# **AAPAG 2004**

Jan 2004- AAPAG is formed by Matt Rudich, Greg Posey, Mark Grock, and Jim

Schmidt.

Total Aircraft: 7

# **AAPAG 2005**

# Mar 2005-

• Crew Bases: LAS, IFP, RNO, DEN

First-year FO pay: \$39/hour Second-year FO pay: \$42/hour Second year CA pay: \$67/hour

Max CA pay: \$90/hour

Min Guarantee: 75 hours/month

Deadhead pay: None Training pay: None Per Diem@ \$1/hour

Total pilots: 89 Total Aircraft: 13

# May 2005-

• SFB crew base opens up with 2 aircraft. DEN charter crew base closes after contract with Apple Vacations prematurely ends.

## **Summer 2005-**

- LAS: United Transportation Union (UTU) has an informational meeting. 11 pilots are in attendance.
- Pilot meeting with Maury in LAS:

• Oil: \$60/barrel.

### Aug 2005-

• New pay rates go into effect: First year FO pay: \$41/hour

Second year FO pay: \$44/hour Second year CA pay: \$72/hour

Max CA pay: \$105/hour

Min Guarantee: 70 hours/month

Deadhead pay: None

Training pay: None Per Diem @ \$1/hour

• Hurricane Katrina hits the gulf coast.

Total Aircraft: 15 Total Pilots: 113

### Nov 2005-

• First R4 (24 hour callout) policy debuts in the work rules. Previously as many as 18 pilots could be on reserve on any given day in LAS.

# **AAPAG 2006**

### Jan 2006-

• Allegiant announces 7+ million dollar year-end profit for 2005.

Total Pilots: 135 Total aircraft: 20

Crew bases: LAS, IFP, RNO, SFB

(Pilots upgrading with under 1 year seniority)

#### Mar 2006-

- Pilots begin using a new and improved website. The site also features an "anonymous" section available for pilots to post without revealing their identity.
- AAPAG reps meet with management. The idea of making the selection of open time automated is first presented to management. Management presents the idea of contracting out seasonal flying. A pilot hiring board is discussed. A consensus is reached that the PSC and scheduling reps should fall under the umbrella of AAPAG.

# Apr 2006-

• Vote held concerning pilot's views on unionizing.

Total pilots: 148 Total votes: 61 Bases: LAS, SFB, IFP, RNO

Question: Regarding the establishment of a Pilot Union on the Property:

(Voting closed: April 08, 2006, 01:08:59 am) 61 votes 41% of pilots voting

I do not want to see a Union on the property ever 7 (11.50%)

I want to examine the possibilities of an "In House" Union 17 (27.9%)

I want to examine the possibilities of a "National Pilot Union" IE: ALPA or IBT 14 (23.0%)

I want to examine the possibilities of the UTU (Rail Union) 13 (21.3%)

Let's wait and look into unionizing AFTER the IPO 10 (16.4%)

- First structured AAPAG election held online. Candidates are elected via scoring "points". Pilots *score* each candidate from -2, -1, 0, +1, +2. The winner for each position is based on the highest point total. All voting is anonymous.
- SFB Pilot meeting held at the Wing House. 12 out of 30 possible pilots attended. Discussion involves where to go next with AAPAG, voting for positions, and contracting out seasonal flying, and the upcoming IPO. Discussion reveals a union is viewed favorably by the Florida pilots.
- New Aircraft type mentioned in recurrent ground school to be online by years end. A320 or 737
- The precedent of not allowing management pilots on the web board is set. This is after a discussion on the AAPAG site concerning SFB chief pilot Chris Gillette removing himself from the message board.

# May 2006-

- Newly elected AAPAG reps become official after relatively poor voter turnout. AAPAG veteran Jim Schmidt chooses not to run for a position due to his imminent retirement.
- LAS and SFB have AAPAG meetings.
- The anonymous message board is removed from the AAPAG website after much controversy.
- AAPAG embarks on an effort of calling and emailing pilots to get them all signed up on the new AAPAG website.
- The election is held for the first "line pilot" interviewers from the pilot group to participate in new-hire pilot interviews.
- For the first time, discussion on the AAPAG website about collecting dues for AAPAG results in little interest.
- Allegiant files documents with the Securities and Exchanges Commission for an Initial Public Offering (IPO).

