



AIR TRANSPORT

1996

ANNUAL
REPORT



PRESIDENT'S MESSAGE

As you can see from our cover, ATA turns 60 this year — but we're hardly geriatric! To the contrary, ATA is more energetic than ever in its quest to serve the airlines and their customers and make the U.S. airline industry bigger and better in the years to come.

Back when it was founded in 1936, ATA's primary mission was to help stabilize a fledgling industry through government regulation of routes and rates. Today we play a different, but equally important, role as we work to help airlines improve safety and control their costs so they can continue to offer consumers the high levels of service and low fares they've come to expect.

It's a tough challenge, but clearly we are making progress. In 1995, U.S. airlines had one of their safest years ever, and the industry had its first net profit after five years of losses. It finally turned the corner financially, which is cause for celebration. However, a note of caution is also in order. The airlines accumulated a lot of new debt during the downturn, and the industry's capital needs in the years ahead are enormous as it completes the task of replacing the oldest, noisiest jets with the newest, environmentally-friendly technology.

The key to achieving these and other important industry goals is continued profitability, and that is why ATA is fighting so hard against excessive taxation, airport revenue diversion, and needless regulation. The airlines are willing to do their share in support of government programs through the income and property taxes all businesses pay. They're willing to cover the costs they impose on the government for air traffic control services and airports. But a capital-intensive industry with razor-thin profit margins cannot be expected to do something extra toward federal deficit reduction by paying special taxes on jet fuel, or to help cities hire more police by letting

them take money from airports. And airlines cannot stand by while bureaucrats in Washington cook up new regulations that truly have no safety benefit and thus do nothing but raise the cost of traveling and shipping by air — such as the proposed regulations for pilot duty and rest periods. The airlines consider safety their highest priority, but I challenge anyone to find a legitimate safety benefit in that proposal.

ATA is perhaps best known for these high-profile political battles, but it also does many other things to save the industry money, increase productivity, and boost revenues by making air travel more attractive. The Air Travel Card, for example, is helping airlines market their services to business travelers at lower cost. Its passenger services department has just concluded work on new industry standards so airlines will soon be able to issue tickets electronically for interline travel, and a newly expanded air traffic services staff at ATA is literally working day and night with FAA controllers to resolve congestion problems that have plagued air travel for years.

So it's an exciting time at ATA, with many important challenges as we look ahead to the next 60 years!



Sincerely,

Carol B. Hallett

Carol B. Hallett
President & CEO

June, 1996

1995 HIGHLIGHTS

	1994	1995	Percent Change		1994	1995	Percent Change	
TRAFFIC								
Passengers Enplaned (000)	528,848	547,384	3.5	FINANCIAL (\$000)	Passenger Revenues	65,421,539	69,484,871	6.2
Domestic Service	481,755	498,611	3.5		Domestic Service	49,724,068	53,213,546	7.0
International Service	47,093	48,773	3.6		International Service	15,697,471	16,271,325	3.7
Revenue Passenger Miles (000)	519,381,688	540,399,434	4.0		Freight and Express Revenues	7,283,927	8,480,085	16.4
Available Seat Miles (000)	784,330,936	806,612,491	2.8		Mail Revenues	1,183,268	1,265,351	6.9
Passenger Load Factor (%)	66.2	67.0			Total Operating Revenues	88,313,425	94,325,335	6.8
Aircraft Departures	7,531,026	8,053,582	6.9		Total Operating Expenses	85,599,970	88,432,993	3.3
Cargo Revenue Ton Miles (000)	16,061,707	16,911,208	5.3		Operating Profit	2,713,455	5,892,342	
Freight and Express Revenue					Net Profit	(344,115)	2,376,763	
Ton Miles (000)	13,792,157	14,568,416	5.6		Rate of Return on Investment (%)	5.2	12.0	
Mail Revenue Ton Miles (000)	2,269,550	2,342,792	3.2		Operating Profit Margin (%)	3.1	6.2	
Total Revenue Ton Miles (000)	67,988,918	70,951,154	4.4		Net Profit Margin (%)	(0.4)	2.5	

