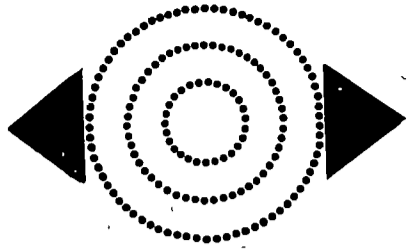


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VOLUME 2 NUMBER 5

MAY 15, 1984

Children get 99er's help

The North Dakota Chapter of the international organization of women pilots known as the 99er's, have organized a system to transport underprivileged children for medical treatment. The organizers of this system are Kay Vogel and Diana Dwelle, both residents of the Bismarck-Mandan area and 99er members. The system is designed to help transport these children that are in need of medical and surgical care that would not ordinarily receive this kind of care. This system helps supplement the work of many other groups that provide the necessary treatment for these children. The 99er's are working on the transportation of these children after the child has reached a point within 500 miles of their final destination. It's at this point that the 99er's are doing their best work. This group of people have volunteered their time and money to provide the planes, fuel, and pilot services to get the children to the medical facility that will give the kids the medical care they need. They are also providing transportation to other points for care that the primary location cannot provide.

The 99er's are asking the business community to help them accomplish this goal, to help as many children as possible. They need support in providing fuel in every way you would see fit to donate. Either in fuel itself or cash to purchase fuel. They would like to have com-



Kay Vogel - Diana Dwelle

"Healthier and more productive lives is our main goal in this project."

panies provide back-up aircraft in case of bad weather and they are unable to fly in certain conditions.

Also, pilot services would help when they cannot find a pilot qualified to fly under some condi-

tions. These pilots would be in the company owned aircraft for insurance reasons.

The 99er's enjoy providing what they can do to help the children gain a healthier, more productive life that otherwise available to

them.

If you care to help in any way, contact Kay or Diana, or your local chapter of the 99er's for more details.

So you think you found a bargain

A prospective aircraft buyer thought he would do good if he shopped the country for a good deal on an aircraft. After many hours of looking for an aircraft and many dollars spent and a very bad experience, the buyer finally decided to buy his aircraft from a local FBO dealer. This story is repeated all too often in the U.S. and with the same results.

While shopping for an aircraft in all the national publications, the prospective buyer found the aircraft that fit his criteria for buying to a tee, according to the description. Upon phoning the seller, the plane sounded better than he had anticipated. The buyer immediately made plans to see the plane and take it on a

check ride. With a loan arranged, money in the bank and plane tickets in hand to fly half way across the country to see this bargain, the buyer was ready to go.

Upon reaching his destination, the buyer proceeded to try and make contact with the seller only to find that the man he was to deal with was at an airport eighty miles further away. After many unsuccessful attempts to contact the seller, the buyer decided to rent a car and drive to the other airport. When the buyer arrived at the airport, he contacted the seller only to discover that he was not really the seller but was the brother-in-law of the plane owner

and was selling it for him. The plane was scheduled to be at the airport for viewing, but did not leave its home base as planned. The buyer was told the plane was not going to be there. If the buyer wanted to see it, he would have to go south about one thousand miles to the plane's home base.

The question now facing the buyer is: do I go south to see this bargain or go home? He is now suspicious, but decides to go south in the hopes it (the plane) is the bargain he thinks it is. He makes contact with the owner and makes arrangements to fly down to see the aircraft. Another two hundred dollars for an airplane ticket and off he goes.

Finally, at the home base of the

subject aircraft, the buyer meets the owner. The owner has told the buyer what a cream puff the aircraft is and agrees to drive the buyer to the satellite airport where the plane is hangared. When the buyer finally laid eyes on the "bargain" his eyes popped out of their sockets and his jaw fell to the hangar floor. The "cream puff" turned out to be a lemon.

Returning home, a little poorer and a whole lot wiser, the buyer contacted his local FBO and had them find his dream plane for him. It was found and he bought it. You may have seen him. He is the one that says nothing but good things about his local FBO.

Deliveries up

September was the best month in 1983 for deliveries of new aircraft by companies holding membership in the General Aviation Manufacturers Association.

The industry delivered 270 new aircraft, valued at \$170.2 million. While total units delivered were some 10 percent below the same month last year, billings were up 16.2 percent, due to an increase in deliveries of more expensive turbine-powered models.

"Both the August and September results this year reflect some optimism in the industry, especially as the past two months represent a trimming of factory inventories on the part of several manufacturers," GAMA President Edward Stimpson said.