### Jun 2006-

- CASS is operational for Allegiant Pilots for the 1<sup>st</sup> time, due in large part to the efforts of Jumpseat chairman.
- LAS has an AAPAG meeting.

• SFB has an AAPAG meeting at the Wing House.

#### Jul 2006-

- The 2006 proposal is sent to Maury with the signatures of 126 pilots attached. (98% of the pilot group)
- Computer based training makes it debut. Pilots now only require two days of recurrent ground school instead of three.

# Aug 2006-

- For the first time AAPAG reps meet with a new hire class to acquaint them with AAPAG. Lunch is catered by management.
- Management presents Allegiant flight attendants with a controversial new pay scheme that decreases base pay by 33% and features commission percentages for onboard sales. Bidding on schedules to be based on individual sales, no longer seniority.
- Flight attendants are assured future bidding will be based on seniority following a heated meeting with management. For a trial period of eight months, flight attendants will be paid the higher of either the new "incentive compensation" formula, or the former non-commission based pay scheme.

#### Sep 2006-

• AAPAG Charter makes it first appearance. It contains the objective, mission, components (AAPAG, PSC, Scheduling, Pilot Hiring committee), membership and by-laws.

## Oct 2006-

- Allegiant flight attendants choose not to unionize after aggressive Allegiant campaign.
- AAPAG presents the counteroffer to Maury on the current proposal.
- Negotiations conclude with management. AAPAG is able to adjust the
  productivity incentive in Maury's initial offer from 83 to 81 flight hours.
  Maury indicates that he considered spreading a 20% pay increase over 3 years
  but then elects to grant a smaller one-time increase (roughly 8%), with the
  option of discussing future increases after the IPO. Most significantly, for the
  first time, the company agrees to pay pilots for deadhead time and training
  days.

### Nov 2006-

• New pay rates go into effect: Second year FO: \$49/hour

Second year CA: \$79/hour

Max CA: \$108/hour

Min Guarantee: 70 hours/month 130% pay for >81 hours flown Deadhead pay @ \$20/hour Training pay @ 80/day Per Diem @ \$1/hour

• PIE crew base opens. Two MD87 aircraft (Pilots upgrading with 1 year seniority)

#### Dec 2006-

- Allegiant Air becomes a publicly traded company. IPO raises \$94.8 million.
- Allegiant pilots receive stock grants. Amounts vary based on previous twelve months pay stubs and longevity with the company. Stock grants are fully vested after three years. Shares are only granted to current line pilots, retirees are excluded.

# **AAPAG 2007**

### Jan 2007-

- Allegiant reports 10 million dollar profit for year end 2006.
- AAPAG announces online elections to fill all positions. Positions include:
   President, Vice President, LAS and SFB negotiating reps, treasurer, CA, and
   FO PSC reps for all bases, Scheduling reps for all bases, Safety reps for all
   bases, interview board members, training committee reps, compliance reps.
   Participation in running for positions is scarce.
- AAPAG president announces he will not run for AAPAG president for a second time, but will run for negotiating rep.

#### Feb 2007-

- Pilots vote online to elect new round of AAPAG reps. Voting is open for 10 days. Candidates are elected via scoring "points". Pilots *score* each candidate from -2, -1, 0, +1, +2. The winner for each position is based on the highest point total. All voting is anonymous.
- Pilots fill out "attrition" surveys indicating places they may interview, and reasons for wanting to leave. Information from the surveys is used in writing the proposal of 2007 to management. Pay is indicated as the #1 reason for wanting to seek employment elsewhere.

#### Mar 2007-

- Automated weight and balance makes its debut.
- Golden Days policy makes its debut in the work rules.

# Apr 2007-

• D.O. Jim Carr announces captains will be reimbursed \$10.00 monthly for cell phone usage. Aircraft cell phones are removed.