2

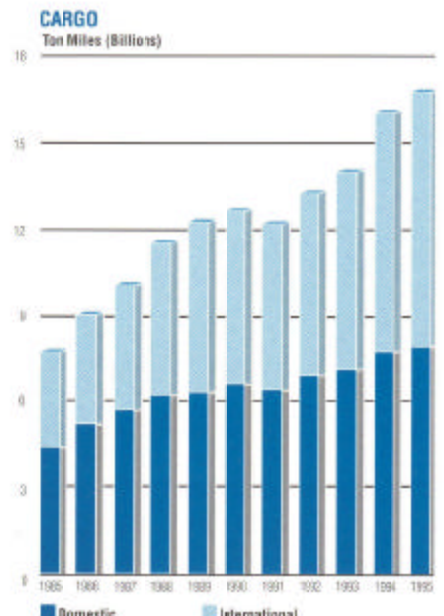
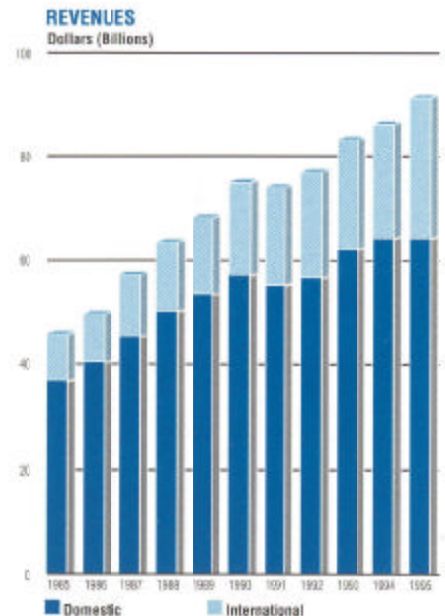
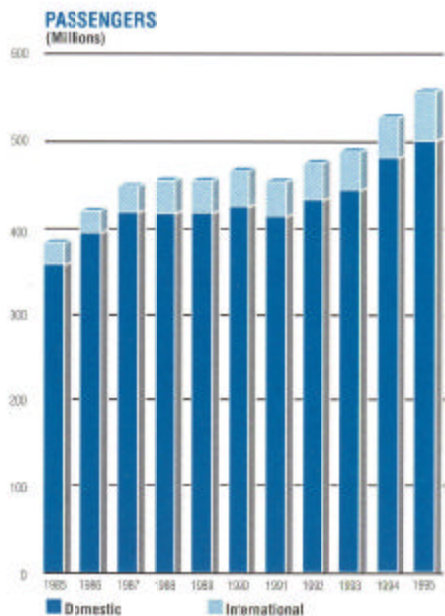
1985-1995 SUMMARY U.S. Scheduled Airlines

	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995
Traffic-Scheduled Service											
Revenue Passengers Enplaned (000)	382,022	418,946	447,678	454,614	453,692	465,560	482,301	475,108	488,520	528,848	547,384
Revenue Passenger Miles (000)	336,403,021	366,545,855	404,471,484	423,301,559	432,714,309	457,926,286	447,964,829	478,553,708	489,684,421	519,381,688	540,399,434
Available Seat Miles (000)	547,788,432	607,435,847	648,720,938	676,802,328	684,375,876	733,374,893	715,199,140	752,772,435	771,640,648	784,330,936	806,612,491
Revenue Passenger Load Factor (%)	61.4	60.3	62.3	62.5	63.2	62.4	62.6	63.6	63.5	66.2	67.0
Average Passenger Trip Length (Miles)	881	875	903	931	954	984	990	1,007	1,002	982	987
Freight and Express Ton Miles (000)	5,030,543	7,344,054	8,260,278	9,632,219	10,275,002	10,546,329	10,225,199	11,129,712	11,943,595	13,792,157	14,568,416
Aircraft Departures	5,835,474	6,425,978	6,581,309	6,699,564	6,622,080	6,923,593	6,782,782	7,050,633	7,245,395	7,531,026	8,053,582
Financial											
Passenger Revenues (\$000)	39,235,809	40,056,093	44,940,391	50,295,686	53,802,067	58,453,215	57,091,675	59,828,487	63,945,223	65,421,539	69,484,871
Freight and Express Revenues (\$000)	2,680,715	5,627,996	6,398,156	7,477,731	6,892,754	5,431,627	5,506,572	5,915,650	6,662,389	7,283,927	8,480,085
Mail Revenues (\$000)	889,575	838,278	923,022	971,807	955,455	970,475	967,077	1,164,205	1,211,631	1,183,268	1,265,351
Charter Revenues (\$000)	1,279,612	1,268,899	1,611,673	1,697,793	2,051,883	2,676,581	3,717,358	2,801,163	3,081,990	3,548,428	3,327,343
Total Operating Revenues (\$000)	45,664,414	50,524,933	56,985,709	63,748,886	69,315,854	76,141,739	75,198,493	78,140,243	84,559,213	88,313,425	94,325,335
Total Operating Expenses (\$000)	45,238,150	49,201,832	54,516,820	60,312,383	67,504,587	78,054,094	78,943,234	80,584,703	83,121,041	85,599,970	88,432,993
Operating Profits (\$000)	1,426,264	1,323,101	2,468,889	3,436,503	1,811,267	(1,912,355)	(1,744,741)	(2,444,460)	1,438,172	2,713,455	5,892,342
Interest Expenses (\$000)	1,588,306	1,692,548	1,695,388	1,845,762	1,944,388	1,978,163	1,776,994	1,742,641	2,026,793	2,347,478	2,415,267
Net Profits (\$000)*	862,715	(234,909)	593,398	1,685,599	127,902	(3,921,002)	(1,940,157)	(4,791,284)	(2,135,626)	(344,115)	2,176,763
Revenue Per Passenger Mile (¢)	11.7	10.9	11.1	11.9	12.4	12.8	12.7	12.5	13.1	12.6	12.9
Rate of Return on Investment (%)	9.6	4.3	7.2	10.8	6.3	(6.0)	(0.5)	(9.3)	(0.4)	5.2	12.0
Operating Profit Margin (%)	3.1	2.6	4.3	5.4	2.6	(2.5)	(2.4)	(3.1)	1.7	3.1	6.2
Net Profit Margin (%)	1.8	(0.5)	1.0	2.6	0.2	(5.1)	(2.6)	(6.1)	(2.5)	(0.4)	2.5
Employees	355,113	421,686	457,349	480,553	506,728	545,309	533,565	540,413	537,111	539,759	546,987

Notes: 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.