"While recovery in this industry will be gradual," he continued, "I see optimism in the months and years ahead."

Executive Aviation, Jan./Feb. 1984

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Aerospace camp for teens at UND

Not long ago, an enterprising youngster could tag behind a pilot who was working on a plane. In return for washing the airplane or running errands, the pilot might offer the lucky boy or girl a ride in the sky.

But today, because of tighter security, boys and girls are not allowed past the airport gate. That fascination and curiosity about aviation are squelched. The University of North Dakota in Grand Forks is addressing this problem with a unique summer offer — an aerospace camp.

The University and Northwest Orient Airlines have redefined "summer camp". No more cranky counselors, mosquitoes or poison ivy. Instead, young men and women who are interested in airway science can start envisioning hot air balloons, airplanes and adventure. The goal of this innovative camp — the UND International Aerospace Camp — is to give high school students the opportunity to learn about the field of aerospace before college registration.

"In the past, summer camps have always been passive," Rick Molenaar, camp advisor, said. "The counselor took care of the campers, rather than allowing learning to take place. They will be active at their camp. The hands-on experience of the aerospace camp will serve to be invaluable to the participants, not only in experience but also in awareness of their chosen field of interest."

The UND International Aerospace Camp will acquaint campers with the complete spectrum of aerospace science. In just two weeks this summer, campers will fly a hot air balloon, airplane, helicopters, aerobatic plane and aircraft simulators. In addition, all campers will fly round trip to Minneapolis in a Boeing 727 and tour Northwest Airlines. They will see all sides of the aerospace industry; general aviation, ballooning (the beginning of aviation), helicopter aviation, commercial aviation and the military.

Camp will begin with the

history of aviation and go on to the basics of flying, advanced aviation and the space age. Leaders in aerospace education will be the flight instructors and teachers.

The campers will tour an agricultural aviation business, the Grand Forks Air Force Base, and fly for a look at the entire operation of Northwest Orient Airlines at the Minneapolis/St. Paul International Airport.

The camp is based at the UND Center for Aerospace Sciences, one of the nation's largest and most reputable college aviation programs. With 1,200 students, the Center operates about 60 aircraft and logs 50,000 hours a year, or about 1,000 hours a week, in flight time.

UND has one of the largest weather modification divisions in the world and the only building in the country designed exclusively of aerospace education. One feature of the building is the domeshaped atmosphere, only one of five in the world.

UND's and Northwest Orient's summer program is endorsed by the U.S. Air Force, and Civil Air Patrol, the North Dakota Aeronautics Commission and the Northern Lights Council of the Boy Scouts of America. The program is supported by NASA and Cessna Aircraft.

Students who will begin the ninth, 10th or 11th grades in the Fall of 1984, are eligible to attend the camp. The sessions are scheduled for June 4-15, June 25-July 6 and July 16-27, 1984. The fee of \$849 includes flight time, instruction, materials, lodging and meals.

More information about the UND International Aerospace Camp can be obtained by contacting Dawn Botsford at the UND Division of Continuing Education, Box 8277, University Station, Grand Forks, ND 58202, telephone (701) 777-2663, or Rick Molenaar, UND Center for Aerospace Sciences, Box 8216, University Station, telephone (701) 777-2791.

Minnesota Flyer, May 1984

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When feathered friends aren't



Spring marks the beginning of increased flying activity for birds as well as pilots. The start of annual migration and nesting in North America poses an increased potential for bird strikes, mostly at altitudes below 2,000 feet agl, especially during takeoffs and landings.

An equally serious problem around airports is nest building by birds in the most accessible portions of an aircraft. Peak nesting activity occurs during early spring. Airports with nearby garbage dumps, lakes, tall grasses, and seed-producing plants offer the most attractive environment for birds.

Prevention and preflight are the by-words to avoid the hazards of

engine overheating — and possible fire — from bird nests in the engine compartment. Cowl plugs or intake seals can be used to fill the various openings through which birds can bring nesting materials into an airplane's engine area or empennage. Using a flashlight during preflight inspections even during daylight hours will help locate nests in the dark corners of an aircraft.

Those pilots who fly aircraft with cowlings that are difficult to open and inspect thoroughly should be particularly alert to signs of bird activity around the aircraft such as bird droppings, torn paper, sticks, straw, and other nest-building evidence.