# May 2007-

- Allegiant reports a 9.7 million 1<sup>st</sup> quarter profit and a 175 million dollar balance sheet consisting of cash and short-term investments.
- LAS has a pilot meeting at PT's, and the attendance is very good.
- SFB has a pilot meeting at Hooters.
- PIE crew base has a pilot meeting for the first time.
- Surveys concerning the Allegiant training department are mailed to all pilots.
- AAPAG begins collecting voluntary dues for the 1<sup>st</sup> time. \$20/month captains (or \$200/year paid in full) \$10/month first officers (or \$100/year paid in full)
- AAPAG reps meet with management for two hours to discuss proposal of 2007. Proposal is a continuation of the proposal of 2006:

Highlights include: a 20% base rate increase for all groups beyond year one, a higher 401K match, unrestricted stock, 75-hour guarantee, scheduling improvements, min daily pay, higher per diem, and merger protection.

Management is handed 15 copies of the proposal package, which is professionally printed up in heavy gloss paper on both sides and bound. The 2006 proposal is attached as a continuation of the preceding year and builds on the justifications and data contained in the 2006 proposal.

#### Jun 2007-

- Pilot's begin using a new version of AAPAG online
  - AAPAG reps meet with Maury and other company representatives. Maury says he will conduct road shows to speak with the pilot group personally and hints at a possible "deferred compensation" plan for the future.

#### Jul 2007-

 Maury conducts road show in LAS. (2 meetings total) He is accompanied by Robert McAdoo, a Wall Street Airline analyst. All pilots show in uniform. Letters are sent to Maury by pilots who are unable to attend.

- Allegiant reports 14 million 2<sup>nd</sup> quarter profit, 15.9% operating margin.
- Flight attendants are paid by the new "incentive compensation" formula.
- First EFB installed on an Allegiant aircraft for testing purposes.

# Aug 2007-

- Maury conducts road show in Florida. 1 meeting in PIE/2 meetings in SFB.
- Angry response letter to Maury concerning the road show is signed by all pilots and sent
- Deadhead policy controversially revised by management:
  - "If you are below minimum guarantee (flight credit hours), an hour of DH will count as 1 hour credit towards your monthly guarantee. Once you exceed 70 hours credit, those DH hours will be paid as DH time (\$20 per hour) for the time you are over 70 hours."
- Following much uproar, and resignations, flight attendants are once again pay protected via the higher of either the new "incentive compensation" formula, or the former non-commission based pay scheme.

# Sep 2007-

- AAPAG holds an election to fill vacated positions and fill new positions. Candidates must be dues-paying members to run for an AAPAG position. The old controversial scoring system is replaced with a "Yes or No" system.
- AAPAG reps meet with management over the course of several meetings to discuss compensation and work rule changes.
- Online vote is held to elect an additional 5 pilots to the interview board. Voting is open for 11 days and generates 42 individual votes out of 185 possible.

#### Oct 2007-

- IWA crew base opens. 2 MD87 aircraft.
- New reserve policy debuts featuring 25 different reserve periods. Reserve shifts are reduced from 14 to 12 hours.
- Allegiant reports 9.5 million 3<sup>rd</sup> quarter profit, 11.1% operating margin.

Total pilots: 197 Total aircraft: 29

Crew Bases: LAS, SFB, PIE, IWA, IFP, RNO

#### Nov 2007-

• FLL crew base opens. 2 MD83 aircraft.

• Newly negotiated pay rates and work rules go into effect.

First year FO: \$41/hour Second year FO: \$51/hour Second year CA: \$85/hour Max CA: \$124/hour (11/1/09 rate) Min. guarantee: 70 hours/month 130% pay >81 hours/month Deadhead pay @ \$20/hour Training pay @ \$80/day Per Diem @ \$1/hour

Package is a 3 year deal with inflationary increases built in over the 3 years. First officers now receive \$10/month cell phone credit. Minimum day off flying pay stipend of 3.5 hours. Golden days for reserves increased from 3 to 4. Retirement to be addressed in future meetings.

### Dec 2007-

• Age 65 rule signed into law.

# **AAPAG 2008**

## Jan 2008-

- Allegiant reports 6 million 4<sup>th</sup> quarter profit, 6% Operating Margin.
- BLI announced as a crew base to begin in March 2008.
- UTA Harrah's charter crew base opens. 2 aircraft.
- Company **refuses** to discuss improvements to retirement citing oil prices in the upper 90's as the reason.