3



TOP 25 AIRLINES IN 1995

Scheduled Service

Carriers certificated under Section 401, Federal Aviation Act

	Passengers (000)
1 Delta	86,909
2 American	79,511
3 United	78,664
4 USAir	56,674
5 Southwest	50,039
6 Northwest	49,313
7 Continental	35,013
8 Trans World	21,551
9 America West	16,802
10 Alaska	10,084
11 ValuJet	5,145
12 Aloha	5,103
13 Simmons	4,379
14 Hawaiian	4,776
15 Reno	3,353
16 Horizon Air	3,796
17 Continental Express	3,356
18 Atlantic Southeast	3,367
19 Continental Micronesia	2,585
20 American Trans Air	2,400
21 Mesa	2,143
22 Business Express	1,742
23 Trans States	1,725
24 KIWI	1,554
25 Carnival	1,524

	Revenue Passenger Miles (000)
1 United	111,538,987
2 American	102,668,856
3 Delta	85,108,494
4 Northwest	62,502,670
5 USAir	37,619,365
6 Continental	35,512,767
7 Trans World	24,905,303
8 Southwest	23,330,073
9 America West	13,272,740
10 Alaska	8,544,956
11 American Trans Air	4,582,003
12 Continental Micronesia	4,528,830
13 Tower	3,567,522
14 Hawaiian	3,167,236
15 ValuJet	2,560,514
16 Reno	1,986,985
17 Carnival	1,948,286
18 KIWI	1,152,916
19 Midwest Express	1,149,685
20 Simmons	1,053,256
21 Horizon Air	841,592
22 Markair	827,916
23 Atlantic Southeast	764,740
24 Continental Express	759,158
25 Aloha	689,608

	Freight Ton Miles (000)
1 Federal Express	1,784,326
2 United Parcel Service*	1,337,336
3 Northwest	1,944,415
4 United	1,687,120
5 American	1,675,258
6 Delta	1,015,703
7 Polar Air	742,390
8 Evergreen*	344,154
9 Continental	331,262
10 DHL Airways	324,357
11 Trans World	286,199
12 Challenge Air Cargo	171,371
13 USAir	125,221
14 American Int'l	76,661
15 Continental Micronesia	67,609
16 Arrow	62,383
17 Alaska	62,141
18 Amerijet	44,168
19 America West	43,912
20 Hawaiian	40,333
21 Southwest	33,340
22 Fine Airlines	32,749
23 Tower	27,602
24 Carnival	25,421
25 Northern Air	12,611

	Total Operating Revenues (\$000)
1 American	15,606,464
2 United	14,894,761
3 Delta	12,557,276
4 Federal Express	9,825,586
5 Northwest	8,908,851
6 USAir	6,984,876
7 Continental	4,919,025
8 Trans World	3,280,889
9 Southwest	2,873,482
10 United Parcel Service	1,629,507
11 America West	1,551,849
12 Alaska	1,152,878
13 DHL Airways	958,646
14 Continental Micronesia	735,590
15 American Trans Air	690,247
16 Tower	490,474
17 ValuJet	357,757
18 Simmons	356,363
19 American Int'l	355,293
20 Hawaiian	346,904
21 Atlantic Southeast	328,725
22 Continental Express	334,391
23 Emery	296,413
24 Horizon Air	279,512
25 World	259,461

* Includes non-scheduled service



TOP 30 DOMESTIC AIRLINE MARKETS*

Passengers – Outbound plus Inbound

(Twelve Months Ended December, 1995)

1 New York	Los Angeles	2,991,060	16 New York	San Juan	1,539,840
2 New York	Chicago	2,981,610	17 Chicago	Detroit	1,522,870
3 Honolulu	Kahului, Maui	2,761,470	18 New York	West Palm Beach	1,386,730
4 New York	Miami	2,675,590	19 Los Angeles	Honolulu	1,374,070
5 New York	Boston	2,491,390	20 Los Angeles	Phoenix	1,353,290
6 Dallas/Ft. Worth	Houston	2,205,430	21 Honolulu	Kona, Hawaii	1,341,690
7 New York	San Francisco	2,182,760	22 Chicago	Los Angeles	1,265,030
8 New York	Washington	2,115,170	23 Honolulu	Hilo, Hawaii	1,243,640
9 New York	Orlando	2,005,130	24 Chicago	Atlanta	1,163,540
10 Los Angeles	Las Vegas	1,955,390	25 Boston	Washington	1,140,750
11 Los Angeles	San Francisco	1,935,450	26 Chicago	Minneapolis	1,121,280
12 New York	Atlanta	1,782,330	27 San Francisco	San Diego	1,104,990
13 Honolulu	Lihue, Kauai	1,775,350	28 Chicago	St. Louis	1,100,600
14 New York	Fort Lauderdale	1,665,160	29 New York	Dallas/Ft. Worth	1,051,340
15 Los Angeles	Oakland	1,615,040	30 Los Angeles	Seattle/Tacoma	1,050,240

