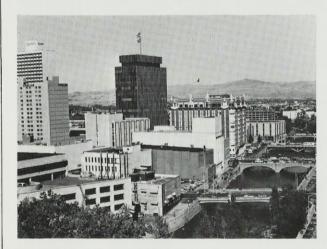


## Frontier News

Published for Frontier Airlines Employees

January 1981



RENO, NEV., located at the base of the Sierra Nevada mountains, boasts a metropolitan population of over 190,000.

## Reno flights begin March 1

Non stop service between Denver and Reno, Nev., will be inaugurated March 1 by Frontier.

Flights will be scheduled twice daily in each direction on a Denver-Reno-Stockton routing, also marking the introduction of Reno-Stockton non stop service.

"Reno combines the best of both discretionary and business markets," says Glen Ryland, "with entertainment, gaming and easy access to California ski areas, as well as a growing climate for agricultural and aerospace industries."

Also operating non stop between Denver and Reno are United Airlines, with two daily flights, and Delta Air Lines, with one daily flight.

#### President's message

## Productivity: Challenge of the decade

After two years of deregulation, I'm proud to be able to say that Frontier is surviving the competitive battles. While many in our industry have been seriously hurt by competitive attacks and by their own mistakes, we are closing the books on another year of record revenues and profits. So far, we've met the dual challenges of new competition and higher costs. And the credit goes to employees at every level of the organization.

Deregulation has spawned another challenge, however, that we haven't yet had to face — but we will. This is the emergence of the so-called "low-cost carrier" — the former intra-states, like PSA, Southwest and Air Florida, who have moved into interstate and international markets, and the new airlines like Midway, New York Air, People Express and others that are in the formative stages.

We risk being caught in an accordion-like squeeze — pressured from the top by the industry giants who can use their greater leverage to bully their way in to our most lucrative markets—like United's announcement last week that they're moving into six of our key routes—and pressured from the bottom up by the new entrants who can use their lower labor and overhead costs to buy their way into our territory with cut-rate prices.

Even if we diminished our service to a cattle-car operation, competitors with lower operating costs could eat our lunch. Our primary defense against the "accordion effect" is to improve our productivity so that we can continue to fly the kind of airline we're proud of, and to expand our attack on market segments we haven't been able to serve because of unfavorable economics. Whether it comes from the application of new

technology, such as more fuel-efficient engines, more effective use of computers, or from better use of our employee resources through more flexible work rules, we simply must make our dollars work harder.

Our program to capture the Rocky Mountain Arsenal property for a phased expansion of Stapleton Airport is illustrative of our efforts to improve productivity by reducing costly delays in and out of our hub city. And we're willing to make substantial investments, like the ten million dollars this year to expand our passengerand baggage-handling capabilities at Denver.

Contrary to what one union leader has claimed, increased employee productivity does not have to mean "more work for less pay." What it should mean is a willingness among employees to recognize and accept their responsibilities for the prosperity of their company, which will ultimately lead to their own economic well-being. What we need in this new environment is a new spirit of cooperation between management and labor; the old "negotiation through confrontation" approaches won't work anymore — unless we want to go the way of the dinosaurs.

A leading airline industry observer from Wall Street summed it up recently when he said, "A lot of workers with rigid contracts will be collecting unemployment insurance while their counterparts with flexible contracts will have their financial opportunities and job security enhanced."

Victor Herbert, the president of the Airline Employees Association International, aptly described our lot when he recently wrote in the ALEA magazine, "Lest you forget, airline employees are among the most fortunate in the country... (they) are higher paid and enjoy many more

### 1980: Reviewing the year's events

1980—a year filled with news in the airline industry—was an eventful year for Frontier Airlines. A review of the year's top stories:

#### **JANUARY**

• Frontier President Glen Ryland talks with approximately 2,500 employees in informal meetings in 12 cities during January, February and March.

• 36 Boeing 737 jets are in Frontier's fleet, along with 22 Convair 580s and three DeHavilland

Twin Otters.

• The airline serves 91 airports in 26 states, Canada and Mexico.

#### **FEBRUARY**

Legislation spearheaded by Frontier and the Air Line Employees Association (ALEA) to protect airline employees from loaded guns in passenger luggage is signed into law by President Carter. The new law makes it a federal crime to ship loaded weapons in airline luggage.