# Apr 2008-

- AAPAG elections official. 31 total votes cast for the President position. All unlisted positions were vacant.
- Allegiant reports 14.4 million 1<sup>st</sup> quarter profit and 10.8% operating margin.

Total Aircraft: 36 Total Pilots: 245 (Pilots upgrading with 1-1.5 years seniority)

# May 2008-

- AAPAG meeting with management. Reserve pilots no longer able to pick up trips on days off. Pilots no longer able to cash in PTO time. Potential pick up of A320 or 737 aircraft discussed with management wanting the aircraft flown with more seats for the same pay rate as the MD80.
- OKC and MIA charter flights picked up. (Formerly flown by defunct Champion Airlines) OKC flying done by LAS crew base. MIA done by FLL crew base.

#### Jul 2008-

- Oil peaks at \$147/barrel.
- Allegiant reports 4.6 million 2<sup>nd</sup> quarter profit, 3.6% operating margin.

### Sep 2008-

AAPAG reps meet with management. Maury agrees to extend the bonus window to the end of the year to allow pilots to receive bonus. Under the current terms the 8% profit margin requirement was not met. The possibility of 757 to Hawaii is mentioned along with a mock bid on such aircraft. Management agrees to allow pilots cash in up to 10 hours of PTO time per month, previously pilots were unable to do this.

#### Oct 2008

- Allegiant reports 8.1 million 3<sup>rd</sup> quarter profit, 6.9% operating margin.
- Allegiant approved for Department of Defense (DOD) flying.

Total Aircraft: 37 Total Pilots: 269

# **AAPAG 2009**

## Jan 2009-

- Work rule language implemented allowing pilots to trade any trip for an open trip regardless of reserve coverage if the trips are within one hour credit of each other. Pilots losing time for SC or training now able to make up the time all month regardless of reserve coverage.
- Allegiant reports 28.4 million 4<sup>th</sup> quarter profit, 23.4% operating margin.
- Democrat Barak Obama sworn in as President of United States.

### Mar 2009-

• Pilots receive bonus checks. \$1.73/ credit hour FO's, \$2.73/ credit hour CA's. Based on 2008 credit hours.

## Apr 2009-

- Allegiant reports 44.4 million 1<sup>st</sup> quarter profit, 31.3% operating margin.
- Future Cuba flying announced that would be done via FLL pilots out of Miami.
- Allegiant's stock price has been as high as \$56/ share.

# May 2009-

- Ballots are distributed to all pilots to vote on by-laws via mail.
- LAX crew base opens with 12 crews. Some pilots are junior assigned LAX.
- Crew Bases: LAS, LAX, SFB, PIE, FLL, IWA, RNO, UTA, IFP

Total Pilots: 280 Total Aircraft: 43

## Jun 2009

AAPAG reps meet with management for what is known as the "Black Wednesday" meeting. Reps are told the company may pursue organic growth and may grow the company using another certificate and pilots using Boeing 757 equipment. Allegiant management instead was entering into an agreement to have Ryan Air fly the planes under the Allegiant brand. Likely knowing that this would be met with resistance by the pilots, Maury Gallagher and Andrew Levy held a meeting with the pilots who intended to run for AAPAG positions and other pilot leaders. In the meeting, management laid out their plan, which caught the pilots off guard. The meeting began to become contentious as it became clear to the pilots that they would not be given the opportunity to fly the Boeing 757s One pilot asked what benefit this would have for the Allegiant pilots, to which management replied "Nothing" but it was good for the company so we needed to support it. As the pilots grew increasingly upset, one pilot said, "We do more with less than any other pilot group," to which an executive replied, "That's the model. Everyone does more with less!"

As Maury sensed the growing frustration with the pilots, it became clear that he would not "sell" Allegiant's two-pilot group scheme to the Allegiant pilots; Maury stated that he was done arguing and said that they would have to cancel the deal and figure out something else.

As one would imagine, some of those pilots had now seen the side of Allegiant that they didn't believe existed. The rising tide wasn't going to lift their boat. In the ensuing days, more and more pilots began to talk of unionizing to protect themselves.

In response, the Company stated that it had all been a misunderstanding; it was not.