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

Source: DOT Origin/Destination Survey

6

LEADING U.S. AIRPORTS – 1995

PASSENGERS (Arriving & Departing)

Chicago O'Hare	67,254,586	Phoenix	27,820,144
Atlanta	57,734,755	Minneapolis/St. Paul	26,782,915
Dallas/Ft. Worth	54,238,930	Newark	26,566,948
Los Angeles	53,909,223	St. Louis	25,719,351
San Francisco	36,260,064	Boston	24,743,656
Miami	33,235,658	Houston	24,724,865
Denver	31,028,191	Honolulu	23,580,230
New York Kennedy	30,327,723	Seattle	22,790,920
Detroit	29,013,260	Orlando	22,365,503
Las Vegas	28,001,258	Charlotte	20,937,233

CARGO TONS (Enplaned & Deplaned)

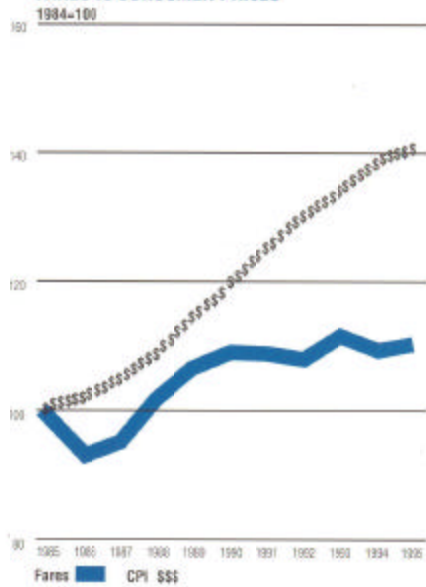
Memphis	1,712,066	San Francisco	697,802
Los Angeles	1,597,219	Dayton	632,658
Miami	1,584,680	Philadelphia	564,880
New York Kennedy	1,572,840	Oakland	541,776
Louisville	1,351,147	Indianapolis	520,965
Chicago O'Hare	1,235,806	Honolulu	412,866
Anchorage	987,484	Seattle	407,473
Newark	905,966	Boston	395,589
Atlanta	771,389	Denver	376,074
Dallas/Ft. Worth	765,630	Minneapolis/St. Paul	365,194

Source: Airports Council International

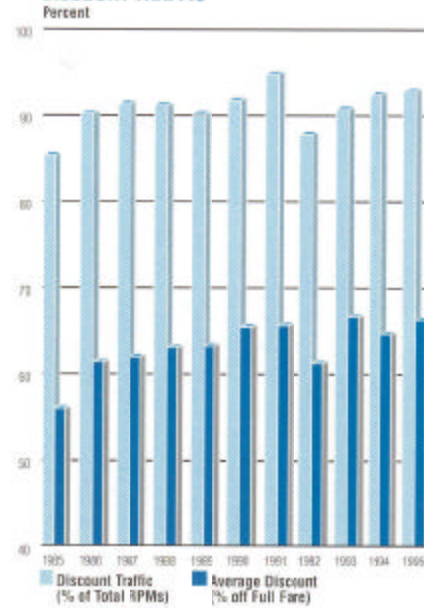


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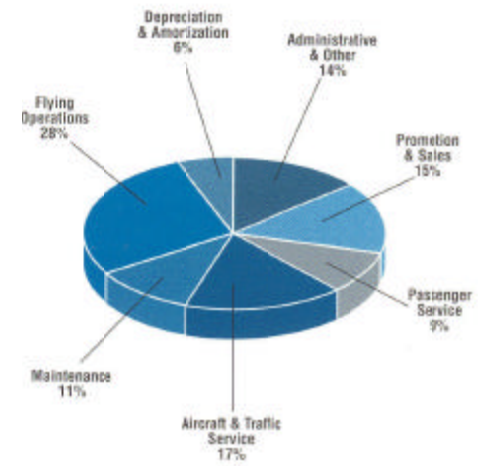
FARES vs CONSUMER PRICES



DISCOUNT TRAFFIC



EXPENSES



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
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	239	0.053
1995	8.1	2	166	0.025

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

Source: National Transportation Safety Board



AIR TRAVEL SURVEY

	1994	1995
Purpose of air trips taken:		
Business	47%	41%
Pleasure/Personal	53	59
Percent share of trips taken:		
Auto	83	82
Air	17	18