New service to Lexington marks Frontier's

first flights to the state of Kentucky.

• A new flight numbering system is introduced, designed to improve consistency in numbering flights and accommodate Frontier's growth.

#### **MARCH**

• First quarter earnings: \$2,773,000, on total revenues of \$108,921,000, both increases from the first quarter of 1979.

#### **APRIL**

• The CAB announces that Frontier received the second lowest number of passenger complaints among U.S. airlines during the first quarter of 1980.

#### MAY

Flight attendants throughout the airline

industry celebrate the 50th anniversary of their profession.

 Eruption of Mount St. Helens in Washington state disrupts air service to the Northwest for several days.

 Houston, Texas, and Stockton, Calif., join Frontier's route system.

#### JUNE

 Second quarter earnings: \$4,093,000, on total revenues of \$114,074,000.

 Frontier reservations agents are the only airline reservations personnel to pass a CAB Bureau of Consumer Protections test given throughout the industry on the accuracy of discount fare information conveyed to customers.

• Flights are terminated to the Montana cities of Havre, Glendive, Lewistown, Wolf Point, Miles City, Glasgow and Sidney, and Williston in North Dakota. Known as the "Hi-Line" cities, these areas were served by DeHavilland Twin Otter aircraft based in Billings, Mont.

#### JULY

 Non stop flights are inaugurated between Denver and Atlanta.

#### **AUGUST**

 Service to McAlester, Okla., the last of Frontier's "one man" stations, is terminated.

• Frontier announces the inaugural date of June 1, 1981, for new service from Regina and Saskatoon in Saskatchewan, Canada, to Minot, N.D., with continuing service to Denver.

Jackson Hole Ški Corporation and Frontier sign an agreement to operate jet charters to Jackson, Wyo., from Denver and Salt Lake City on Saturdays for 15 weeks starting Dec. 20. Charter service will be scheduled in addition to regular Convair 580 service, utilizing charter authority held by Frontier since the mid-sixties.

Continued on page 2

benefits than employees in most other industries. . ."

I, for one, want to keep it that way. That's why I told the ALEA leadership at their convention in Chicago last November that innovative ideas for productivity improvements must come from the employee groups. And when they do, we'll split the gains, 50/50.

I like working for Frontier, and I hope to be around for a long time. But, to paraphrase Winston Churchill, I don't intend to preside over the dissolution of our company. Productivity is the challenge of this decade. We have the right team, and I'm counting on your support to meet that challenge.

Glen L. Ryland



MICKEY MOUSE greets two fans awaiting the departure of Frontier's inaugural flight to Orange County, Calif., Dec. 15.

## **Employees in the news**



FLIGHT ATTENDANT MARTINA REYNOLDS recently received a Frontier Presidential Award from Glen Ryland for administering cardio-pulmonary resuscitation to a passenger who suffered a cardiac arrest on a flight in July 1980. According to Ryland, "Reynolds demonstrated an extraordinary degree of competence and professionalism. Her actions are acknowledged as having saved this woman's life."

#### **Appointments**

Janet Coe — Analyst, ramp service, DEN
Bob Combs — Mgr., system development
Carol Davenport — Sup., interline pricing
Dick Gibson — City manager, SHV
John Green — Asst. mgr., air freight, DEN
Al Hepner — City manager, SCK
Roger Huebner — Asst. mgr., transportation
services, SLC

services, SLC

John Kluge — Coordinator, program admin.,
marketing distribution

marketing distribution

Gerald Ledbury — City manager, GUP

Jean Mosely — Flight attendant supervisor, DEN

Mike Nissen — Mgr., aircraft appearance, DEN

Leonard L. Peterson — Asst. city manager, DFW

Art Ray — Asst. mgr., aircraft appearance, DEN

Gordon Smith — Asst. staff mgr., sales and

service administration

Mike Warinner — Asst. mgr., ramp service, DEN Bob Woody — Mgr., aircraft sales and service, DEN Patterson, J.O. — Station agent, DFW Sanders, B. — Stock clerk, DFW Sissons, B.G. — Senior agant, DEN Stone, V.D. — Senior agent, DEN Vess, T.D. — Ticket counter agent, DFW

