

**AIR  
TRANSPORT  
1995**

.....  
The Annual Report  
of the U.S. Scheduled  
Airline Industry



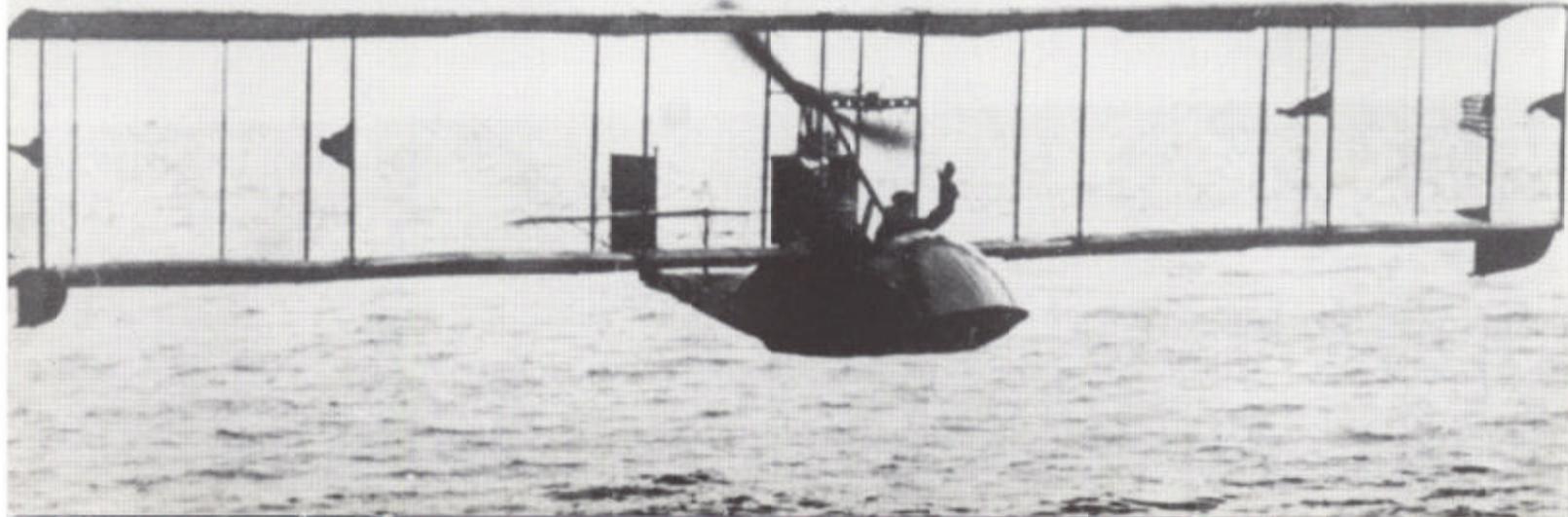
**TEN  
BILLION**

**Passengers**

**Safely**

**Flown**

Pilot Tony Jannus and passenger A.C. Pheil fly the first commercial passenger airline service on the St. Petersburg — Tampa Airboat Line, January 1, 1914.  
(Photo courtesy of the St. Petersburg Museum of History.)



#### PRESIDENT'S MESSAGE

In June 1995, the U.S. airline industry will carry its 10 billionth passenger in scheduled commercial service. The industry has come a long way since that first 21-mile flight from St. Petersburg to Tampa on January 1, 1914, and while it took several decades for airline service to catch on, the development of modern jets coupled with airline deregulation in 1978 has helped make the U.S. airline industry the leading inter-city mass transportation system in this country.

The celebration of the industry's 10 billionth passenger is unfortunately clouded by one other number: \$13 billion, which is the amount the industry has lost over the past five years. 1994 saw those losses narrow considerably — to \$279 million — in large part due to lower fuel prices and the sacrifices which airline employees and airline stockholders have made during industry restructuring. Nevertheless, the industry did post another loss last year.

1994 was a preview of what ATA expects the industry to look like for the next few years: capacity, in terms of available seat miles, increased only slightly as carriers postponed or canceled the acquisition of new aircraft; load factors, measuring the percentage of seats filled, reached record levels; jet service to smaller markets was replaced with commuter service; revenue increased slowly while prices for both passenger and cargo services declined. Because revenue growth has been limited by competition and what passengers and shippers are willing to pay, airlines have placed increasing emphasis on reducing or containing costs as the path to profitability. This emphasis has been and will continue to be intense, with all cost elements, except safety, subject to scrutiny.

With that in mind, a unified airline industry has already spent much of 1995 working to repeal a federal aviation fuel excise tax scheduled to go into effect on October 1, 1995. This new 4.3 cents per gallon tax is expected to cost the industry at least \$530 million per year and will wipe out many of the cost savings which airlines have worked so hard to achieve. While many in Congress agree that the tax is a bad idea, there is still much to be done if the industry is to be successful in its repeal efforts, and undoubtedly, repealing the tax and heading off any other new taxes and fees will be the focus of our attention for the rest of this year.

As the new president and chief executive officer of ATA, I am impressed by the industry's commitment to safety, and excited about the challenges it faces and the potential which the airlines hold in terms of economic growth and international trade. During its deliberations in 1993, the Commission to Ensure a Strong, Competitive Airline Industry did much to highlight the importance of the industry to policy makers, the press and the public. ATA will continue to carry that message as the industry prepares for the coming 21st century.