Source: Travel Industry Association

AIR & AUTO TRIPS COMPARED - 1995

Round trip distance	Air	Auto
200-299	1%	31%
300-399	2	19
400-599	8	21
600-999	14	16
1000-1999	32	9
+2000	34	4
Outside U.S.	9	**

**Less than 0.5%

Source: Travel Industry Association

FAA AVIATION FORECASTS

Commercial Air Carriers FY 1996-2007

Fiscal Year	Passengers (Millions)	RPMs (Billions)	Jet Aircraft	Domestic Departures (Millions)
1996	562.7	556.3	4,720	7.0
1997	594.4	586.6	4,784	7.3
1998	627.2	618.1	4,920	7.6
1999	650.0	644.2	5,036	7.8
2000	673.5	671.3	5,027	8.0
2001	698.6	699.3	5,306	8.2
2002	722.6	727.5	5,547	8.4
2003	746.6	756.0	5,764	8.6
2004	772.2	786.2	5,972	8.7
2005	799.4	818.0	6,174	8.9
2006	827.5	851.0	6,377	9.1
2007	856.7	883.3	6,564	9.3



EMPLOYMENT

U.S. Scheduled Airlines	1985	1994	1995
Pilots and Copilots	32,960	52,854	55,389
Other Flight Personnel	7,193	7,736	8,571
Flight Attendants	63,496	86,513	86,670
Mechanics	42,781	55,756	50,455
Aircraft and Traffic			
Service Personnel	100,875	247,153	251,056
Office Employees	75,839	41,074	41,851
All Other	31,969	48,672	52,995
Total Employment	355,113	539,759	546,987

Average Compensation per Employee

Salaries and Wages	\$35,027	\$43,507	\$47,440
Benefits and Pensions	5,729	11,008	10,380
Payroll Taxes	2,391	3,185	3,347
Total Compensation	\$43,147	\$57,700	\$61,167

PASSENGER YIELD

Revenue per Passenger Mile (¢)	1985	1994	1995
Domestic	12.2	13.1	13.5
International	9.3	11.2	11.1
Total	11.7	12.6	12.9

FREIGHT AND EXPRESS YIELD

Revenue per Freight & Express Ton Mile (¢)	1985	1994	1995
Domestic	53.0	72.2	77.1
International	36.3	37.9	43.4
Total	44.5	52.8	58.2

ATA AIRLINE STATISTICS – 1995

	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	74	6,732	142,947	10,084	8,544,356	958,411	79,271	1,162,878	72,424	24,784
Aloha**	15	1,879	77,031	5,103	689,308	178,667	31,025	219,352	(7,962)	(4,518)
America West	93	9,402	194,934	16,802	13,272,740	1,442,864	44,425	1,561,849	154,733	53,786
American	635	84,915	822,667	79,511	102,668,156	13,325,908	667,975	15,608,464	967,588	207,790
American Trans Air	48	4,010	27,122	2,400	4,582,303	355,367	—	690,247	15,213	6,409
Continental	317	30,443	458,236	35,013	35,512,767	4,354,185	164,175	4,919,025	238,200	223,545
Delta	539	58,621	949,668	86,909	85,108,494	11,385,903	536,551	12,567,276	1,038,427	510,036
DHL	27	7,510	—	—	—	—	567,819	968,646	22,071	20,388
Evergreen*	21	444	8,838	—	—	—	101,630	219,775	(4,464)	(10,819)
Federal Express	528	90,452	234,214	—	—	—	4,023,505	9,825,586	580,915	282,417
Hawaiian	21	2,256	89,152	4,776	3,167,236	297,527	16,706	346,904	(602)	(4,048)
KIWI	15	928	21,400	1,654	1,152,316	158,736	1,287	170,235	(758)	(771)
Midwest Express	22	1,315	33,010	1,401	1,149,185	205,166	10,249	229,040	30,080	17,196
Northwest	380	43,604	555,589	49,313	82,502,570	7,761,950	751,250	8,908,851	910,224	506,325
Polar Air Cargo	12	416	4,209	—	—	—	217,075	234,758	21,944	8,294
Reeve Aleutian	5	275	3,405	60	37,314	14,639	8,135	25,555	(2,868)	(1,517)
Southwest	224	18,816	685,220	50,039	23,330,373	2,760,760	65,825	2,873,462	308,548	182,626
Trans World	186	23,121	216,594	21,551	24,905,303	2,836,368	143,169	3,200,888	36,956	(227,453)
United	558	75,634	719,845	78,664	111,538,367	13,027,398	756,995	14,894,761	831,937	340,794
United Parcel Service*	186	4,263	112,968	—	—	—	305,225	1,629,473	52,107	29,627
USAir	394	40,780	753,654	56,674	37,619,165	6,267,762	153,650	6,984,876	234,651	32,990
Associate Members										
Air Canada	127	19,559	NA	10,800	16,747,300	3,581,000	323,000	4,507,000	275,000	52,000
Canadian	80	16,000	NA	7,979	14,586,300	2,504,200	266,700	3,140,600	(26,700)	(194,700)
KLM-Royal Dutch**	104	24,177	NA	NA	28,292,300	3,599,000	975,000	5,609,000	266,000	322,000

* Includes non-scheduled service. NA = Not Available

** Financial data for Aloha Airlines is for the 12 months ended September 30, 1995, and KLM financial data is for the 12 months ended March 31, 1996 at 58.8 cents per gallon.



