds of golf, tennis matches, banquet, Johnny Tyler Gong Show and awards presentation. Deadline for entries is Dec. 28. Contact Gary Mackie or Eddie Bryant at TUS-00 details.

# How well do you know Frontier?

Take a minute to test your knowledge of the airline. After you are finished, check the answers on page four.

10	ur.
1.	Frontier earned in net income in 1980 a. \$19,500,000 b. \$23,214,000 c. \$21,950,000
2.	Frontier earned in net income during the first nine months of 1981. a. \$24,291,000 b. \$11,028,000 c. \$18,945,000
3.	passengers boarded Frontier flights in 1980 a. 4,971,000 b. 4,320,000 c. 5,450,000
4.	What is the average trip length of a Frontier passenger? a. 689 miles b. 457 miles c. 715 miles
5.	On the average, what does Frontier pay for its jet fuel per gallon?

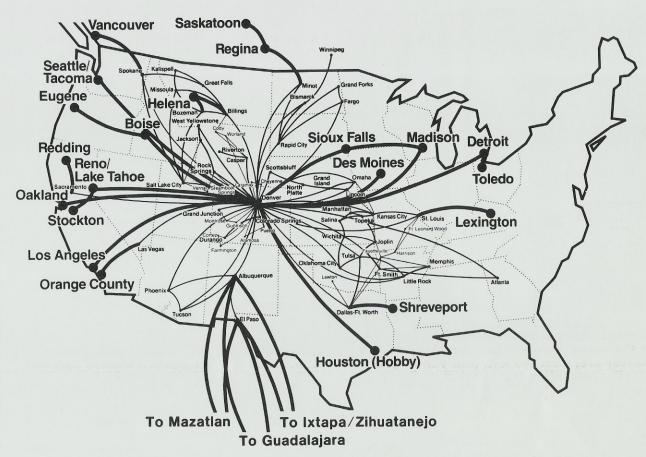
- 6. Approximately \_\_\_\_\_ percent of our passengers travel on discount fares.
  - a. 61 percent

a. \$1.05b. \$1.11

c. \$1.09

- b. 53 percent
- c. 49 percent
- 7. So far in 1981, the average passenger no show factor is \_\_\_\_\_.
  - a. 10.6 percent
  - b. 11.4 percent
  - c. 9 percent

## Frontier marks deregulation anniversary



DARK LINES SHOW 16,536 MILES OF AIR ROUTES TO CITIES ADDED TO FRONTIER'S NETWORK since airline deregulation was enacted in October 1978. Not shown are 54 discontinued hops, totaling 5,643 miles, to 28 other cities now being served by commuter carriers.

A total of 25 major new city entries along with service exits at 28 cities, mostly small communities, produced a net gain of 11,000 air miles on Frontier's route system since airline deregulation was enacted on Oct. 24. 1978.

Frontier now flies to 86 cities in 27 states, Canada and Mexico.

increased frequencies in short-haul markets.

A primary objective of the route restructuring is the further strengthening of Frontier's "hub and spoke" operation at Denver. Accordingly, trips taken by Frontier passengers now average 715 miles in length, usually involving a Frontier-to-Frontier connection at the Denver hub. Before deregulation, Frontier's average passenger trip was 495 miles.

- More than \_\_\_\_\_ people have boarded Frontier flights since 1946.
  - a. 49 million
  - b. 57 million
  - c. 61 million
- 9. What is the longest segment on Frontier's route system?
  - a. Denver-Atlanta
  - b. Denver-Detroit
  - c. Albuquerque-Zihuatanejo

### Answers to the Frontier quiz:

9. B 9. C

1. B 2. A 3. A 4. C 5. C 6. B 7. A



FRONTIER FOOD SERVICE offers some 160 menus to passengers. Pictured above is Fred Harnisch, director of inflight food service.

Flights to the 25 cities added to Frontier's network since deregulation are mainly on competitive, high density routes totaling 16,536 air-miles with an average length of 551 miles. Among these are Detroit-Denver, Houston-Denver and Oakland-Denver.