Sincerely,

*Carol B. Hallett*

Carol B. Hallett  
President & CEO

May, 1995

## 1994 HIGHLIGHTS

	1994		Percent Change	1993		Percent Change	
	1994	1993		1993	1994		
<b>TRAFFIC</b>							
Passengers Enplaned (000)	488,520	528,376	8.2	63,945,223	64,849,649	1.4	
Domestic Service	443,172	481,302	8.6	48,660,457	49,209,332	1.1	
International Service	45,348	47,074	3.8	15,284,766	15,640,317	2.3	
Revenue Passenger Miles (000)	489,684,421	513,161,222	6.0	Freight and Express Revenues	6,662,389	7,113,946	6.8
Available Seat Miles (000)	771,640,648	783,839,740	1.6	Mail Revenues	1,211,631	1,188,578	-1.9
Passenger Load Factor (%)	63.5	66.2		Total Operating Revenues	84,559,213	87,567,451	3.6
Aircraft Departures	7,245,336	7,510,546	3.7	Total Operating Expenses	83,121,041	84,801,434	2.0
Cargo Revenue Ton Miles (000)	14,119,818	15,989,691	13.2	Operating Profit	1,438,172	2,766,017	
Freight and Express Revenue Ton Miles (000)	11,943,536	13,720,625	14.9	Net Profit*	(2,135,626)	(279,407)	
Mail Revenue Ton Miles (000)	2,176,223	2,269,066	4.3	Rate of Return on Investment (%)	-0.4	5.3	
Total Revenue Ton Miles (000)	63,088,250	67,894,853	7.6	Operating Profit Margin (%)	1.7	3.2	
				Net Profit Margin (%)	-2.5	-0.3	

\* Excludes 1993 fresh start accounting extraordinary gains of Continental and Trans World.

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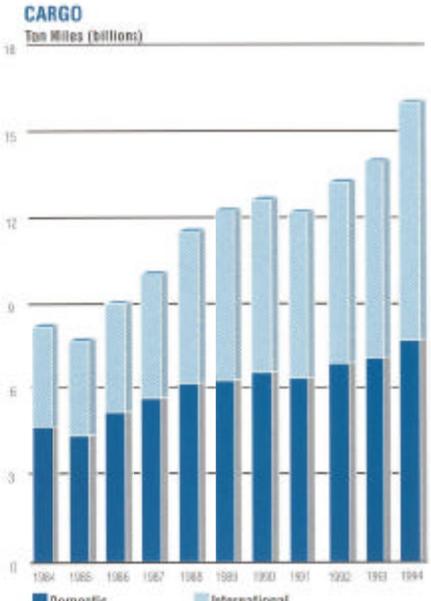
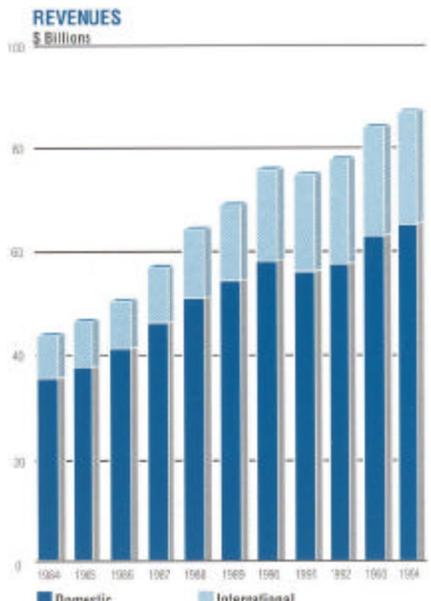
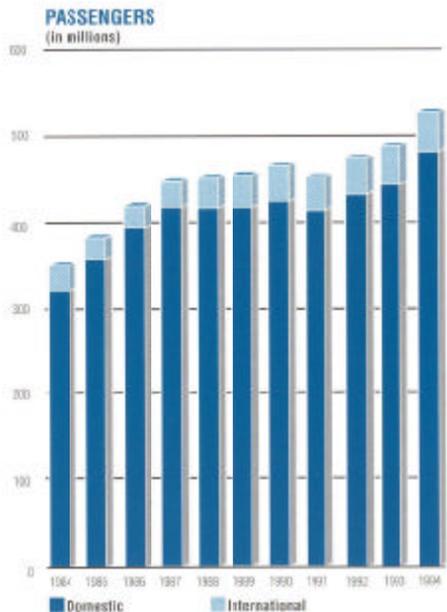
## 1984-1994 SUMMARY U.S. Scheduled Airlines

	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994
<b>Traffic-Scheduled Service</b>											
Revenue Passengers Enplaned (000)	344,683	382,022	418,546	447,678	454,814	453,692	465,560	452,301	475,108	488,520	528,376
Revenue Passenger Miles (000)	305,115,855	336,403,021	366,545,856	404,471,484	423,301,569	432,714,309	457,926,286	447,954,829	478,553,708	489,684,421	519,161,222
Available Seat Miles (000)	515,323,339	547,788,432	607,435,847	648,720,938	676,802,326	684,375,879	733,374,893	715,199,140	752,772,435	771,640,648	783,839,740
Revenue Passenger Load Factor (%)	59.2	61.4	60.3	62.3	62.5	62.4	62.4	62.6	63.6	63.5	66.2
Average Passenger Trip Length (Miles)	885	881	875	903	931	954	984	990	1,007	1,002	983
Freight and Express Ton Miles (000)	6,566,571	6,030,543	7,344,054	8,260,278	9,632,219	10,275,002	10,546,329	10,225,199	11,129,712	11,943,595	13,720,625
Aircraft Departures	5,448,150	5,835,474	6,426,570	6,591,309	6,689,564	6,622,061	6,923,593	6,782,782	7,060,633	7,245,336	7,510,546
<b>Financial</b>											
Passenger Revenues (\$000)	36,839,345	39,235,809	40,066,033	44,940,391	50,295,686	53,802,067	58,453,215	57,091,675	59,626,487	63,945,223	64,849,649
Freight and Express Revenues (\$000)	2,859,419	2,680,715	5,627,996	6,398,156	7,477,731	6,892,754	5,431,627	5,508,572	5,915,650	6,662,389	7,113,946
Mail Revenues (\$000)	712,070	889,575	838,278	923,022	971,807	955,453	970,475	957,077	1,184,205	1,211,631	1,188,578
Charter Revenues (\$000)	1,112,050	1,279,812	1,268,899	1,611,673	1,697,793	2,051,883	2,676,581	3,717,358	2,801,163	3,081,990	3,471,050
Total Operating Revenues (\$000)	43,825,047	46,654,414	50,524,533	56,945,709	63,748,886	69,315,854	76,141,739	75,158,493	78,140,243	84,559,213	87,567,451
Total Operating Expenses (\$000)	41,573,536	45,238,150	49,201,632	54,516,820	60,312,383	67,504,587	78,054,094	76,943,234	80,584,703	83,121,041	84,801,434
Operating Profits (\$000)	2,151,511	1,426,264	1,322,901	2,428,889	3,436,503	1,811,267	(1,912,355)	(1,784,741)	(2,444,460)	1,438,172	2,766,017
Interest Expenses (\$000)	1,540,377	1,588,306	1,692,548	1,845,388	1,845,762	1,944,388	1,978,163	1,776,994	1,742,641	2,026,793	2,335,135
Net Profits (\$000)*	624,668	862,715	(234,609)	583,398	1,685,599	127,902	(3,921,002)	(1,940,157)	(4,791,284)	(2,135,626)	(279,407)
Revenue Per Passenger Mile (¢)	12.1	11.7	11.9	11.1	11.9	12.4	12.8	12.7	12.5	13.1	12.5
Rate of Return on Investment (%)	9.9	9.6	4.9	7.2	10.8	6.3	(6.0)	(0.5)	(9.3)	(3.4)	5.3
Operating Profit Margin (%)	4.9	3.1	2.6	4.3	5.4	2.5	(2.5)	(2.4)	(3.1)	1.7	3.2
Net Profit Margin (%)	1.9	1.8	(0.5)	1.0	2.6	0.2	(5.1)	(2.6)	(6.1)	(2.5)	(0.3)
<b>Employees</b>	345,079	355,113	421,686	457,349	480,553	506,728	545,809	533,566	540,413	537,111	543,325