A-340



MD-80

AIRCRAFT OPERATING STATISTICS – 1995

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	396	538	4,519	3,420	\$6,696
B747-100	395	521	3,252	3,626	6,235
B747-200/300	342	535	4,147	3,752	7,435
B777	291	512	2,527	1,995	3,923
DC-10-40	288	506	1,979	2,644	4,056
L-1011-100/200	285	3,405	1,317	2,356	3,861
DC-10-10	283	503	1,829	2,226	4,690
DC-10-30	277	523	2,683	2,663	4,951
A300-600	267	468	1,139	1,709	3,932
MD-11	261	526	3,622	2,303	4,962
L-1011-500	222	524	3,275	2,504	4,028
B767-300ER	219	496	2,347	1,577	3,190
B757-200	186	465	1,191	1,033	2,382
B767-200ER	180	487	2,136	1,425	2,845
A310-300	172	498	2,388	1,506	3,479
MD-90	150	444	796	800	1,887
B727-200	149	439	732	1,285	2,256
A320-100/200	147	454	1,040	802	1,967
B737-400	146	414	667	754	2,044
MD-80	139	431	771	906	1,843
B737-300	131	411	576	763	1,834
DC-9-50	121	374	339	854	1,838
B737-100/200	112	390	425	799	1,629
B737-500	111	416	569	738	1,609
DC-9-40	109	388	478	825	1,883
DC-9-30	100	389	452	811	1,409
F-100	97	386	497	755	1,098
DC-9-10	71	381	415	736	1,414



B-747



B-767

OPERATING FLEET - ATA AIRLINES

As of December 31, 1995

	ALASKA	ALOHA	AMERICA WEST	AMERICAN	AMERICAN TRANS AIR	CONTINENTAL	DELTA	DHL	EVERGREEN	FEDERAL EXPRESS	HAWAIIAN	KIWI INTERNATIONAL	MIDWEST EXPRESS	NORTHWEST	POLAR AIR CARGO	REEVE ALEUTIAN	SOUTHWEST	TRANS WORLD	UNITED	UNITED PARCEL SERVICE	USAIR	AIR CANADA	CANADIAN	KLM ROYAL DUTCH	TOTAL
B-747						2			12	5				41	12			11	50	15		9	4	29	190
A-340																						2			2
B-777																			8			3			8
L-1011					15		55											14							87
A300				35		1				13															49
DC-10				22		19				35	8			29					39				10		162
A310										23														6	29
MD-11				19			11			15														8	53
B-767				71			57											15	42	5	9	27	11	4	241
DC-8								7	1											52					60
B-757			14	86	11	13	86							35					88	55	34				422
MD-90							11																		11
A320			18											50					29			34	12		143
B-727				67	20	58	132	20		158		15		47		2		40	75	59					693
MD-80	44			260		67	120						2	8				48			31				580
B-737	30	15	61			126	67														203	43	27		1023
DC-9						31								170				58	227		62	35			397
F-100				75					8		13										40			6	121
F-28																					15				4
L-188																3									3
F-50																									10
CRJ																						17			17
Saab 340B																									10
F-27										32															32
Cessna 208										247															247
TOTALS	74	15	93	635	46	317	539	27	21	528	21	15	22	380	12	5	224	186	558	186	394	127	80	104	4609



B-777



B-727

AIRCRAFT ON ORDER - ATA AIRLINES

As of December 31, 1995

Aircraft Type	Number		Firm Order Delivery Dates			
	Firm	Options	1996	1997	1998	1999 & Beyond
Airbus						
A300	12	40	6	5	1	
A320	90	45	8	29	24	29
A330	16	0				16
A340	6	3	2	4		
Boeing						
B-737	218	260	28	30	27	133
B-747	17	44	8	4	5	
B-757	109	115	36	27	13	33
B-767	51	47	21	9	10	11
B-777	31	34	8	12	4	7
Fokker						
100	0	75				
McDonnell Douglas						
MD-80	8	25	6	2		
MD-90	31	50	5	5	19	2
MD-11	8	37	5	1	2	
Canadian Regional Jet						
CRJ	7	24	7			
Totals	604	799	140	128	105	231

The value of firm aircraft orders was \$35.5 billion.