Discontinued flights to the 28 exited cities were on short-hop routes totaling 5,643 air-miles with an average length of 128 miles. 25 of these points were small communities where air service was transferred to commuter carriers able to offer Frontier was one of the early backers of the deregulation bill. According to Glen Ryland, the new competitive environment is working out "about as we expected – a plus for both our company and our passengers.

"The new freedoms of deregulation, including its route entry and exit provisions, along with pricing flexibility, have played a major role in Frontier's continued profitability," Ryland says.

### A closer look at Seattle: number 87

Seattle/Tacoma - a cultural, economic and tourism center - is Frontier's fourth destination in the Pacific Northwest.

Located on the Puget Sound some 125 miles east of the Pacific Ocean, Seattle is Washington state's largest city, with a metropolitan population approaching 1.5 million. Seattle is located 128 miles south of the Canadian border and 33 miles north of its sister city, Tacoma.

For most visitors, a tour of Seattle begins with the 600 foot high Space Needle, the landmark of the 1962 World's Fair. The former World's Fair grounds are now labeled the Seattle Center, and home to an art museum, sports arena, opera house, science center and theatre.

To the south of the Space Needle, still in the downtown area, is Pioneer Square, with renovated turn-of-the-century buildings. The Kingdome is home of the Seahawks and the Sonics. Pike Place farmer's market hosts fish, fruit and vegetable brokers daily, in addition to artists and craftsmen.

Southwest of the downtown area is Harbor Island, a unique man-made island which anchors Seattle's industrial and waterfront activities. Due West of

downtown is Elliott Bay and the Seattle waterfront, a kaleidoscope of finger-like piers jutting out row-on-row into the bay, and boats and ships of all kinds. Further to the West - across the bay - are Vashion, Bainbridge and Whidbey islands - and the rugged Olympian Mountain range.

To the east, across Lake Washington, is Mercer Island, and Bellevue, the state's fourth largest city. Mt. Rainier - second highest peak in the U.S. outside Alaska - is 60 miles southeast of Seattle. An adjacent park covers some 240,000 acres.

During the last three years, Seattle area population has increased 150,000. Job growth has been even faster, with nearly 200,000 new jobs in the last three years. Largest employment sectors are wholesale/retail trade, manufacturing services and government. Largest local private employer is the Boeing Co., the world's largest commercial aircraft manufacturer, with nearly 80,000 employees.

Initial service to Seattle/Tacoma includes two daily roundtrips to Denver. Frontier's ticket counter is located in the main terminal area of the SEA-TAC airport between the Cascade and PanAm counters. Heading Frontier operations is Red Barringer, formerly Frontier's city manager in Missoula, Mont.

## Employees in the news E. R. Morris



**GREETING MEMBERS OF THE PROFESSIONAL** SECRETARIES INTERNATIONAL ASSOCIATION at the recent "Women In Travel" seminar in Denver are, from the left, Rita Vandergaw, Frontier marketing representative; Betsy Morscher, author of "Heal Yourself The European Way;" and Hattie Wilson, president of the Denver chapter of the Professional Secretaries International Association. Some 300 Denver area secretaries attended the Frontier-sponsored seminar, held Sept. 12 at the Denver Merchandise Mart. Seminar participants also included Maggi Hanson, director of flight service, and Sue Wilson, director of consumer services. The seminar focused on trip planning, activities and stress.

Ed Greenfield was recently named director of strategic marketing, a position in Frontier's sales and service division at the corporate headquarters in Denver. Greenfield joined Frontier in 1972, and has held the positions of district sales manager. Billings; district sales manager, Phoenix; deputy director, leisure division field marketing; and deputy director, strategic marketing. A native of Salt Lake City, he is a graduate of Westminster College.