Note: Federal Express began reporting as a Section 401 carrier in 1986 and is included in 1986 and later years.

\* Excludes fresh start accounting extraordinary gains of Continental and Trans World in 1993.

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## TOP 25 AIRLINES IN 1994

### Scheduled Service

Carriers certificated under Section 401, Federal Aviation Act

	Passengers (000)	Revenue Passenger Miles (000)	Freight Ton Miles (000)	Total Operating Revenues (\$000)	
1 Delta	88,922	1 United	107,968,110	1 American	14,951,125
2 American	81,082	2 American	98,735,550	2 United	13,887,154
3 United	74,070	3 Delta	86,298,231	3 Northwest	12,345,784
4 USAir	59,494	4 Northwest	57,851,349	4 Federal Express	8,998,534
5 Northwest	45,496	5 USAir	37,940,181	5 United	8,925,316
6 Southwest	44,238	6 Continental	37,509,894	6 Delta	6,578,593
7 Continental	39,947	7 Trans World	24,692,395	7 Continental	4,796,183
8 Trans World	20,880	8 Southwest	19,789,354	8 Trans World	3,349,515
9 America West	15,629	9 America West	12,198,973	9 Southwest	2,416,563
10 Alaska	8,885	10 Alaska	7,529,006	10 United Parcel Service	1,464,306
11 Aloha	5,032	11 Continental Micronesia	4,097,771	11 America West	1,414,317
12 Hawaiian	4,576	12 American Trans Air	3,017,313	12 Alaska	1,079,316
13 Simmons	4,517	13 Hawaiian	2,860,837	13 DHL Airways**	818,796
14 Horizon Air	3,481	14 Tower	2,766,173	14 Continental Micronesia	676,286
15 Morris	3,393	15 Markair	1,999,646	15 American Trans Air	581,177
16 Reno	3,370	16 Morris	1,831,640	16 Tower	367,983
17 Atlantic Southeast	3,120	17 Reno	1,622,087	17 Atlantic Southeast	312,090
18 Continental Micronesia	2,281	18 Carnival	1,335,413	18 Hawaiian	306,075
19 Markair	2,094	19 KIWI	984,064	19 American Intl	287,033
20 ValuJet	1,968	20 Midwest Express	972,750	20 Evergreen	267,706
21 Trans States	1,700	21 Simmons	946,698	21 Horizon Air	255,905
22 American Trans Air	1,696	22 ValuJet	938,574	22 Aloha	229,822
23 Business Express	1,640	23 Atlantic Southeast	781,035	23 Markair	221,363
24 Air Wisconsin	1,613	24 Horizon Air	733,398	24 World	203,010
25 Executive Airlines	1,274	25 Aloha	675,796	25 Morris	197,150

\* Includes non-scheduled service \*\* Financial data for DHL Airways is for the 12 months ended September 30, 1994.



### TOP 30 DOMESTIC AIRLINE MARKETS\*

#### Passengers – Outbound plus Inbound

(Twelve Months Ended June, 1994)

1 New York	Los Angeles	2,321,910	16 Honolulu	Lihue, Kauai	1,323,120
2 New York	Chicago	2,164,240	17 Los Angeles	Phoenix	1,322,530
3 New York	Boston	2,111,250	18 New York	West Palm Beach	1,289,270
4 New York	Miami	2,174,220	19 Los Angeles	Honolulu	1,255,820
5 Honolulu	Kahului, Maui	2,116,680	20 Los Angeles	Oakland	1,216,900
6 New York	Washington	2,147,840	21 Honolulu	Kona, Hawaii	1,158,500
7 Dallas/Ft. Worth	Houston	2,124,240	22 Chicago	Los Angeles	1,132,240
8 Los Angeles	San Francisco	2,164,500	23 Boston	Washington	1,100,120
9 New York	San Francisco	1,826,970	24 Honolulu	Hilo, Hawaii	1,082,210
10 New York	Orlando	1,883,570	25 San Francisco	San Diego	1,049,700
11 New York	Ft. Lauderdale	1,753,460	26 Chicago	St. Louis	1,023,190
12 New York	Atlanta	1,716,300	27 New York	Tampa	980,720
13 New York	San Juan	1,657,460	28 New York	Dallas/Ft. Worth	975,510
14 Los Angeles	Las Vegas	1,301,880	29 Chicago	Minneapolis	938,070
15 Chicago	Detroit	1,365,900	30 Chicago	Atlanta	922,680

\* Includes all commercial airports in a metropolitan area. Does not include connecting passengers.