#### Jul 2009-

- Allegiant reports 37.7 million 2<sup>nd</sup> quarter profit, 25.5% operating margin.
- Allegiant Pilots for a Union website makes its debut. The ALPA drive begins.
- Management attempts to set up several small meetings with pilots after the very controversial meeting in June, which results in serious discontent.
- Pilots boycott the small meetings, and they never materialize.

# Aug 2009-

- Election of 2009 complete. (234 ballots received)
- Cuba flying to end in Sep. 2009.

### Oct 2009-

- Allegiant announces it will end the Cuba flying and the RNO base will close. IFP to have 2 aircraft after RNO closes.
- Allegiant reports 21.9 million 3<sup>rd</sup> quarter profit, 16.5% operating Margin. Plan to eventually retire MD87 aircraft announced.
- AAPAG reps. meet with management to present a new compensation proposal. The proposal includes improvements to: Pay for each aircraft, incentive pay, dead head pay, vacation accrual, scope, retirement, per diem, min. duty pay, min. pay credit per day, min. days off, continuing pilot bonus program, and min. guarantee.
- Reno to close as a crew base, pilots are displaced into other bases based on seniority, not openings. IFP crew base expands.
- Andrew Levy announced as President of Allegiant Air.

Total Pilots: 294 Total Aircraft 44

## Dec 2009-

- Allegiant announces 10 SFB routes will be transferred to MCO beginning Feb. 2010. Decision made due to competitive pressures (Airtran).
- Virtual flight surgeon service announced for Allegiant pilots.

Total Pilots: 309 Total Aircraft: 47

# **AAPAG 2010**

#### Jan 2010-

After a dismal counter proposal by Management AAPAG is presented a proposal with significant gains which the negotiating committee submits to the pilot group for vote. (See here)

GRR announced as a crew base in Apr. 2010. 2 aircraft.

In 2010 a small group of Allegiant pilots started an ALPA drive ALPA cards received by all pilots.

This drive was met by strong resistance by the Company as well as some of our pilots who placed their faith in Maury Gallaghers promise that "a rising tide lifts all boats." There was also a fear among some of our pilots that Maury would "just sell the company or move the planes to another certificate." As evidenced by the 2009 plan to have Ryan Air operate 757's in the Hawaii market. As the ALPA drive gained momentum and more and more pilots were sending in representation cards and attending roadshows.

The Company approached AAPAG with the promise of a quick raise and improved work rules.

The pilots were given a raise, which slowed the drive towards unionizing. Some pilots actively said unionizing would be a "slap in the face" to the Company. In light of the slowed support, the ALPA drive was suspended. As one might guess, the hoped-for improved work rules did not come.

- Allegiant reports 18.1 million 4<sup>th</sup> quarter profit, 13.4% operating margin. Full year 2009 operating margin: 21.9%.
- Retirement program to be changed: All money to be fully vested, match increased to as high as 4%, and highly compensated employees (HCE's) no longer limited in contributions.
- Unlimited open time pick up debuts in works rules. Pilots can pick up time regardless of reserve coverage but limited to 28/7 during winter months, and 29/7 during summer months. Reserve call out changed to 1.5 hours to the parking lot.
- Fatigue policy debuts. Pilots now pay protected for calling in fatigued.
- Allegiant announces it will purchase 18 MD80's from SAS with cash. 13 to be placed into service by the end of 2011, 5 are MD87's to be used for parts.

Total aircraft to be in operation by the end of 2011: 60. Placing each aircraft into service is expected to cost under 4 million per aircraft.

Automated trip trading debuts.

• Backside of the clock rest policy debuts in work rules adding rest after a pilot fly's during early AM hours.

#### Mar 2010-

• Allegiant announces it will purchase 6 Boeing 757 aircraft. 3 to be acquired in 2010 and 3 to be acquired in 2011. Aircraft to be used for future Hawaii operations.

# Apr 2010-

• Allegiant reports 36.2 million 1<sup>st</sup> quarter profit, 21.4% operating margin.