(20 Years continued)

W. R. Johnson J. D. Riedl L. G. Roberts

L. Abels

R. Barks

C. Smith K. Stielow D. M. Wollenzien

Station agent, PHX Aircraft technician, FMN Area manager, maintenance, MCI

Station agent, TUS

Station agent, LAW

Station agent, FSM

Station agent, MCI

Flight attendant

Flight attendant

Flight attendant

Captain

Captain

Captain

Captain

Captain

Captain

Flight attendant

Aircraft technician

Station agent, MCI

Station agent, DEN

Secretary, DEN

Aircraft technician, DEN

Aircraft technician, GEG

Aircraft technician, DEN

Reservations agent, DEN

Aircraft technician, DEN

Ticket counter agent, STL

Station agent, FSM

Reservations agent, DEN

Manager, avionics engineering

Expendable inventory controller

Senior ticket counter agent, DEN

Station agent, DFW

Traveling auto mechanic, DEN

Station agent, ABQ

Station agent, SLN

Captain

Foreman, DEN

15 Years D. P. Brown

D. Burke C. Clay W. W. Collins J. Crider

L. M. Dragen J. L. Edwards A. Gehman

L. R. Green T. L. Hollister J. Johnston

W. L. Kirkley D. Krieder

L. J. Lane M. Malone

J. A. Marquez L. K. McDonald

E. McMillan J. Michael

V. L. Nibbe J. Payne

J. Peterson E. D. Ragan

R. F. Rogers

B. Rose C. S. Ruffino

M. I. Russell R. C. Schneider

W. R. Sullivan

G. E. Tidwell

R. B. Van Camp, Jr. Station agent, LIT R. Van Epps

L. M. Vied L. A. Wallace

D. L. Whiteley P. J. Wildberger

D. E. Zimmerman

10 Years J. M. Bay

J. F. Beuchler B. Caylor

C. Combers G. T. Eckert R. Henderson M. LeCaptain

T. J. McMartin B. M. Miller

E. L. Perea

Reservations agent, DEN Mgr., fare quote, capacity display Flight attendant

Mgr., tariff coordination Station agent, TUS

Dispatcher Flight attendant Vice President, Materiel

Statistician Accounting clerk DEN (Suggestions, continued)

Wanda Pittman - Ticket counter agent, DEN \$20 - installing doors on "well" near bag check

Lawrence White - Station agent, DEN \$20 - Reprinting revalidation stickers.

Ken McIntosh - Station agent, CPR \$17.50 - Assistance for completing MA forms.

Jim Duran - Ticket counter agent, PHX \$15 - Changing the baggage tag.

Chat Ratenport - DENOO

\$12.50 - Curtains for baggage carts

Sandra Reich - Clerk-typist, DEN \$10 - Computer entries.

David Soine - Station agent, MOT

\$10 - Constructed tariffs.

### In Memoriam

Bill Heath, manager of special projects and procedures. died Sept. 24 at his home after a long illness. A graduate of the University of Michigan, Heath was also a veteran of the U.S. Navy. He is survived by his wife, Barbara, two children and five stepchildren. Contributions may be made to the Heath Memorial Fund, Littleton Christian Church, Littleton, Colo.

### Retirements

F. D. "Jug" Jella - Captain, Sept. 2, 35 years. Eugene A. Warren - Aircraft technician, Denver, Oct. 31, 22 years.

## **Hutchinson** awarded Frontier, FAA honors



**Appointments** 

Bill Ball - City manager, Joplin Red Barringer - City manager, Seattle Daisy DeJesus - Technical specialist, Info. Services Chuck DeLoach - City manager, Redding Wayne Dudley - Principal analyst, Info. Services Bruce Haldeman - Supervisor, pricing and capacity control

Jim Holden - Principal analyst, Information Services Robert Johnson - Information Services Karen Murray - Programmer/analyst, Info. Services Tom Schmidt - City manager, Missoula Mike Smicker - Manager, pricing and capacity control Douglas Stevens - Principal analyst, Info. Services Bill Wellman - Programmer, Information Services Bruce Wilson - Technical specialist, Info. Services Thomas Wise - Programmer, Information Services Ronald D. Wright - Economic analyst