AOPA, April 1984

FAA airman exam changed

Effective March 1, the Federal Aviation Administration's airman written tests have been based on a new system enabling the use of 11 test question books. The new books contain an average of 1,000 questions each, and replace all of the 68 test booklets, question books and written test guides previously used.

"The books are designed to be used as a source of questions for official FAA written tests and also as study guides for use by applicants," the FAA stated. "Each new question book will include questions on subject matter appropriate to and required for the issuance of a particular certificate or rating in various aircraft categories." Applicants may purchase copies of the test question books for study, but may not use their personal copies while taking the written exams.

The books range in price from \$2.75 to \$8.00, and titles include Private Pilot, Commercial Pilot, Flight Instructor, Ground Instructor, ATP (FAR 121/Dispatcher/Navigator), ATP (FAR 135)/Rotorcraft Instrument Rating, Flight Engineer, Aviation Mechanic — General, Aviation Mechanic — Powerplant and Aviation Mechanic — Airframe. They are available from the

Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from GPO bookstores throughout the United States. During the written test, the applicant is provided with a question book and a question selection sheet. Each sheet instructs the applicant on which questions to answer. Numerous questions selection sheets are available for each test category. "This feature reduces the chance of applicants helping each other in the test room and prevents an applicant from being prepared with prior knowledge of the exact questions on the test," the agency states. "Soon after taking the test, the applicant will receive a test score and a list of the actual question number of each question answered incorrectly. Applicants may then refer to their copies of the question book to locate and identify the missed questions."

The FAA is accepting inquiries and comments concerning the new test system at: U.S. Department of Transportation, FAA, Aviation Standards National Field Office, Examination Standards Branch, AVN-130, P.O. Box 25082, Oklahoma City, Okla. 73125.

Aviation, May 1984

The North Dakota Beacon is looking for articles from your local area that would be of interest to all of North Dakota pilots...if you have an idea or article you would like to write please let us know.

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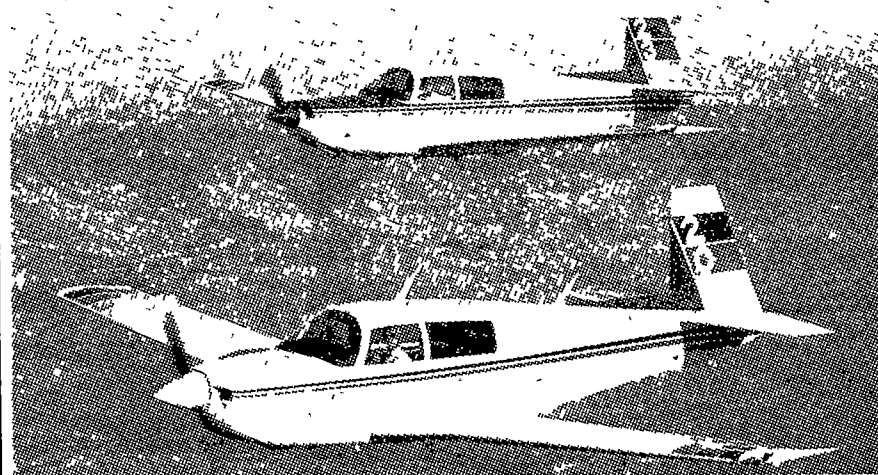
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Wahpeton receives grant

The FAA Administrator has allocated \$461,700 in Federal funds under the terms of the Fiscal Year 1984 Airport Improvement Program (AIP) for a project to perform the following development at Harry Stern Airport:

Extended and light (MIRL) Runway 15/33 (75' x 800'); construct Runway 33 extended safety area (150' x 600'); con-

struct turn-arounds, widen to 35' and light (MITL) connecting taxiway (2,700 SY); replace MIRL's on Runway 15/33 (3300 LF), seal and mark Runway 15/33, taxiway and apron (50,600 SY); install VASI's and REIL's at both ends of Runway 15/33.

The allocation of funds is the first step leading to the issuance of a Grant Offer, and is contingent upon all applicable Federal requirements being met.

The Wahpeton Airport Authority has changed the name of the airport from Breckenridge-Wahpeton Interstate Airport to Harry Stern Airport. The airport authority will also be doing an apron expansion paving project in the near future.