# May 2010-

- Kris Bauer named senior VP of operations, Scott Sheldon named CFO.
- New pay rates go into effect at "tier 3":

First year FO: \$41/hour Second year FO: \$66/hour Second year CA: \$134/hour Max CA: \$153/hour Min guarantee: 70 hours/month 130% pay >81 hours/month Deadhead pay @ \$20/hour Training pay@ \$80/day Per Diem @ \$1/hour

• Tier 3 rates or better through Apr. 2011. Rates are for all Allegiant aircraft including Boeing 757. Bonus pay no longer applicable. 401K match increases to 4% and Highly Compensated Employee's (HCE's) contributions no longer restricted. PTO cash out increased to 15 hours/month.

### Jun 2010-

• Allegiant reports 28.1 million 2<sup>nd</sup> quarter profit, 16.7% operating margin.

# Aug 2010-

• Tentative side letter of agreement reached for 757 aircraft. Scheduled deadhead not to be placed on 757 domestic schedules, Planes and crew eventually to be based in HNL. 2-year equipment lock for 1<sup>st</sup> two classes, and 3-year equipment locks after. The tentative agreement was discussed for COLA for pilots living in Hawaii: \$1000/month for captains and \$650/month for first officers.

- 1st 757 bid results announced.
- ASAP program implemented at Allegiant Air.
- Alaska Airlines announces BLI-HNL service to begin 1st quarter 2011.

# Sep 2010-

- Allegiant announces it will place 16 additional seats on its MD80 aircraft. 1<sup>st</sup> aircraft to be completed 3<sup>rd</sup> quarter 2011, and last to be completed 4<sup>th</sup> quarter 2012.
- Allegiant announces a charter crew base in Wendover, NV, to begin Mar. 2011. I aircraft and **3 crews**.
- Pilots were told to make bids on the Wendover crew base and a tentative future crew base in GPT, also with 1 aircraft and **3 crews**.
- EFB makes another test run in LAS on aircraft 429NV.
- Latest Allegiant pilot interviews now also consist of personality profile test, and Microsoft flight simulator evaluation.
- Allegiant Logo changes to an "oranger sun" and the tag line "Travel is our deal" makes its debut in effort to be recognized more as a travel company.
- Southwest Airlines announces it will buy Airtran.

Crew bases: LAS, LAX, IWA, BLI, IFP, SFB/MCO, PIE, FLL, GRR, UTA

Total Pilots: 323 Total Aircraft: 51 (Pilots upgrading with 3 years seniority)

#### Oct 2010-

- Allegiant reports 19.5 million 3<sup>rd</sup> quarter profit, 11.9% operating margin.
- 1st 757 painted in Allegiant's new livery featuring new "Travel is our deal" slogan and orange sun on the tail. All Allegiant aircraft to have new livery going forward. 1st 757 painted in the old color scheme to be repainted.
- Allegiant announces it will return all 10 MCO routes back SFB by Feb. 2011 citing passenger demand and high MCO expenses.

#### Nov 2010-

- 1st MD80 painted with Allegiant's new orange sun livery and "Travel is our deal" slogan
- 757 program adjusted: 1st two 757's to be in service late 2nd quarter 2011. Aircraft to be LAS based and fly lower 48 domestic routes. ETOPS to be applied for later with Hawaii flights to start in mid-2012. 3rd and 4th 757 to be leased out for 12-18 months.
- Allegiant Flight Attendant Union vote to be held Nov. 30<sup>th</sup>-Dec. 22<sup>nd</sup>.
- Open seating program debuts.
- Allegiant Dispatchers file with NMB for union representation with the TWU.

### Dec 2010-

- Greg Baden named Vice President of Operations, succeeding Jim Carr.
- Allegiant Flight Attendants vote in the TWU. 220-137 vote in favor.

# **AAPAG 2011**

#### Jan 2011-

- Allegiant Dispatchers card drive fails
- Allegiant reports 20.9 million 4<sup>th</sup> quarter profit, 12.9% operating margin.
- Oil \$92/barrel.

#### Feb 2011-

- RFD used as a TDY base.
- Several meetings held with management to negotiate new work rules. Over 100 individual work rule topics discussed. Firm changes include no more free reserve, no more sharing hotel rooms, and no more duty days scheduled over 16 hours.
- AAPAG reps meet with management to discuss ways to improvement charter flights.
- New management positions open up: First Officer Manager, Manager of Quality Control and Compliance, and Chief Pilot East position becomes open.