Source: DOT Origin/Destination Survey

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### LEADING U.S. AIRPORTS – 1994

#### PASSENGERS (Arriving & Departing)

Chicago O'Hare	66,435,252	Detroit	26,797,876
Atlanta	54,090,579	Phoenix	25,619,704
Dallas/Ft. Worth	52,601,125	Boston	25,360,104
Los Angeles	51,050,275	Minneapolis/St. Paul	24,513,419
San Francisco	34,550,652	St. Louis	23,362,671
Denver	33,129,126	Houston	22,521,655
Miami	30,203,269	Honolulu	22,473,611
New York Kennedy	28,799,275	Orlando	22,347,412
Newark	27,995,721	Seattle	20,972,819
Las Vegas	26,810,020	New York LaGuardia	20,808,242

#### CARGO TONS (Enplaned & Deplaned)

Memphis	1,653,289	San Francisco	686,902
Los Angeles	1,545,025	Dayton	655,418
New York Kennedy	1,443,234	Indianapolis	540,278
Louisville	1,340,114	Oakland	497,453
Miami	1,332,800	Philadelphia	479,454
Chicago O'Hare	1,255,844	Boston	475,747
Newark	860,249	Seattle	415,121
Anchorage	821,471	Honolulu	396,337
Atlanta	804,172	Denver	384,268
Dallas/Ft. Worth	724,496	Minneapolis/St. Paul	375,328

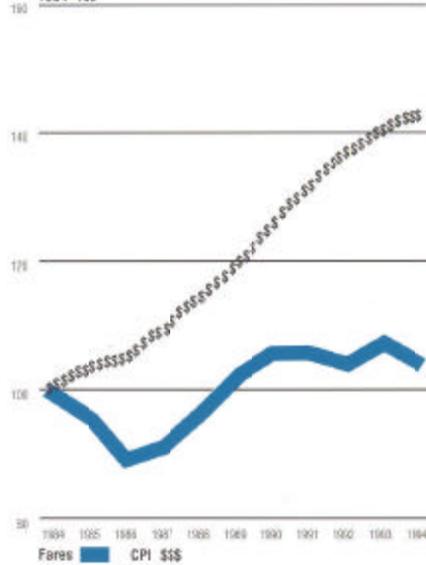
Source: Airports Council International



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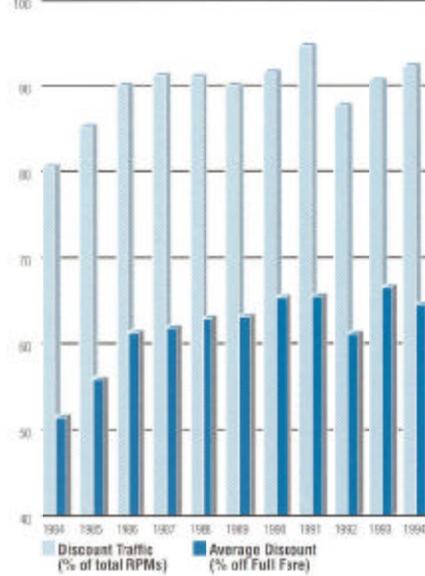
### FARES vs CONSUMER PRICES

1984-100

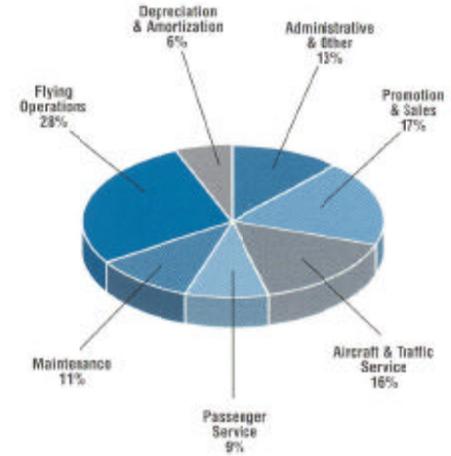


### DISCOUNT TRAFFIC

Percent



### EXPENSES



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### SAFETY

#### U.S. Air Carriers

Scheduled Service – Aircraft With 30 Seats or More

Year	Departures (Millions)	Fatal Accidents	Fatalities	Fatal Accidents Per 100,000 Departures
1984	5.4	1	4	0.018
1985	5.8	4	197	0.069
1986	6.4	2	5	0.016*
1987	6.6	4	231	0.046*
1988	6.7	3	285	0.030*
1989	6.6	8	131	0.121
1990	6.9	6	39	0.087
1991	6.8	4	62	0.059
1992	7.1	4	33	0.057
1993	7.2	1	1	0.014
1994	7.5	4	237	0.053

\* Sabotage caused accidents are included in Accidents and Fatalities but not in the Accident Rates.

Source: National Transportation Safety Board



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## AIR TRAVEL SURVEY

	1983	1992	1993
<b>Percent of adults who have:</b>			
Ever flown.....	66%	76%	77%
Flown in past 12 months.....	22	33	33
<b>Purpose of trips taken:</b>			
Business Trips.....	51	57	48
Pleasure/Personal Trips.....	49	43	52

Source: Gallup/ATA Survey

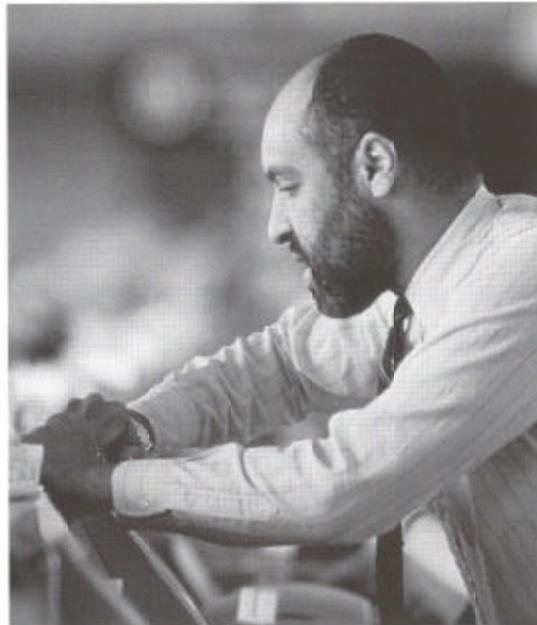
## FAA AVIATION FORECASTS

### Commercial Air Carriers FY 1995-2006

Fiscal Year	Passengers (millions)	RPMS (billions)	Jet Aircraft	Domestic Departures (millions)
1995.....	549.6	536.9	4,474	6.8
1996.....	581.9	566.8	4,582	7.0
1997.....	615.3	597.7	4,725	7.2
1998.....	641.6	627.2	4,908	7.4
1999.....	666.9	656.7	5,049	7.5
2000.....	691.2	685.0	5,196	7.7
2001.....	715.8	713.7	5,404	7.8
2002.....	740.6	742.9	5,621	7.9
2003.....	766.1	773.3	5,853	8.0
2004.....	792.0	804.3	6,080	8.1
2005.....	817.9	836.2	6,309	8.2
2006.....	844.9	869.3	6,531	8.3