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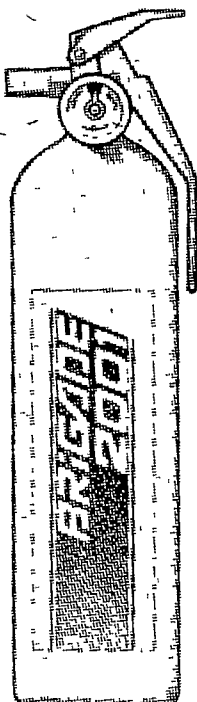
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Federal Express arrives in F-M

Federal Express Corp kicked off its air delivery service in Fargo-Moorhead Tuesday with a ribbon-cutting ceremony in the Fargo Chamber of Commerce.

David E. Becker, district managing director of Minneapolis, said the company specializes in door-to-door transportation of packages up to 125 pounds and documents to 40,000 communities in the United States and Canada.

Federal Express officially began service in the Fargo, Moorhead and West Fargo area as well as in other areas in North Dakota and northwestern Minnesota Monday.

Becker said Steven Lovejoy of Argusville, N.D., has been hired as the senior manager of operations in Fargo with headquarters in the Fargo Industrial Park at 1230 41st St. N.W.

Lovejoy has had eight years of management experience with United Parcel Service in Fargo and took over his new position with Federal Express last week.

The company has eight employees in Fargo and operates

five radio-dispatched vans for the pickup and delivery of packages and documents.

Federal Express operates its own fleet of 70 planes that include some small planes as well as 727s and DC-10 freighters.

Becker said packages and documents from anywhere in the company's nationwide system will be delivered to the consignee's doors in the Fargo-Moorhead area by 10:30 a.m. the next business day.

He said that the first day of local service amounted to 130 in bound packages in the Fargo-Moorhead area but only four out-bound packages.

"But we expect the volume to grow in the days ahead," he said. "We expect to have 20 vans operating in the Fargo-Moorhead area and we expect to have 30 employees here."

Federal Express is headquartered in Memphis. It was started there in 1972 by Frederick W. Smith and had revenues in 1983 of more than \$1 billion.

The Forum, May 2, 1984

FAA forecasts steady growth for light planes

The latest aviation forecasts offered by the Federal Aviation Administration call for "steady increases" in general aviation aircraft sales and flight activity through Fiscal Year 1995.

The FAA stated that "sustained growth close to historic levels" would prevail for the forecast period, with the general aviation fleet increasing from the present 210,000 aircraft to 287,000 in 1995.

"Contributing substantially to this increase will be the rise in the number of turbine-powered planes, a trend which reflects the growing use of general aviation aircraft in business," the FAA stated. "From now until 1995, the number of turbine-powered aircraft is expected to grow at two and a half times the rate of piston-powered planes. The total is expected to reach 18,000 by 1995, just about double the present

number. Similar growth is forecast for turbine-powered helicopters, which are expected to increase from 3,700 in FY 1983 to 8,400 in FY 1994."

The latest forecasts also anticipate growth in commuter airline operations, with commuter enplanements increasing at a faster rate than larger air carrier operations. A commuter growth rate of 7.4 percent annually is predicted, and "This would produce 46.1 million passengers in FY 1995, more than double the FY 1983 level of 19.5 million," the FAA said.

The nation's major airlines are expected to experience passenger enplanements increasing 4.6 percent each year during the next 12 years, passing the 500-million mark in the early 1990s.

Avionics, May 1984

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Piper Malibu sales brisk



The world's first pressurized, cabin class piston single became the only aircraft available worldwide in that category as Piper began deliveries of the Malibu in late November.

"This marks the beginning of what we fully expect to be one of Piper's longest and most successful production runs," remarked Max E. Bleck, Piper's president and chief executive officer, following brief delivery ceremonies.

"We're virtually sold out of the Malibu model for fiscal year 1984," Bleck continued. "And we're confident that this airplane will help lead Piper to a posture of profitability within the foreseeable future."

The first Malibu unit was delivered to William Barton, president of Atlanta Aircraft Sales, Inc., located at the Bear Creek Airport in Forest Park, Georgia. A total of 11 airplanes were expected to be delivered by the end of December.

Upon receiving FAA certification in September, the Malibu's cruise speeds — unmatched by any other production piston single — were found to be considerably higher than design specifications.

Originally projected at 208 knots, 196 knots and 182 knots at respective power settings of 75, 65 and 55 percent, the actual

numbers have turned out to be 216 knots, 206 knots and 197 knots.

Maximum speed also has jumped considerably, from 221 knots to 235 knots.