#### 10 Years

Benton, P. — Flight attendant, DEN Boggess, S.M. — Flight attendant, DEN Cummins, T.H. — Staff analyst, DEN Delaurier, L. — Flight attendant, MCI Hatzky, L.M. — Flight attendant, DFW Hexum, C.E. — Air freight clerk, DEN Murphy, J.T. — Vice Pres., Controller Quick, J.C. — Secretary, DEN Soliz, E. — Cleaner, DEN Warner, M. — City manager, COS Weisiger, K. — Flight attendant, DEN

#### **Retirements**

Edward L. Acker — Stock clerk, DEN October 31, 1980 — 12 years

Warren Heckman — Captain, DEN December 9, 1980 — 30 Years

Chester Poell — Lead aircraft technician, DEN February 1, 1980 — 23 years

John Schade — Captain, DEN January 6, 1981 — 33 years.

#### In Memoriam

Christine McCleery Denning, marketing representative in St. Louis, December 13, 1980.

Murray Parker, security guard at Frontier's general office in Denver, November 21, 1980.

#### **Suggestion winners**

More than \$4,900 has recently been awarded to Frontier employees for suggestions to save company time, money or increase efficiency. Winners include: Oliver Frigon - Lead aircraft tech., DEN, \$2,023 Dwight Allen - Aircraft technician, DEN, \$555 Merle Russell - Aircraft technician, DEN, \$555 Eric Griffiths - Foreman, DEN, \$390 John Robinson - Aircraft technician, DEN, \$326.28 Shirley Thompson - Accounting clerk, DEN, \$305 Thomas Harris - Station agent, DEN, \$200 Elvin Moss - Aircraft technician, DEN, \$91 Samuel Silver - Aircraft technician, DEN, \$91



SANTA CLAUS (also known as Jack Mericle, aircraft technician in Denver) and Flight Attendant Carmen Munns greet children at the Christmas party held December 13 at the Frontier hanger in Denver.

## 1980 FlyIn

Nine patients at Denver's National Jewish Hospital/National Asthma Center, ages 9 to 18, were joined by their families for the Christmas holidays as a result of donations by Frontier employees to the 14th annual Christmas Fly-In.

More than \$10,500 was collected by employees to provide air fare for 30 parents, brothers, sisters and grandparents who flew to Denver from six states on Dec.23 for a five-day visit with the asthma center patients.

Along with airline transportation, the reunited families received complimentary accommodations donated by Writers' Manor and rental cars donated by American International Rental Car.

Individual donations from employees were joined by special donations from the Frontier Employees Club, I.A.M. Local Lodge No. 237, the Frontier Pilots' Wives' Club, flight control and the maintenance department.

Art Davis, manager of labor relations, coordinated the event for Frontier.

#### Nov./Dec. Service Awards

#### 30 Years

Albany, W.C. — Station agent, ABQ Crawley, V.R. — Senior agent, PHX Fechner, C.A. — Captain, DEN Fulscher, D.T. — Reservations agent, DEN Hurd, B.J. — Captain, DEN Smith, F.H. — Captain, DEN

#### 25 Years

**Huddleston, Jr., R.A.** — Captain, DEN **Lowe, H.P.** — Station agent, DEN **Mc Lain, E.G.** — Station agent, LAW

#### 20 Years

Clemons, W.E. — Station agent, BFF Fletcher, W.L. — First officer, DEN Hatfield, W.F. - Station agent, PHX Keefer, R. - Aircraft technician, DEN Marr, W. - Aircraft technician, DEN McCall, D.H. - Station agent, LBF Muske, R.W. — Station agent, DEN Ness, J.W. — Station agent, SLC Nessler Jr., O.M. — Captain, DEN Roorda, J.L. - Captain, DEN Ruiz, A.L. - Senior agent, ABQ Scheetz, D.D. - Senior agent, CPR Schenck, C.E. - Mgr., quality control fuel Sigwart, L.L. - Senior agent, GJT Sundquist, R.B. — Captain, DEN Harrick, R.L. - Senior agent, RAP Wright, D.E. - Station agent, MOT