• Oil \$98/barrel partially due to unrest in Egypt and Libya.

#### Mar 2011-

- Maury suggests a pricing strategy of ticket prices that adjust for the cost of fuel after purchase.
- Oil \$104/barrel.
- Mark Grock named system chief pilot.
- Com 1 makes its debut. Crew Observation monthly is written by Vice President of Operations Greg Baden.

## Apr 2011-

- 1st Boeing 757 class begins with 6 pilots total.
- Shannon Lane named East Coast Chief Pilot.
- Oil 109/barrel.
- USA 3000 announces the airline will end operations by Jan. 2013 citing high fuel prices and competitive pressures.
- Captains credit cards to be done away with in May 2011.
- Allegiant Dispatchers reach a new pay agreement similar to the tier style agreement of the pilots.
- First AAPAG training and safety newsletter debuts
- Efforts to bring the FOQA program to Allegiant begin.
- Pilots now called for open flights and reserve periods via Mission Mode.
- Canceled charter flights picked up via open time now pay protected.
- The Weekly Fish Wrap makes it debut.
- Allegiant reports 27.8 million 1<sup>st</sup> quarter profit, 14.4% operating margin. Pilots remain at Tier 3 with a trailing 12 month margin of 14.006%

### Jun 2011-

• Multiple work rule improvements appear in work rules. Once AIS is adjusted, reserve call out to be based on a credit system.

- 757 proving runs begin.
- Pilots not current on AAPAG dues banned from AAPAG website. (Dues catch up program implemented for pilots to become current on dues.)
- Oil 93/barrel.

#### Jul 2011-

• First revenue 757 flights begin: LAS to MFE and LAS to RFD.

# Aug 2011-

- Allegiant reports 20.7 million 2<sup>nd</sup> quarter profit, 10.3% operating margin.
- 1st 166 seat MD80 makes it debut. (N421NV flew LAS-EUG-LAS)
- Oil \$88/barrel.
- LAS-TYS and LAS-LEX announced as new 757 routes to begin Nov. 2011.
- Pilots upgrading with 4 years seniority with Allegiant.

# Sep. 2011-

- Mixed lines appear at various crew bases for the slow months. Hard lines featuring reserve days and reserve lines featuring more than 10 days off are seen for the first time ever.
- The pilot group is told to submit resumes of qualified pilots due to unprecedented growth in the future months. Growth is for the 757 and MD80, all crew bases, and potential new cities.

### Oct. 2011-

- G4voice.freeforums.com makes it debut. The message board is free to all pilots including non- AAPAG dues paying Allegiant pilots. The website headline reads "Because communication in our pilot group should be FREE!"
- Allegiant reports 16.7 million 3<sup>rd</sup> quarter profit, 8.7% operating margin. Pilots fall to Tier 2 pay rates.
- The "Squeaky Wheel" newsletter makes its debut.
- The ability to look at other crew members schedules is removed from AIS.

#### Nov. 2011-

• Allegiant announces that it will buy up to 13 MD80s and 12 JT8D-219 engines from SAS.

- December line bids debut with mixed lines at multiple bases, leading to discontent among the pilot group.
- Ballots go out to the pilot group for the upcoming AAPAG elections.
- American Airlines files for Chapter 11 bankruptcy protection.

Total Pilots: 344 Total Aircraft: 53

# **AAPAG 2012**

## Jan. 2012-

- New AAPAG leadership takes office. President: John Walsh, Vice President: Paul Sadiq, Secretary: Nate Leveque, Treasurer: William McDaniel.
- Allegiant announces OAK base. 2 166-seat MD80 aircraft to be based in OAK in April 2012.
- AAPAG reps voted to allow non-dues-paying pilots to access work rule compliance services and the AAPAG web board.
- Coffee Corner meetings begin on Tuesdays in LAS with management to improve communication with the pilot group.

## Feb. 2012-

• Allegiant reports 20.2 million 4th quarter profit, 10.2% operating margin

In the spring of 2012, a group of AAPAG leaders approached the union organizing committee, asking to join them in a drive toward unionization.

**Summer 2012**, Maury "Another F\*\*\*ing airline" letter.

August 24, 2012, Teamsters win representation election