The Piper Malibu, powered by a new-design 310 horsepower Teledyne Continental TS10-520-BE engine, embodies state-of-the-art technology and engineering, Piper said.

An advanced, widebody fuselage cross-section provides the basis for the roomy passenger cabin and cockpit. The Malibu's comfort level is further enhanced by a 5.5 psi pressurization system that keeps the cabin at a comfortable 8,000 feet while flying at 25,000 feet — well above most weather and traffic. The Malibu has a climb rate of better than 1,140 feet per minute.

As a result of a recent maximum gross weight increase to 4,100 pounds, useful load for the standard, IFR-equipped Malibu is now more than 1,600 pounds, providing plenty of flexibility for extensive options, passengers baggage and fuel. A 14-cubic foot nose baggage area can easily accommodate large items such as golf clubs. When that's combined with the Malibu's rear compartment, baggage area totals 34 cubic feet.

Executive Aviation, Jan /Feb. 1984

Aviation news briefs

SUPER FSS: AOPA has called for immediate halt of construction of consolidated super flight service stations "until a new administrator has time to thoroughly review and evaluate the agency's current direction on FSS consolidation." The FAA has come under congressional criticism for a purported lack of definitive planning and scheduling for replacement of 317 FSS with 61 Automated FSS's nationwide.

SAFETY INSPECTIONS: The FAA has embarked on a massive airline inspection program involving about 1,000 government personnel and aimed at the 140 layer airlines and 260 commuter lines based in the United States. "The scope of this inspection may be unprecedented", a top aid to Transportation Secretary Elizabeth Dole said.

FLY-IN SEASON: May is the start of the Airport Fly-In Season. To those who are planning airshows and fly-ins, don't forget to have it printed in this newsletter. Deadline for news is the last day of the month for the issue mailed every next mid-month.

PILOT STATISTICS: New student pilots are fewer, used as a

good index to future aircraft sales, rose from 86,000 in 1982 to 95,000 in 1983; but ran about 130,000 in earlier years. Private licenses fell from 52,000 to 41,000; commercial from 11,000 to 8,800. This doesn't promise fast gains in flight hours and sales.

MISFUELING LIABILITY: Is a hot topic since a cargo plane at St. Louis was filled with jet fuel instead of avgas with fatal result. Airports are made accountable by FAR Part 139.51 (b), through fixed base operators to the fueling. The airports can be sued and AAIE estimates that airport insurance has gone up 25%.

CAB SUNSET: Will occur at year end. The DOT promises to maintain traffic data, consumer protection and essential air service work. DOT thinks no new law is needed.

WESTERN ESOP: An employee stock ownership plan (ESOP) was installed last year by Western Airlines. An ESOP is basically a retirement plan that invests primarily or exclusively in the company itself. According to the company plan gives "Western the highest percentage of employee ownership of any major U.S. airline" (32 percent).

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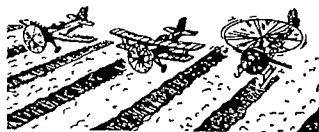
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Ultralight Fly-in scheduled

The Ultralight Fly In is scheduled for June 2nd and 3rd at Jim Shaw's Flying S Ranch, in Minot. All aircraft are invited, not just ultralights. It will start at noon