#### 15 Years

Aiken, F.W. — Senior agent, ICT
Allman, L.J. — Flight attendant, DEN
Atenhan, D.L. — Station agent, DEN
Dawson, J.V. — City manager, FMN
Evans, S.A. — Flight attendant, MCI
Given, R.J. — Lead inspector, DEN
Glantz, M. — Planner, ground maintenance, DEN
Green Jr., P.M. — Station agent, FSM
Knudsen, D.K. — Station agent, MSO
Kramm, F.M. — Station agent, TUS
Krout, J.E. — Lead aircraft tech., DEN
Lail, C.A. — Ticket counter agent, DFW
Matson, D.W. — Station agent, LAS
McGuire, E.W. — Aircraft technician, DEN
Niejadlik, R.H. — Station agent, BOI

Dorothy Ray - Lead accounting clerk, DEN, \$62.50 Sharon Dietz - Accounting Clerk, DEN, \$57.50 Gerald Anderson - Aircraft technician, DEN, \$55 Ellen Jaynes - Executive secretary, DEN, \$37.50 Lynda Lane - Flight attendant, DEN, \$37.50 Paul Ruberg - Aircraft technician, DEN, \$27.50 Allen Chamberlin - Flight attendant, DEN, \$22.50 Jack Crawford - Aircraft technician, DEN, \$20 Janet Gilliland - Sup., reservations, KCK, \$20 L.K. Jones - Ticket counter, ABQ, \$20 Hershel Lowe - Station agent, DEN, \$18.75 Gordon Peterson - Station agent, DEN, \$18.75 Nancy Heath - Reservations agent, DEN, \$15 D.J. Vrooman - Reservations agent, DEN, \$10



"WE'RE GROWING" was Frontier's message in November when colorful pepper plants were delivered to all reservations agents in Denver and Overland Park, Kan., to celebrate the inauguration of service to Orange County and Des Moines. Vice President of Sales and Service Hank Lund, right, conveyed his thanks to the agents for their support with a giant telegram delivered by a professional mime, left. On the receiving end of the thanks is Denver reservations agent Pam Spano.

### 1980 in review

Continued from page 1

#### **SEPTEMBER**

• Third quarter earnings: \$5,924,000, on total revenues of \$122,609,000, both increases from the third quarter of 1979.

• Frontier announces a \$9 million program to increase its passenger boarding capacity at Denver's Stapleton International Airport, including six mobile passenger lounges, a new gate area, parking ramp and baggage facilities. Introduction is scheduled for July, 1981.

•Over 1,000 books are collected by Frontier flight attendants for donation to the public library in Zihuatanejo, Mexico.

in Zinualanejo, Mexico

#### **OCTOBER**

• Frontier announces plans to terminate flights to Amarillo, Texas, and Liberal Kan. on June 1, 1981.

#### **NOVEMBER**

• Frontier places orders for four additional Boeing 737-200s with dash-17 long range engines, for delivery in 1982, which will bring the jet fleet to a total of 49.

• The DeHavilland Twin Otter, popularly named "The Trail Master" by Frontier employees, ends its career with the airline when service ends to Chadron. Sidney and Alliance, Neb.

Flights are terminated to Jackson, Miss.

#### **DECEMBER**

 New service to Orange County, Calif., and Des Moines, Iowa, marks Frontier's first flights to Southern California and the state of Iowa.

• Frontier announces plans to inaugurate non stop service between Denver and Reno, Nev.,

starting March 1, 1981.

• Glen Ryland announces that net earnings for Frontier in 1980 "will equal, or exceed, the all-time record that was established in 1979."

The airline serves 83 cities in 26 states, Canada and Mexico.

 43 Boeing 737 jets and 20 Convair 580s comprise Frontier's fleet.



# Employee Communications Survey

January 1981

#### To All Frontier Employees:

We need your help to determine the effectiveness of our employee communications program. We are interested in your opinions on how you receive and transmit information about the company and your job, the effectiveness of Frontier News and your suggestions for its improvement.

Please respond to the following questions, then fold this questionnaire as you would a letter and drop it in the mail. Our mail code (DENGP) is already printed on the back side. All information will be kept strictly confidential.