**Anniversaries** 

30 Years J. W. Butler D. W. Coppick L. E. Evans R. W. Fish A. Gillespie G. W. Wilson

Station agent, LAS Station agent, OKC Station agent, SMF Station agent, PHX Aircraft technician, DFW Inspector, DEN

25 Years K. R. Banman A. R. Beek

C. Florin, Sr. O. L. Goode

J. E. Hildebrand **B.** Roberts

R. T. Sampson K. M. Stewart

20 Years T. C. Allen J. E. Baker

B. Beene R. D. Bonan

B. N. Davis A. H. Gwin V. M. Haque

J. D. Hanes F. C. Hoffmann

D. W. Holder

Station agent, PHX Senior agent, COS Plant maintenance mechanic, DEN Station agent, ICT Senior agent, OKC Computer operator, DEN Captain Senior agent, FYV

Station agent, CPR Captain Aircraft technician, SLC Station agent, FMN Station agent, TUL Director, pilot scheduling Flight attendant Lead aircraft technician, DEN Captain

Ticket counter agent, DFW

C. Sonius R. Tarp P. Taylor J. M. Vann

Flight attendant Print shop operator Marketing manager-Arizona Secretary, DEN

### **Suggestion Winners**

Recent winners in the employee suggestion program:

Charles Magnetti Aircraft technician, DEN \$510 - Motor plate of a De-Ice valve. Edward Schroeder - Aircraft technician, DEN

\$196 - Repairing valve flanges.

Fred Brechbuhl - Aircraft technician, DEN \$190 - Molding on Airest 2000 seats.

Anthony Delcavo - First officer \$65 - Minimum fuel computation.

Charles Clay - Traveling automotive mechanic, DEN \$60 - Shut off valves on de-icer.

Sandra Brooks - Supervisor, accounts payable \$57.50 - Fuel procedures and forms.

Harry Paul - Aircraft technician, DEN

\$54 - Use of scrap carpet to make a set of sidewall carpet on the Boeing 737.

Nancy Stockstill - Advertising/sales promotion \$50 - Car rental insurance.

Sherry DuValle - Accounting clerk, DEN \$42.50 - TSR late station log.

Sandra Force - Reservations agent, DEN \$37.50 - Ticket-by-mail uncollectables. \$15 - Ticket-by-mail procedures.

Bruce Osborne - Senior agent, FAR \$37.50 - Overlay tag for interline bags.

David Krieger - Aircraft technician, DEN \$32.50 - Work ladder accessibility.

Anthony Leyba - Station agent, DEN

\$32.50 - Stop sign in the new Denver baggage complex.

Russell Gehris - First officer \$27.50 - Listing of overnight hotels. lan Banner - Aircraft technician, DEN

\$22.50 - Setting of brakes on RON aircraft at non maintenance stations.

John Dahl - Senior agent, DEN

\$22.50 - Advertising messge line on arrival/ departure monitors.

Dane Vannice - Station agent, DEN \$22.50 - Painting pillars bright orange in the baggage room below the D concourse.

Jeff Black - Station agent, DEN

\$20 - Flashlight and battery holders at gates.



NORMAN "JEFF" HUTCHINSON, right, a station agent based in Lawton, was recently awarded a Frontier Presidential Award by Glen Ryland for his actions March 30 after the crash of a U.S. Army U-21 aircraft at the Lawton airport.

According to Ryland, Hutchinson entered the burning aircraft and saved the lives of two officers who were trapped inside.

"With total disregard for his own safety and under extremely dangerous conditions," Ryland says, "Hutchinson's unselfish and automatic response was to aid the two officers. He immediately notified fire and rescue units, and extinguished the flames outside the cabin and inside the cockpit. This is heroism at its finest."

Hutchinson was also recently awarded the Federal Aviation Administration's Distinguished Service Award for his actions - the FAA's second highest award.

A veteran of the U.S. Marine Corps, Hutchinson first joined Central Airlines in 1961, later joining Frontier after serving in Viet Nam. Hutchinson is married and has five children.