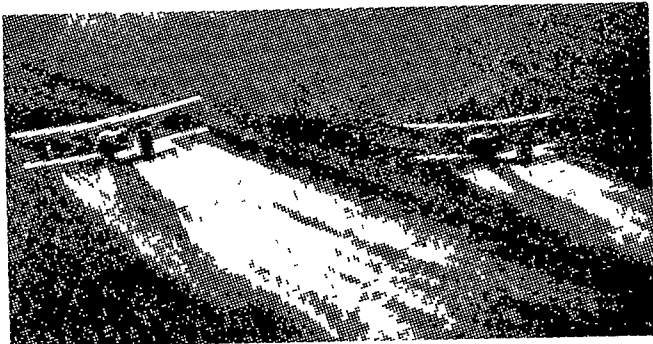
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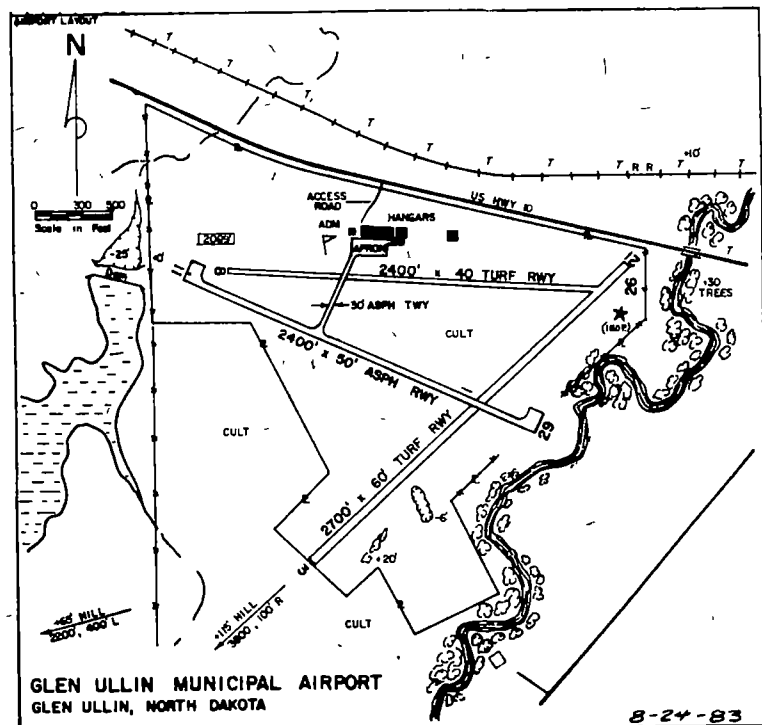
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Airport of the month



Glen Ullin

Finally the airports user will be able to land and take off without worrying about the mud and clay. A new 2400' x 50' asphalt rwy 11/29 was paved last summer. The past runways were mostly dirt and were creating problems for users especially in the spring.

Therefore, the Glen Ullin Airport Authority coordinated along with a highway contractor paving the road to Lake Tschida for an asphalt mat. The new runway alignment is away from the trees at the South East end and has good approaches at both ends. A connecting taxiway and apron was paved.

That Fall a local farmer brought an airplane to base on the new facility. This spring a new hangar

was constructed. This is typical of increased aviation interest being spurred by having a new paved airport facility.

The Airport Authority will be working on installing the runway lights this spring. They painted the runway numerals and centerline strips last fall. Turf runways 8/26 and 03/21 are closed until reseeding is completed in the future.

This airport paving was all possible due to the hard-working airport authority personnel in arranging finances, reduced construction methods, and self participation in undertaking some projects. The North Dakota Aeronautics Commission would like to acknowledge their efforts.

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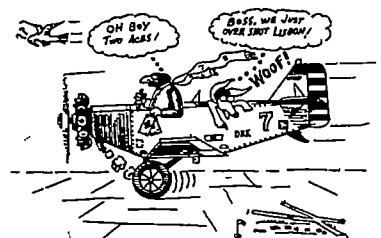
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**Valley City Poker Run
& Steak Fry**
June 10, 1984

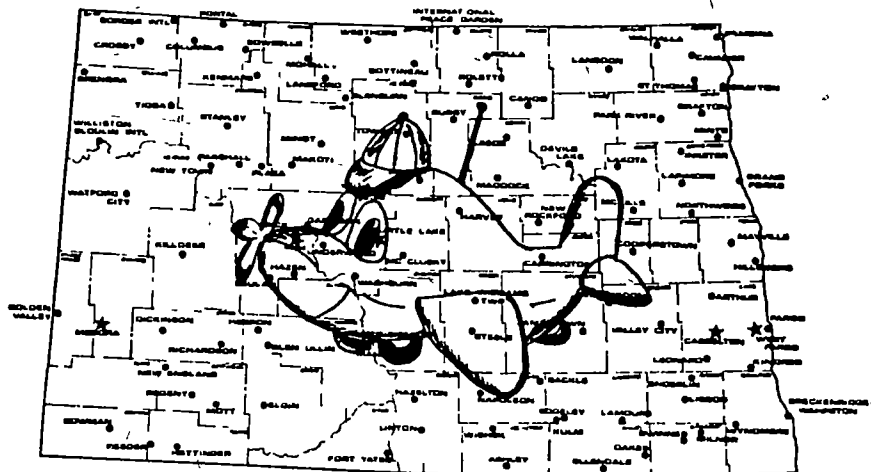


Valley City - Enderlin - Whapeton - Lisbon - Jamestown
- CASH PRIZES • DRAWINGS -