Thank you for your interest and prompt response.

Larry A. Bishop Vice President

Corporate Communications

1. Listed below are channels of communication through which you regularly receive information about Frontier. Please circle a number for each one which indicates its importance as your means of receiving information about the company.

B.	Your Supervisor Other employees Frontier News	very important 1 1	important 2 2 2	somewhat important 3 3 3	not important 4 4 4	no opinion 5 5 5
D.	Departmental					
	Publications	1	2	3	4	5
E.	Management Bulletins	1	2	3	4	5
F.	Bulletin boards	1	2	3	4	5

- 10. If you do not read Frontier News, what is the main reason?
- 1. How much of the news you read in Frontier News have you already heard
  - from other sources?
- 2. If you have heard the news before, does Frontier News provide new information or a better understanding of the subject?
  - A. \_\_\_\_\_ Yes C. \_\_\_\_\_ No difference B. \_\_\_\_\_ No

H. I.	Public news media Your union, if any Other (specify)	1 1	2 2 2	3 3	4 4 4	5 5 5	13.	How well does Frontie A Excelle B Good	er News keep	D	Poor		
2.	Do you find the information A Yes B	n you re	ceive to be a	accurate? No opin	ion		14.	C Fair	others do voi		No opinion		ation Nouse?
3.	Do you see Management B. A. ——— Yes B			ulletin board	ds in your ar	rea?		A Always B Usually C Occasi		D E F	Rarely		mer news?
4.	Do you get enough information about Frontier to your family A Yes B	ly and fr	riends?	pany to talk No opin		ably	15.	Which column or sect	ion of Frontie	er News do y	ou read firs	t?	
5.	Listed below are channels know about your ideas and each one which indicates if	opinior	is about Fro	ntier. Please	circle a nur	nagement mber for	16.	Listed below are subject in these by circling the	ects treated ir e appropriate	r Frontier Ne number.	ews. Please	ndicate your	interest
	communicating information	n. very		somewhat	not	no			Very Interesting	Interesting	Somewhat Interesting	Not Interesting	No Opinion
	imp	oortant	important	important	important	opinion	Α.	General news					
Α.	Your supervisor	1	2	3	4	5		about Frontier	1	2	3	4	5
B.	Other employees	1	2	3	4	5		Financial news	1 .	2	3	4	5
C.	Your union, if any	1	2	3 3 3 3	4	5	C.	"A Day At" various					
D. E.		1	2	3	4	5		Frontier stations	1	2	3	4	5
E.	Interoffice memos	1	2	3	4	5	D.	"Space available"					
F.		1	2	3	4	5		travel discount					
G.	Other (specify)							information	1	2	3	4	5
6.	Do you regularly receive F	contine N					E.	Interlining	1	2	3	4	5
0.	Do you regularly receive Fr	onlier	iews:	No, only if	raguantad		F.	Personnel changes	1	2	3	4	5
	AYes BI have never	coon it	C	_ NO, Only II	requested		G.	Suggestion awards	1	2 2 2 2 2 2	3	4	5 5 5 5
	bThave never	seemil						Retirements	1	2	3	4	5
								Employee awards	1	2	3	4	5
7.	Who besides you reads you	ur copy	of Frontier N	News?				New routes	1	2	3	4	
	ASelf BSpouse		D	Friends			K.	Marketing programs	1	2	3	4	5
	B Spouse		E	No one				Industry news	1	2	3	4	5
	C Children						M.	Frontier views of					
								Industry news	]	2	3	4	5
8.	If you read Frontier News,	how mu	ch of it do y	ou read?				Employee activities	1	2	3	4	5
	A Less than 1/4		C	_ Between 1/2	and 3/4		0.	Features on Frontier		0	•		
	B Between 1/4	and ½	D	_ More than	3/4			departments	1	2	3	4	5
							P.	Compliment and		0	0		_
_	VA/In a A da con o da colhan con o	final name	-i F4i	. NI				complaint figures	1	2	3	4	5
9.	What do you do when you	nirst rec	eive Frontier	news?				Customer letters		2	3	4	5
	ALook at the	priotogr	apris				L.	Company history	1	2	3	4	5
	ALook at the BRead a parti CRead the en DThrow the r	tire per	CUON					News briefs		2 2 2 2	3	4	5
	C nead the en	nure new	spaper					Ryland viewpoint	1	2	3	4	5
	D Infow the r	iewspap	eraway				V.	Fuel update	1	2	3	4	5
	E. Other (specify)						1 V.	Fares		2	3	4	5