MD-11



A320

TRAFFIC AND OPERATIONS DATA

U.S. Scheduled Airlines

	1994			1995		
	Domestic	International	Total	Domestic	International	Total
Passenger Traffic - Scheduled Service						
Revenue Passengers Enplaned (000)	481,755	47,093	528,848	498,611	48,773	547,384
Revenue Passenger Miles (000)	378,990,381	140,391,307	519,381,688	394,449,793	145,949,641	540,399,434
Available Seat Miles (000)	585,437,528	198,899,408	784,336,936	603,450,114	203,162,377	806,612,491
Revenue Passenger Load Factor (%)	64.7	70.6	66.2	65.4	71.8	67.0
Average Length of Haul (Miles)	787	2,981	982	791	2,992	987
Cargo Traffic (Revenue Ton Miles) - Scheduled Service						
Total (000)	7,739,087	8,322,620	16,061,707	8,202,093	8,709,115	16,911,208
Freight and Express (000)	5,980,045	7,812,112	13,792,157	6,387,881	8,180,535	14,568,416
U.S. Mail (000)	1,759,042	510,508	2,269,550	1,814,212	528,580	2,342,792
Overall Traffic and Operations Data						
Total Revenue Ton Miles - Charter service (000)	5,004,417	2,514,038	7,522,453	5,156,687	2,981,891	8,138,578
Total Revenue Ton Miles - All services (000)	50,631,589	24,873,791	75,511,380	52,799,046	26,284,695	79,083,741
Total Available Ton Miles - All services (000)	91,741,725	42,156,716	133,898,441	95,292,273	44,520,051	139,812,324
Ton Mile Load Factor - All services (%)	55.2	59.0	56.4	55.4	59.0	56.6
Revenue Aircraft Departures - Scheduled services	7,114,777	416,249	7,531,026	7,617,822	435,760	8,053,582
Revenue Aircraft Miles - Scheduled services (000)	4,222,481	880,357	5,102,838	4,487,517	986,045	5,473,562
Revenue Aircraft Hours - Scheduled services	10,201,791	1,761,198	11,962,989	10,851,914	1,797,327	12,649,241

16

INCOME STATEMENT (\$000)

U.S. Scheduled Airlines

	1994			1995		
	Domestic	International	Total	Domestic	International	Total
Operating Revenues:						
Passenger	49,724,068	15,687,471	65,421,539	53,213,546	16,271,325	69,484,871
Freight and Express	4,319,432	2,984,495	7,283,927	4,826,130	3,553,955	8,480,085
Mail	971,176	212,082	1,183,258	1,049,489	215,882	1,265,371
Charter	2,304,977	1,243,451	3,548,428	2,408,440	918,903	3,327,343
Public Service	4,526	261	4,877	4,827	11,804	16,631
Other	8,624,818	2,246,568	10,871,386	9,321,300	2,429,754	11,751,054
Total Operating Revenues	65,948,997	22,384,428	88,313,425	70,523,712	23,401,623	94,525,335
Operating Expenses:						
Flying Operations	17,912,157	5,842,219	23,754,376	18,944,268	6,167,193	25,111,461
Maintenance	7,311,639	2,064,132	9,375,831	7,654,141	2,256,410	9,910,551
Passenger Service	5,304,871	2,310,661	7,615,532	5,275,102	2,406,544	7,741,646
Aircraft & Traffic Servicing	10,542,537	3,336,495	13,879,032	11,105,994	3,740,841	14,846,835
Promotion and Sales	9,851,722	4,335,416	14,217,138	9,974,149	3,526,236	13,500,385
Administrative	3,740,315	1,196,556	4,936,871	3,888,652	1,321,670	5,188,322
Transport Related	5,282,522	1,519,489	6,802,011	5,561,311	1,703,856	7,265,167
Depreciation and Amortization	3,782,078	1,237,061	5,019,139	3,762,731	1,106,095	4,868,826
Total Operating Expenses	63,757,941	21,842,029	85,599,970	66,144,348	22,268,845	88,432,993
Operating Income or (Loss)	2,191,056	522,399	2,713,455	4,779,364	1,132,778	5,892,342
Other Income or (Expense)						
Interest Expense	(1,795,290)	(552,248)	(2,347,478)	(1,882,606)	(522,661)	(2,415,267)
Income Taxes	(731,457)	(8,621)	(810,078)	(1,328,946)	(212,019)	(1,540,965)
Other	32,989	67,027	99,986	333,310	107,343	440,653
Net Profit or (Loss)	(302,672)	(41,443)	(344,115)	1,891,122	488,641	2,379,763
Operating Profit Margin (%)	3.3	2.3	3.1	6.7	4.8	3.2
Net Profit Margin (%)	(0.5)	(0.2)	(0.4)	2.7	2.1	2.5

Data for Aloha Airlines is for the 12 months ended September 30, 1995.