ENTRY FEE \$15.00 on day of the event (includes steak fry) Drawings will be at 17:45 CDT Contest open to pilots and passengers We will compare hands NO LATER THAN 17:30 CDT Steak fry starts at 16:00 CDT at the Valley City Airport They may start the 'Poker Run' from any of the points along the route, as long as they finish in Valley City before the 17:30 deadline Contact "POKER RUN" c/o General Air Service, Box 96, Valley City, ND 58072 Questions Jon Kreidelcamp, 701 845 4175, Larry Lindemann 701 845 2587

RAIN DATE June 17th, money will be refunded after two rain outs
WE ASSUME NO LIABILITY NOT RESPONSIBLE FOR ACCIDENTS

Around The State



VALLEY CITY The Barnes County Airport Authority has received bids to do a rubber-crack filling maintenance project on the airport asphalt surfaces. Under their federal grant assurances, an airport sponsor must maintain their airport if federal bonds were received on a project. The recycled asphalt paving reconstruction project done in 1980 was funded 90% with a federal grant. The airport authority is presently requesting a state grant to match 50% of the cost for the crack filling.

GARRISON The Airport Authority is working on hangar and airport land lease agreements so that a new aviation mechanic business and hangar can be developed on the airport. Additionally, a rodeo and ball park is planned on airport land. The leases must be written as to not restrict the safe and efficient use of the airport.

TIOGA The Airport Authority will be reviewing plans for the future hangar development on the airport. They may also consider updating the airport layout plan so they have a guidance document to follow timely growth and development of their airport in years to come.

WINNER Runway lights and rotating beacon are temporarily inoperative and expect to be repaired soon. The runway of 5032' x 60' asphalt surface will be in need of a seal coat in the next few years. The airport has approximately 9 based aircraft.

PORTAL Airport is closed for public use. The runway doesn't yet have the white crosses installed at its runway ends to delineate the closure. Lack of use, interest, liability, and maintenance were reasons for closure.

LISBON The active airport of 14 based aircraft has finished numerous projects the last few years. A seal coat, new runway lighting system, painting of displaced threshold over entrance road, windsock installation are examples of their maintenance work.

MOHALL Mohall is running out the bugs of the NDB installation. Last month, the airport's cracks were routed, cleaned and filled with rubberized asphalt. The local F.B.O. is preparing for the spray season and possible grasshopper problems of early spring hatch.

PARK RIVER The airport will be seal coated with the help of the county crew. The airport was built in the late 70's and a seal coat should last 5 to 7 years to preserve pavement life.

1984 North Dakota aircraft regulations

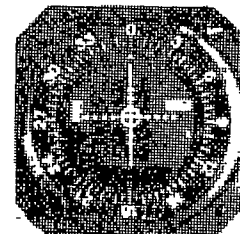
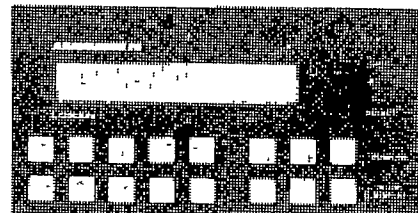
As of May 1st over 1,250 North Dakota aircraft and ultralight registrations for 1984 have been issued. About 500 aircraft owners have yet to return their application.

May 15th is the deadline to get your aircraft or ultralight vehicle application postmarked to avoid a late penalty.

License applications have been mailed to 200 commercial aerial

application firms in North Dakota for 1984 aerial spraying licenses. Last year there were 311 aircraft and helicopters used for aerial spraying in North Dakota.

In 1983 North Dakota aerial applicators set an all time high of 4.1 million acres of crops treated by air for control of weeds, insects, for fertilizing and for other purposes.



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FOR MORE INFORMATION CONTACT: Dickinson Area Chamber of Commerce, Drawer C, Dickinson, North Dakota 58601 Telephone 701-225-5115.

Where are the regulations?

Members frequently ask why it takes so long for regulatory proposals to surface in final form after users have submitted comments.

Here is how the system works. New federal regulations are controlled by the Administrative Procedures Act which specifies exactly how proposed regulations, and changes, are moved through a federal agency. Certain checks and balances are prescribed to ensure that a new rule is correctly processed. However, additions to the act have slowed the process to a crawl.

Involvement by such external agencies as the Department of Transportation (DOT) and the Office of Management and Budget (OMB) have added months to processing regulations. Internal scrutiny by management analysts and economists have further slowed the process.

Here is an update on some of the proposals the industry is waiting for.