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## EMPLOYMENT

U.S. Scheduled Airlines	1984	1993	1994
Pilots and Copilots.....	29,962	52,086	53,203
Other Flight Personnel.....	7,035	8,094	7,787
Flight Attendants.....	60,251	64,977	67,085
Mechanics.....	42,558	57,454	56,124
<b>Aircraft and Traffic</b>			
Service Personnel.....	100,621	242,791	248,786
Office Employees.....	72,369	39,617	41,346
All Other.....	32,283	52,092	48,994
<b>Total Employment.....</b>	<b>345,079</b>	<b>537,111</b>	<b>543,325</b>

## Average Compensation per Employee

	1984	1993	1994
Salaries and Wages.....	\$33,906	\$41,560	\$43,230
Benefits and Pensions.....	5,696	9,958	10,959
Payroll Taxes.....	2,326	3,104	3,166
<b>Total Compensation.....</b>	<b>\$41,928</b>	<b>\$54,622</b>	<b>\$57,355</b>

## PASSENGER YIELD

Revenue per Passenger Mile (¢)	1984	1993	1994
Domestic.....	12.7	13.7	13.0
International.....	9.5	11.3	11.2
<b>Total.....</b>	<b>12.1</b>	<b>13.1</b>	<b>12.5</b>

## FREIGHT AND EXPRESS YIELD

Revenue per Freight & Express Ton Mile (¢)	1984	1993	1994
Domestic.....	50.2	71.4	72.1
International.....	35.9	42.7	36.4
<b>Total.....</b>	<b>43.6</b>	<b>55.8</b>	<b>51.9</b>

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## ATA AIRLINE STATISTICS – 1994

	Number of Aircraft	Employees	Aircraft Departures	Passengers (000)	Revenue Passenger Miles (000)	Passenger Revenues (\$000)	Cargo Revenues (\$000)	Total Operating Revenues (\$000)	Operating Profit/(Loss) (\$000)	Net Profit/(Loss) (\$000)
Alaska	72	6,314	132,083	8,885	7,529,006	891,443	75,956	1,079,318	62,118	22,571
Alfa	16	1,825	71,959	5,032	675,796	188,808	31,494	229,822	(475)	560
America West	87	9,934	184,644	15,629	12,196,573	1,312,472	44,232	1,414,317	146,376	62,239
American	647	86,633	872,798	81,062	98,735,550	12,817,565	771,728	14,951,125	911,583	268,493
American Trans Air	41	3,276	15,567	1,686	3,017,313	240,668	—	581,177	8,851	3,486
Continental	330	35,880	535,310	39,947	37,509,694	4,223,941	181,521	4,796,183	(86,262)	(613,342)
Delta	542	66,975	976,329	88,922	86,298,231	11,216,125	680,427	12,345,794	(215,110)	(159,687)
DHL**	24	5,336	61,286	—	—	—	361,140	818,796	28,160	21,829
Evergreen*	23	495	1,063	—	—	—	36,840	267,706	(3,643)	(23,496)
Federal Express	471	85,536	273,430	—	—	—	3,490,515	8,998,534	599,497	276,941
Hawaiian	20	2,298	55,790	4,576	2,860,837	280,177	14,846	306,075	(11,374)	163,238
KWI	15	766	13,321	1,115	984,064	111,556	970	117,212	(17,961)	(18,954)
Midwest Express	19	1,213	29,266	1,168	972,750	162,725	8,715	184,493	8,944	5,817
Northwest	361	42,756	546,570	45,496	57,851,349	7,730,606	755,754	8,929,316	876,474	429,843
Reeve Aleutian	5	285	2,735	38	31,511	10,607	7,567	21,150	(3,417)	(1,367)
Southwest	199	14,991	588,786	44,238	19,789,254	2,305,084	52,199	2,416,563	289,938	179,331
Trans World	185	25,309	275,389	20,880	24,692,335	2,517,772	149,932	3,348,515	(217,380)	(411,837)
United	543	72,469	730,006	74,070	107,968,110	12,127,691	684,815	13,887,154	512,969	40,136
United Parcel Service*	173	3,829	104,607	—	—	—	242,835	1,484,306	76,121	40,794
USAir	424	43,073	882,269	59,494	37,940,181	5,992,223	160,364	6,578,593	(505,145)	(716,183)
<b>Associate Members</b>										
Air Canada	103	18,422	NA	9,908	14,995,000	3,172,000	334,000	4,024,000	244,000	129,000
Canadian	84	13,677	104,494	6,931	12,872,098	2,079,944	230,853	2,488,971	63,574	(29,991)
KLM-Royal Dutch	101	23,591	NA	NA	21,975,700	NA	NA	NA	NA	NA

\* Includes non-scheduled service. NA = Not Available

\*\*Financial data for DHL Airways is for the 12 months ended September 30, 1994.



767-300ER



737-500

## AIRCRAFT OPERATING STATISTICS – 1994

Figures are averages for most commonly used models

	Number of Seats	Speed Airborne	Flight Length	Fuel (Gallons Per Hour)	Aircraft Operating Cost Per Hour
B747-400	397	507	4,639	3,393	\$6,592
B747-100	393	478	3,131	3,590	5,571
B747-200/300	355	494	3,879	3,701	7,257
DC-10-40	288	444	1,901	2,596	3,904
L-1011-100/200	283	429	1,422	2,376	3,783
DC-10-10	280	439	1,577	2,254	4,504
DC-10-30	266	479	2,788	2,551	4,349
A300-600	262	393	1,162	1,752	3,648
MD-11	260	484	3,435	2,302	5,024
L-1011-500	222	486	3,162	2,534	3,958
B767-300ER	219	452	2,252	1,583	3,100
B757-200	186	397	1,119	1,028	2,362
B767-200ER	179	443	2,160	1,407	2,973
A310-300	172	465	2,864	1,513	3,597
B727-200	148	357	707	1,260	2,241
A320-100/200	148	384	990	788	1,808
B737-400	146	346	645	786	1,931
MD-80	139	353	731	898	1,828
B737-300	130	344	574	767	1,826
DC-9-50	120	289	369	891	1,884
B737-100/200	112	311	419	612	1,727
B737-500	111	347	573	730	1,590
DC-9-40	109	315	524	628	1,816
DC-9-30	99	302	430	809	1,578
F-100	97	302	465	762	1,637
DC-9-10	71	296	409	733	1,351