17.	Listed below are storie				vs. Please inc	dicate your	20.	To what degree do y	you find the fo	ormat of Fron	tier News:		
	interest in these by circ	cling the app	propriate nui						Very	Satisfactory	Somewhat	Not at all	No opinion
		Very Interesting	Interesting	Somewhat Interesting	Not Interesting	Didn't Read	A. B.	Attractive Appealing	1	2 2	3	4 4	5 5
Α.	Pricing: perplexing but profitable						C.	Readable	i	2	3	4	5
0	(Aug. 1980)	1_	2	3	4	5		content Appropriate for	1	2	3	4	5
В.	Employee sports (Aug. 1980)	1	2	3	4	5		frequency	1	2	3	4	5
C.	Fina Perez: FL's Ambassador in FSM						22.	How would you rate	the photogr	anhe usod in l	Eroption Nov	162	
D.	(Aug. 1980) Flight attendant anniversary	1	2	3	4	5	22.	A Ex-	cellent	D E	Poor No opini		
_	( June 1980)	1	2	3	4	5	23.	C Fa Frontier News is pre		rad to ampley	oo homos C	No vou	
⊏.	Ryland: How 1980 looks for Frontier		0	0		-	23.	A Pre	efer receiving	the newspape	er at home?		
F.	(April 1980) Zihuatanejo Song	1	2	3	4	5			ggest distribl opinion	iting the news	spaper to em	pioyees at	WORK
G.	Contest (Nov. 1979) Books donated to	1	2	3	4	5	24.	How long have you	been with Fr	ontier?			
Н.	ZIH library (Oct. 1980) WYS: A day at the Summer Station	1	2	3	4	5		B 1-4	nder 1 year 1 years 14 years	D E	15-24 ye 25 years	ars or over	
1.	(Aug. 1980) ATL: Opening day at Midfield Terminal	1	2	3	4	5	25.	Are you A Ma	anagement	В	Non-ma	nagement	
	(Oct. 1980)	1	2	3	4	5	26.	Are you A Non-	-contract emp	olovee			
18.	Listed below are poss in these by circling the			News. Pleas	se indicate yo	our interest		B Cont	tract employe	e you pay dues	6?		
		Very Interesting	Interesting		Not Interesting	No Opinion			ALPA AFA TWU				
Α.	Airline industry	1	2	3	4	5		G.					
В.	Management views	1	2	3	4	5 5	27.	Whore are you have	243				
C.		1	2	3	4	5	21.	Where are you base A Denv	eur general	offico			
D.	Management answers			0	4	_			ver - general i	onice			
_	to employee questions	1	2	3	4	5			er Frontier cit	N/			
E.	Employee safety		2	3	4	5							
F.	New equipment		2	3	4	5 5	28.	What kind of inform	ation are you	not getting fro	m Frontier th	at you woul	d like to have?
G. H.	Competition Company objectives		2	3			-						
1.	and plans Other (specify)	1	2	3	4	5							

19.	Listed below are several descriptive statements. Please indicate the degree to which	1
	each statement agrees with your evaluation of Frontier News.	1

		Agree Enthusias- tically	Agree	Somewhat Agree	Do Not Agree	No Opinion
A.	Useful information	1	2	3	4	5
B.	Interesting	1	2	3	4	5
C.	Well written articles	1	2	3	4	5
D.	Entertaining	1	2	3	4	5
E. F.	Enough photographs Enough coverage	1	2	3	4	5
	of my city	1	2	3	4	5
G.	Helps me know					
	Frontier	1	2	3	4	5
H.	Timely	1	2	3	4	5
1.	Accurate	1	2	3	4	5
J.	Believable	1	2	3	4	5

29.	Comments or suggestions for improving the content, format, delivery or frequency of Frontier News:						

## RETURN TO: DENGP



#### **FRONTIER AIRLINES**

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