- Duration of Airman Medical Certificates. The Notice of Proposed Rule Making (NPRM) was published December 2, 1982, comments closed March 2, 1983. This is the response to AOPA's petition to extend the duration of the third class medical certificate from two to five years, depending upon the age of the holder. This NPRM received an overwhelming

amount of support but is still trapped in the "system"

- Student Recreational, Student other than Recreational and Private Pilot Certificates Petition published March 15, 1982, comments closed June 15, 1982. The important "recreational pilot" proposal to provide a more economical entry into aviation may be issued in April as an NPRM, but don't count on it

- Revision and Realignment of General Operating and Flight Rules (FAR part 91). NPRM issued September 10, 1981; comment period closed December 9, 1981. This is an important simplification and restructuring of the most basic of all the Federal Aviation Regulations (FARs). It is currently bogged down within the FAA

AOPA, April 1984

FSS Dickinson to go 24 hours

FSS Dickinson was scheduled to resume 24 hour operations on 4/1/84. Although it is necessary to continue part-time operations because of staffing shortage, we have been informed that someone will be assigned to Dickinson in August 1984. Upon successful completion of all required training and certification, Dickinson FSS will resume 24 hour operations. This should occur on or about January 1, 1985

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Want Ads

CLASSIFIED RATES: 50¢ per word, \$10 minimum. Send all ads for classified to ND Beacon, P.O. Box 493, Bismarck, North Dakota 58502. Checks or money order must accompany ad.

WANTED: Selective Student Projects for recovering and refurbishing; also engine overhauls. Contact: Dakota Aero Tech, Box 5534, Fargo, ND 58105 701/237-5305.

WANTED: Articles for the North Dakota Beacon. Call Doug Keen, 258-5556.

FOR SALE: 1976 Skyhawk 1600 T.T., radios, plus transp, one owner. \$15,500. Call Ben, Jamestown, North Dakota, 701-252-2150.

FOR SALE: 1979 Champ 2300 T.T.; 800 SMOH, full electric, new cover, skis, \$7750. Call Ben, Jamestown, North Dakota, 701-252-2150.

New Braniff thinks big

Braniff, no matter what it does, appears to be an airline given to theatrics. In its rise, it defined post-deregulation excess, and gobbled up a string of new markets with all the subtlety of Henry VIII going through a shank of mutton, and in its fall, well, in its fall, it went down like a hot-headed gunner in a WWII movie, clutching the wheel, cursing the enemy, but unable, alas, to pull out of its tailspin. Now, as if it knows no other way, it stays, in its resurrection, true to form, and was planning the largest single-day service inauguration in airline history on March 1.

First, the facts. On the day it was scheduled to poke its head from the tomb, Braniff planned to impress its 30 727-200s into service from Dallas/Fort Worth Airport to 18 cities; for a total of 82 DFW departures and 172 departures systemwide.

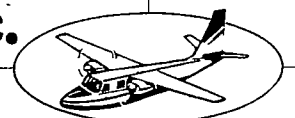
Second (and in the inspiration of second-thoughts the new Braniff has something in common with its predecessor), the problems. At presstime, Braniff had not yet procured necessary landing rights at New York's LaGuardia and Washington — two markets it plans to serve — and had not posted complete schedule listings in the Feb. 1 edition of the Official Airline Guide, although company officials did not seem overly concerned with the lack of certainty,

and pointed out that there would be changes in the Feb. 15 OAG. Some observers, in fact, put forth the opinion that Braniff was purposely keeping the public in the dark, in order to leave its system fluid and open to adjustment, to weave a veil of secrecy for the SEC, and, most of all, to maintain the ability to surprise its competitors.

Indeed, if Braniff's intention was to keep competitors ignorant of its plans, it appeared to be succeeding, for at presstime the industry was still divided about the new/old airline's direction, and could only offer contradictory surmise. In regard to fares, in particular, some questions remained, with some observers taking Braniff's OAG listing on faith and going with the general belief that Braniff would not seek to undercut its rivals, and others betting, just betting, that Braniff would go with low introductory fares in an attempt to lure travelers and restore itself to the good graces of consumers. While at least one of the airline's competitors, American believed that Braniff would cast a vote for stability and rely on "product differences" for its competitive edge, it seemed, as time went on, that the only certainty was uncertainty, and that Braniff, nearly two years after pulling the plug, had not lost its ability to arouse speculation.

Airline Executive, March 1984

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