767-300ER



767-300ER

## OPERATING FLEET – ATA AIRLINES

As of December 31, 1994

	ALASKA	ALPHA	AMERICA WEST	AMERICAN	AMERICAN TRANS AIR	CONTINENTAL	DELTA	DHL	EVERGREEN	FEDERAL EXPRESS	HAWAIIAN	KIWI INTERNATIONAL	MIDWEST EXPRESS	NORTHWEST	REEVE ALUTIAN	SOUTHWEST	TRANS WORLD	UNITED	UNITED PARCEL SERVICE	USAIR	AIR CANADA	CANADIAN	KLM ROYAL DUTCH	TOTAL
B-747						5			12	6				41			11	51	15		9	3	29	182
MD-11				17			11			13													6	47
DC-10				24		19				35	7			29				39				10		163
L-1011					14		56										15				3			89
B-767				67			55										11	42		9	22	11		230
A300				35		21				6														62
A310							13			5													8	36
DC-8																								60
B-757			13	81	8	11	84	5	3					33				88	47	27				392
A320			17											50				21			34	12		134
B-727				88	19	65	134	19		158		15		55	2		41	75	59	6				736
MD-80	42					67	120						2	8			45			31				315
DC-9				260		31			8		13		17	145			58			72	35			639
B-737	30	16	57			111	69									199		227		220	48	27		1014
F-100				75																40				121
Saab 340B																							11	11
F-50																							10	10
F-28																				19			4	33
F-27										32														32
L-188															3									3
DHC-7																								0
CESSNA 208										216														216
<b>TOTALS</b>	<b>72</b>	<b>16</b>	<b>87</b>	<b>647</b>	<b>41</b>	<b>330</b>	<b>542</b>	<b>24</b>	<b>23</b>	<b>471</b>	<b>20</b>	<b>15</b>	<b>19</b>	<b>361</b>	<b>5</b>	<b>199</b>	<b>186</b>	<b>543</b>	<b>173</b>	<b>424</b>	<b>103</b>	<b>84</b>	<b>101</b>	<b>4485</b>

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B-777



B-737

## AIRCRAFT ON ORDER – ATA AIRLINES

As of December 31, 1994

Aircraft Type	Number		Firm Order Delivery Dates			
	Firm	Options	1995	1996	1997	1998 & Beyond
<b>Airbus</b>						
A300	19	94	7	4	5	3
A320	53	0	8	7	5	33
A330	16	0				16
<b>Boeing</b>						
B-737	227	314	49	19	22	137
B-747	4	49			2	2
B-757	109	121	36	22	9	42
B-767	48	51	11	8	7	22
B-777	39	34	11	5	15	8
<b>Fokker</b>						
100	0	75				
<b>McDonnell Douglas</b>						
MD-80	6	40	2	2	2	
MD-90	31	72	11	5	5	10
MD-11	6	37	2	2		2
<b>Totals</b>	<b>558</b>	<b>887</b>	<b>137</b>	<b>74</b>	<b>72</b>	<b>275</b>

The value of firm aircraft orders was \$29 billion.



MD-11



A320

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## TRAFFIC AND OPERATIONS DATA

### U.S. Scheduled Airlines

	1993			1994		
	Domestic	International	Total	Domestic	International	Total
<b>Passenger Traffic – Scheduled Service</b>						
Revenue Passengers Enplaned (000)	443,172	45,348	488,520	481,302	47,074	528,376
Revenue Passenger Miles (000)	354,176,730	135,507,591	489,684,421	378,846,419	140,314,803	519,161,222
Available Seat Miles (000)	571,489,249	200,151,399	771,640,648	585,102,123	198,737,617	783,839,740
Revenue Passenger Load Factor (%)	62.0	67.7	63.5	64.7	70.6	69.2
Average Length of Haul (Miles)	799	2,388	1,002	787	2,981	983
<b>Cargo Traffic (Revenue Ton Miles) – Scheduled Service</b>						
Total (000)	7,130,296	6,991,522	14,119,818	7,704,858	8,234,833	15,989,691
Freight and Express (000)	5,457,548	6,486,147	11,943,595	5,945,942	7,774,683	13,720,625
U.S. Mail (000)	1,672,748	505,475	2,178,223	1,758,916	510,150	2,269,066
<b>Overall Traffic and Operations Data</b>						
Total Revenue Ton Miles – Charter service (000)	4,349,825	2,244,173	6,593,998	4,938,055	2,330,766	7,318,821
Total Revenue Ton Miles – All services (000)	46,837,801	22,784,463	69,622,264	50,520,599	24,633,063	75,213,682
Total Available Ton Miles – All services (000)	86,337,720	39,941,369	126,329,589	91,329,834	41,833,698	133,163,472
Ton Mile Load factor – All services (%)	54.3	57.0	55.2	55.3	59.0	56.5
Revenue Aircraft Departures – Scheduled services	6,840,139	405,256	7,245,395	7,094,676	415,870	7,510,546
Revenue Aircraft Miles – Scheduled services (000)	4,027,043	877,586	4,904,629	4,217,025	879,210	5,096,235
Revenue Aircraft Hours – Scheduled services	9,815,005	1,753,140	11,558,145	10,184,164	1,758,911	11,943,075

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## INCOME STATEMENT (\$000)