BALANCE SHEET (\$000)**U.S. Scheduled Airlines**

	1994	1995
Assets		
Current Assets	18,157,623	19,947,250
Investments and Special Funds	7,140,591	8,097,537
Flight Equipment Owned	52,017,496	55,973,660
Ground Equipment & Property	15,853,279	16,801,863
Reserve for Depreciation (Owned)	(26,484,944)	(29,062,534)
Leased Equipment & Property Capitalized	6,797,617	7,130,706
Reserve for Depreciation (Leased)	(2,538,537)	(2,574,200)
Other Property	11,169,633	11,314,747
Deferred Charges	2,420,066	2,142,008
Total Assets	84,533,013	89,781,027
Liabilities		
Current Liabilities	25,787,765	27,288,358
Long-Term Debt	17,622,152	16,473,060
Other Non-Current	19,125,373	19,031,438
Deferred Credit	8,820,904	9,783,529
Stockholders' Equity - Net of Treasury Stock	13,172,819	17,204,642
Preferred Stock	10,414	12,599
Common Stock	761,962	618,713
Other Paid-in Capital	10,525,115	11,752,511
Retained Earnings	2,167,969	4,974,955
Less: Treasury Stock	296,695	317,648
Total Liabilities and Stockholders' Equity	84,533,013	89,781,027

DEFINITION OF TERMS

U.S. Scheduled Airlines. Carriers certificated by the Federal government under Section 401 of the Federal Aviation Act permitting the operation of large aircraft with 60 seats or more.

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 profits plus interest expense (on long-term debt) divided by long-term debt plus stockholder's equity (net worth).

ATA OFFICERS

Carol B. Hallett
President & Chief
Executive Officer

Guy L. Clough
Senior Vice President,
Economic & External Affairs

J. Roger Fleming
Senior Vice President,
Operations & Safety

Edward A. Merlis
Senior Vice President,
Government Affairs

Robert P. Warren
Senior Vice President,
General Counsel & Secretary

James L. Casey
Vice President &
Deputy General Counsel

Lorraine Howerton
Vice President, Planning and
Executive Director of Programs

John M. Meenan
Vice President,
Policy & Planning

Albert H. Prest
Vice President,
Operations

Nestor M. Pylypec
Vice President,
Industry Services

Michael F. Rioux
Vice President,
Engineering, Maintenance
& Materiel

John R. Ryan
Vice President,
Air Traffic Management

Richard T. Brandenburg
Treasurer and
Chief Financial Officer

U.S. SCHEDULED AIRLINES

Data for the following 95 carriers are included herein.

Majors

(Annual revenues over \$1 billion)

American 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
Arrow
Atlantic Southeast
Business Express
Carnival
Continental Express
Continental Micronesia
DHL Airways
Emery
Evergreen
Hawaiian
Horizon Air
KIWI
Markair
Mesa
Midwest Express
Morris
Private Jet
Reno
Simmons
Southern Air
Sun Country
Tower
Trans States
USAir Shuttle
World

Regionals

(Annual revenues under \$100 million)

Air South
Airtran
Air Transport
Amerijet
Atlas Air
AV Atlantic
Buffalo
Capitol Air
Casino Express
Challenge Air Cargo
Eagle Airlines
Eastwind
Empire
Executive Airlines
Express One
Fine Airlines
Florida West
Frontier
Grand
Great Americans
Int'l Cargo Xpress
Kitty Hawk
MGM Grand
Miami Air
Midway
Millon
Nations Air
North American
Northern Air
Paradise
Patriot
Polar Air
Reeve
Rich
Ryan International
Sierra Pacific
Spirit Air
Sportsflight
Sun Jet
Tatonduk
Trans Air Link
Trans American
Trans Continental
Tristar
UFS, Inc.
Ultrair
USAfrica
USA Jet
ValkJet
Vanguard
Viscount
Western Pacific
Worldwide
Zantop

ATA Members

* Became a Major beginning January, 1995.

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

Jerry Murphy
KWI International Air Lines

Timothy E. Hoeksema
Midwest Express Airlines

John H. Dasburg
Northwest Airlines

Edwin Wallace
Polar Air Cargo

Herbert D. Kelleher
Southwest Airlines

Jeffrey H. Erickson
Trans World Airlines

Gerald Greenwald
United Airlines

Thomas H. Weidemeyer
United Parcel Service

Stephen M. Wolf
USAir

ATA MEMBER AIRLINES - 1996

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

Aloha Airlines
P.O. Box 30026
Honolulu, Hawaii 96820-0226
(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
2909 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
Redwood City, California 94065-1496
(415) 593-7474

Evergreen International Airlines
3850 Three Mile Lane
McMinnville, Oregon 97125-9496
(503) 472-0011

Federal Express
P.O. Box 727
Memphis, Tennessee 38132
(901) 369-3630

Hawaiian Airlines
P.O. Box 30018
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
6744 S. Howell Ave.
Oak Creek, Wisconsin 53154
(414) 570-4000

Northwest Airlines
Minneapolis-St. Paul Int'l Airport
St. Paul, Minnesota 55111-3075
(612) 726-1111

Polar Air Cargo
100 Ocasanale, 15th Floor
Long Beach, CA 90802
(310) 436-7471

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) 934-4000

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

United Airlines
P.O. Box 66100
Chicago, Illinois 60666-0100
(847) 700-4000

United Parcel Service
55 Glen Lake Parkway N.E.
Atlanta, Georgia 30323
(404) 828-6238

USAir
2345 Crystal Drive
Crystal Park 4
Arlington, Virginia 22227
(703) 418-7000

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
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