Frontier Facts: December 1981

Employees: 5,893

Boeing 737s: 45

(30 with JT8D-9 engines; 15 with higher

thrust JT8D-17 engines)

Convair 580s: 16

Airports served: 86 in 27 states, Canada and

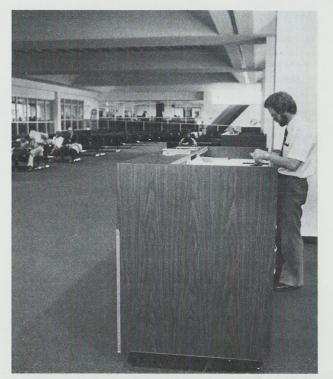
Mexico

### **Robot visits DEN**



SICO - THE MOST ADVANCED ROBOT IN THE WORLD - flew Frontier to Durango in September to "lecture" at a conference on technology. A project of International Robotics in New York City, Sico is part of ongoing research on the use of robots in laboratories handling dangerous chemicals.

## 'Jetmate' facilities progress





"JETMATE" FACILITIES AT DENVER'S STAPLETON INTERNATIONAL AIRPORT are now accommodating the Frontier vehicles on a daily basis as needed, depending on flight schedules. Pictured above are the interior, left, and exterior of the "Jetmate" check-in and loading area at gate D-8, providing five docks for Frontier's vehicles. "Jetmates" shuttle passengers between D-8 and aircraft parked at the south end of the Frontier hangar.

## Checked your bumper lately?

A bumper sticker battle is raging in Colorado. For nearly a year, cars have crowded the streets with messages in the design of Colorado license plates: Native, Semi-Native, Restless Native, Naive, Who Cares?

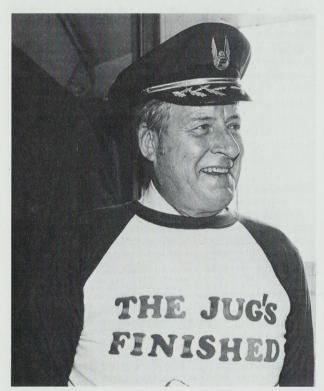
For Rick Barrett, the battle hits home. This three-year Frontier employee – an aircraft technician in Denver – ignited the war earlier this year when he introduced the Alien bumper sticker.

appeared in the **New York Times**, **Time Magazine** and publications in the state. Barrett formed the Alien Society and started his own monthly magazine. The Atlanta Rhythm Section recorded the song, "Feeling Like An Alien." Barrett's next step is to launch the Alien movement nationwide.

"If you have an idea, go for it. Stick your neck out. Chances are, if you have an idea that you and a friend laugh at, it will sell."

## "Jug" Jella retires

F. D. "Jug" Jella – last of Frontier's pilots from the Ray Wilson flying school – retired Sept. 2 after 35 years of service. Jella started with Monarch Airlines, Frontier's predecessor, in March 1946, after working for the W and B Flying Ranch in Oklahoma, operated by Ray Wilson, founder of Monarch. Jella served as chief pilot of the Denver flight base in the late sixties, and also served at flight bases in Billings, Omaha and Phoenix. Jella's daughter, Joanne Smith, is a Frontier flight attendant.



"Jug" Jella

"Colorado natives seem to resent the population growth in the state," Barrett says. "I can't understand that. The 'native' bumper stickers strike me as a form of elitism. People who move to Colorado are just as proud of the state. This thought is the basis of the 'alien' idea."

Barrett designed and printed the Alien bumper stickers last January, and distributed them to gift stores, gas stations, record stores and T-shirt shops throughout the state. The public loved the idea, and sales climbed quickly.

Publicity gimmicks, such as an Alien party at a restaurant in Denver and a tug-of-war between Natives and Aliens to benefit muscular dystrophy research, caught the attention of the press. Stories

Why did Alien catch on?

"Indignation. Non-natives have never had a common definition. But we feel we are a part of Colorado. There is a feeling of pride among those who have moved here."

For now, the battle continues.





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