### U.S. Scheduled Airlines

	1993			1994		
	Domestic	International	Total	Domestic	International	Total
<b>Operating Revenues:</b>						
Passenger	48,660,457	15,284,766	63,945,223	49,209,332	15,640,517	64,849,849
Freight and Express	3,895,648	2,765,741	6,661,389	4,286,145	2,827,801	7,113,946
Mail	974,721	236,910	1,211,631	976,527	212,051	1,188,578
Charter	1,999,099	1,062,891	3,061,990	2,748,992	1,222,056	3,471,048
Public Service	2,771	333	3,104	4,297	0	4,297
Other	7,700,344	1,954,532	9,654,876	8,342,631	2,297,100	10,639,731
Total Operating Revenues	63,233,040	21,326,173	84,559,213	65,367,924	22,199,527	87,567,451
<b>Operating Expenses:</b>						
Flying Operations	17,622,442	5,528,306	23,150,748	17,721,700	5,791,506	23,513,206
Maintenance	7,024,931	1,965,598	8,990,529	7,177,443	2,024,893	9,202,336
Passenger Service	5,241,301	2,174,581	7,415,882	5,306,963	2,310,661	7,617,624
Aircraft & Traffic Servicing	10,172,059	3,071,768	13,243,827	10,398,814	3,511,859	13,910,673
Promotion and Sales	9,385,721	5,339,096	14,724,817	9,788,663	4,329,205	14,117,868
Administrative	3,353,610	902,340	4,255,950	3,545,476	1,133,839	4,779,315
Transport Related	4,734,916	1,503,442	6,238,358	5,289,931	1,585,383	6,875,314
Depreciation and Amortization	3,621,445	1,077,435	4,698,880	3,753,617	1,230,481	4,984,098
Total Operating Expenses	61,157,475	21,963,566	83,121,041	63,362,607	21,718,827	85,081,434
<b>Operating Income or (Loss)</b>	<b>2,075,565</b>	<b>(637,393)</b>	<b>1,438,172</b>	<b>2,285,317</b>	<b>480,700</b>	<b>2,766,017</b>
<b>Other Income or (Expense)</b>						
Interest Expense	(1,568,907)	(457,826)	(2,026,733)	(1,788,922)	(546,213)	(2,335,135)
Income Taxes	(475,894)	267,198	(208,696)	(727,557)	(60,732)	(788,289)
Other	(1,426,570)	69,261	(1,357,309)	31,805	66,195	98,000
<b>Net Profit or (Loss)*</b>	<b>(1,395,866)</b>	<b>(738,760)</b>	<b>(2,135,626)</b>	<b>(199,357)</b>	<b>(80,050)</b>	<b>(279,407)</b>
<b>Operating Profit Margin (%)</b>	<b>3.3</b>	<b>-3.0</b>	<b>1.7</b>	<b>3.5</b>	<b>2.2</b>	<b>3.2</b>
<b>Net Profit Margin (%)</b>	<b>-2.2</b>	<b>-3.5</b>	<b>-2.5</b>	<b>-0.3</b>	<b>-0.4</b>	<b>-0.3</b>

\* Excludes fresh start accounting extraordinary gains of Continental and Trans World. These gains of \$1,508,000,000 and \$908,470,000 respectively were generated when debt was forgiven in the process of emerging from bankruptcy in 1993.

\* Data for DHL Airways is for the 12 months ended September 30, 1994.

## BALANCE SHEET (\$000)

### U.S. Scheduled Airlines

	1993	1994
<b>Assets</b>		
Current Assets	17,820,742	17,779,282
Investments and Special Funds	5,221,166	6,963,808
Flight Equipment Owned	51,513,465	51,949,728
Ground Equipment & Property	15,438,164	15,675,987
Reserve for Depreciation (Owned)	(24,948,923)	(26,411,875)
Leased Equipment & Property Capitalized	6,371,076	6,733,360
Reserve for Depreciation (Leased)	(2,218,684)	(2,521,034)
Other Property	10,840,563	10,527,078
Deferred Charges	2,361,834	2,416,617
Total Assets	82,399,203	83,062,951
<b>Liabilities</b>		
Current Liabilities	24,066,245	25,276,042
Long-Term Debt	18,374,664	17,374,703
Other Non-Current	18,526,579	18,860,057
Deferred Credit	8,191,863	8,658,693
Stockholders' Equity - Net of Treasury Stock	13,240,052	12,893,456
Preferred Stock	11,152	9,693
Common Stock	485,457	482,866
Other Paid-in Capital	10,514,577	10,385,653
Retained Earnings	2,526,804	2,390,404
Less: Treasury Stock	297,997	461,866
Total Liabilities and Stockholders' Equity	82,399,203	83,062,951

## DEFINITION OF TERMS

**U.S. Scheduled Airlines.** Carriers certified by the Federal government under Section 401 of the Federal Aviation Act permitting the operation of large aircraft larger than 60 seats.

**Revenue Passenger Mile.** One fare-paying passenger transported one mile.

**Available Seat Mile.** One seat transported one mile.

**Revenue Passenger Enplanements.** The total number of revenue passengers boarding aircraft in scheduled service, including origination, stopover or connecting passengers.

**Scheduled Service.** Transport service operated over the routes of a U.S. scheduled airline, based on published flight schedules, including extra sections.

**Load Factor.** The percentage of seating or freight capacity which is utilized.

**Revenue Ton Mile.** One ton of revenue traffic (passengers and cargo) transported one mile.

**Available Ton Mile.** One ton of capacity (passengers and cargo) transported one mile.

**Air Cargo.** Total volume of freight, mail and express traffic transported by air. Statistics include the following:

**Freight and Express -** Commodities of all kinds - includes small package counter services, express services and priority reserved freight.

**U.S. Mail -** All classes of mail transported for the U.S. Postal Service.

**Net Profit Margin.** Net profit after interest and after taxes as percent of operating revenues.

**Operating Profit Margin.** Operating profit (operating revenues minus operating expenses) as percent of operating revenues.

**Return on Investment.** Net profit plus interest expense (or long-term debt) divided by long-term debt plus stockholder's equity (net worth).

## ATA OFFICERS

**Carol B. Halliell**  
President & Chief  
Executive Officer

**J. Roger Fleming**  
Senior Vice President,  
Operations & Services

**Edward A. Merlis**  
Senior Vice President,  
External Affairs

**Robert Warren**  
General Counsel

**John M. Meeran**  
Vice President,  
Administration

**John R. Ryan**  
Vice President,  
Air Traffic Management

**Michael Rioux**  
Vice President,  
Engineering, Maintenance  
& Materiel

**Nestor H. Pylypec**  
Vice President,  
Industry Services

**Nathaniel Wilson**  
Vice President,  
International Affairs

**Albert H. Prest**  
Vice President,  
Operations

**Richard T. Brandenburg**  
Treasurer and  
Chief Financial Officer

## U.S. SCHEDULED AIRLINES

Data for the following 88 carriers are included herein.

### Majors

(Annual revenues of over \$1 billion)

**America West**  
**American**  
**Continental**  
**Delta**  
**Federal Express**  
**Northwest**  
**Southwest**  
**Trans World**  
**United**  
**United Parcel Service**  
**USAir**

### Nationals

(Annual revenues of \$100 million to \$1 billion)

Air Wisconsin  
**Alaska**  
**Aloha**  
American Int'l  
**American Trans Air**  
Atlantic Southeast  
Business Express  
Carnival  
Continental Micronesia  
**DHL Airways**  
Emery  
**Evergreen**  
**Hawaiian**  
Horizon Air  
Markair  
**Midwest Express**  
Morris  
Simmons  
Southern Air  
Sun Country  
Tower  
Trans States  
USAir Shuttle  
Westair  
World

### Regionals

(Annual revenues of under \$100 million)

AV Atlantic  
Aerial  
Air South  
Air Transport Int'l  
Almark  
Airtran  
Amerijet  
Arrow  
Atlas Air  
Buffalo  
Capitol Air  
Casino Express  
Challenge Air Cargo  
Eagle Airlines  
Empire  
Executive Airlines  
Express One  
Fine Airlines  
Florida West  
Frontier  
Great Americans  
Infl Cargo Xpress  
Key  
Kitty Hawk  
**KIWI**  
MGM Grand  
Miami Air  
Midway  
Millon  
Northern American  
Northern Air  
Patriot  
Polar Air  
Private Jet  
**Reeve**  
Reno  
Rich  
Ryan International  
Sierra Pacific  
Spirit Air  
Sportflight  
Trans Air Link  
Trans American Charter  
Trans Continental  
UFS, Inc.  
USA Jet  
USAirca  
Ultrail  
Valujet  
Viscount  
Worldwide  
Wrangler  
Zantop

## ATA BOARD OF DIRECTORS

**John F. Kelly**  
Alaska Airlines

**Glenn R. Zander**  
Aloha Airlines

**William A. Franke**  
America West Airlines

**Robert L. Crandall**  
American Airlines

**George Mikelsons**  
American Trans Air

**Gordon Bethune**  
Continental Airlines

**Ronald W. Allen**  
Delta Air Lines

**Patrick Foley**  
DHL Airways

**Ronald A. Lane**  
Evergreen Int'l Airlines

**Frederick W. Smith**  
Federal Express

**Bruce R. Nobles**  
Hawaiian Airlines

**Danny Wright**  
KWI International Air Lines

**John H. Dasburg**  
Northwest Airlines

**Herbert D. Kelleher**  
Southwest Airlines

**Jeffery H. Erickson**  
Trans World Airlines

**Gerald Greenwald**  
United Airlines

**Thomas H. Weidemeyer**  
United Parcel Service

**Seth E. Schofield**  
USAir

## ATA MEMBER AIRLINES - 1995

**Alaska Airlines**  
P.O. Box 68900  
Seattle-Tacoma Int'l Airport  
Seattle, Washington 98168-0900  
(206) 433-3200

**Aloha Airlines**  
P.O. Box 30028  
Honolulu, Hawaii 96820-0228  
(808) 836-4101

**America West Airlines**  
4000 E. Sky Harbor Blvd.  
Phoenix, Arizona 85034  
(602) 693-0800

**American Airlines**  
P.O. Box 619616  
DFW Airport, Texas 75261-9616  
(817) 963-1234

**American Trans Air**  
P.O. Box 51609  
Indianapolis International Airport  
Indianapolis, Indiana 46251-0609  
(317) 247-4000

**Continental Airlines**  
2929 Allen Parkway  
Houston, Texas 77019  
(713) 834-5000

**Delta Air Lines**  
Hartsfield Atlanta International Airport  
Atlanta, Georgia 30320-9998  
(404) 715-2600

**DHL Airways**  
333 Twin Dolphin Drive  
Fedwood City, California 94065-1496  
(415) 593-7474

**Evergreen International Airlines**  
3850 Three Mile Lane  
McMinnville, Oregon 97126-9496  
(503) 472-0011

**Federal Express**  
P.O. Box 727  
Memphis, Tennessee 38132  
(901) 369-3600

**Hawaiian Airlines**  
P.O. Box 30008  
Honolulu International Airport  
Honolulu, Hawaii 96820-0008  
(808) 525-5511

**KIWI International Air Lines**  
Hemisphere Circle  
U.S. 1&9 South  
Newark, New Jersey 07114  
(201) 645-1133

**Midwest Express Airlines**  
4915 S. Howell Ave.  
Milwaukee, Wisconsin 53207  
(414) 747-0000

**Northwest Airlines**  
Minneapolis-St. Paul Int'l Airport  
St. Paul, Minnesota 55111-3075  
(612) 726-2111

**Reeve Aleutian Airways**  
4700 West International Airport Road  
Anchorage, Alaska 99502-1091  
(907) 243-1112

**Southwest Airlines**  
Box 36611, Love Field  
Dallas, Texas 75235-1625  
(214) 904-4000

**Trans World Airlines**  
One City Centre, 19th Floor  
St. Louis, Missouri 63101  
(314) 589-3000

**United Airlines**  
P.O. Box 6E100  
Chicago, Illinois 60666-0100  
(708) 952-4000

**United Parcel Service**  
55 Glen Lake Parkway N.E.  
Atlanta, Georgia 30328  
(404) 828-6238

**USAir**  
2345 Crystal Drive  
Crystal Park 4  
Arlington, Virginia 22227  
(703) 416-7000

### Associate Members

**Air Canada**  
P.O. Box 14000  
Air Canada Center  
St. Laurent, Quebec  
Canada H4Y 1H4  
(514) 422-5000

**Canadian Airlines International**  
700 2nd St., S.W., Suite 2800  
Calgary, Alberta  
Canada T2P 2W2  
(403) 294-2000

**KLM - Royal Dutch Airlines**  
Amsterdamsedijk 55  
Schiphol Airport  
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