BEFORE THE
DEPARTMENT OF TRANSPORTATION
OFFICE OF THE SECRETARY
WASHINGTON, D.C.

Application of

BOSTON-MAINE AIRWAYS CORP.

for issuance of an amended certificate of public
convenience and necessity pursuant to 49 U.S.C. § 41102
(Interstate Large-Aircraft Operations)

Docket OST-00-7668

SUPPLEMENT NO. 8 TO
APPLICATION OF
BOSTON-MAINE AIRWAYS CORP.
FOR AMENDED CERTIFICATE AUTHORITY

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August 8, 2003
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Boston-Maine Airways Corp., d/b/a Pan Am Clipper Connection (“BMAC”) hereby
submits this Supplement No. 8 to the captioned application for the purpose of furnishing
certain additional information in response to the request of the Department’s Fitness Division

1. Manchester-Myrtle Beach-Orlando Service. As reflected in Exhibit BMA-S/7-1, BMAC plans to operate a pattern of twice-weekly nonstop scheduled flights in the
Manchester-Orlando market, and a mix of nonstop and one-stop charter flights four days a
week in the Manchester-Myrtle Beach-Orlando markets. The charter flights serving Myrtle
Beach will be operated on a seasonal basis and will be available for individual and group
travel as Public Charters, operated in conformity with Part 380 of the Department’s Regulations, and marketed and sold by BMAC and various Charter Operators.

All of the scheduled and charter flights shown in Exhibit BMA-S/7-1 will be operated by BMAC. The BMAC flights will be operated as a supplement to the scheduled service which will be operated three days a week on the same days in the same three markets by BMAC’s affiliated sister carrier, Pan American Airways Corp. (Pan Am).

2. **Eduard Stalzer.** Eduard Stalzer joined BMAC as BMAC’s Director of Quality Assurance on January 16, 2003. BMAC’s failure to mention the employment of Mr. Stalzer in its April 18, 2003 filing was an inadvertent oversight attributable to BMAC’s primary focus on its first-year service plan, and related traffic, revenue and expense projections in that filing. Mr. Stalzer has resigned from BMAC effective as of August 15, 2003, but he has agreed to remain until his successor is in place in order to ensure a smooth transition through completion of the manual review phase of BMAC’s FAA/CSET Part 121 Operations Specifications amendment process.

3. **William F. Davidson.** William Davidson was hired by BMAC as B-727 Fleet Manager on March 17, 2003. BMAC did not mention the employment of Mr. Davidson in its April 18, 2003 filing because he does not occupy a mandatory position under FAR Part 119.67 and because of BMAC’s primary focus on its first-year service plan, and related traffic, revenue and expense projections in that filing.

4. **J. Alejandro Martinez.** Alejandro Martinez was hired by BMAC as its B-727 Fleet Training Manager on March 11, 2003. As in the case of Mr. Davidson, BMAC did
not mention Mr. Martinez’s employment in its April 18th filing because he did not occupy a mandatory position and because of BMAC’s preoccupation with the “numbers” focus of those filings. Mr. Martinez resigned from BMAC on July 25, 2003.

5. **Matthew Gallagher.** Captain Gallagher continues to hold a position as a B-727 line pilot with Pan Am, but he has begun consulting with BMAC on B-727 operations on a part-time basis, and he will shift to full-time employment with BMAC in the position of B-727 Flight Operations Standardization Manager at the time that BMAC’s B-727 training phase begins.

6. **Horst Kleinbauer.** Horst Kleinbauer was hired by BMAC as a B-727 Instructor on March 24, 2003. BMAC did not mention Captain Kleinbauer’s employment in its April 18th filing for the same reasons as those applicable in the case of Messrs. Davidson and Martinez.

7. **Robert C. Rohrborn, Sr.** Captain Rohrborn was hired by BMAC as a manager in charge of B-727 training development in March 6, 2003. His employment was not mentioned in BMAC’s April 18th filing for the reasons noted above. The apparent second page of his resume (Exhibit BMA-S/7-13, p. 27) is an inadvertent reproduction of the second page of Horst Kleinbauer’s resume (Exhibit BMA-S/7-13, p. 22).

8. **BMAC/Pan Am Shared Reservations System.** As indicated previously in this proceeding, BMAC and Pan Am share the use of a joint Internet website and reservations system. Both carriers have taken numerous steps to maintain their separate identities, and to avoid any risk of public confusion, arising out of their use of a shared
website and reservation system. BMAC estimates that its use of a shared website and reservation system with its sister carrier, Pan Am, saves BMAC approximately $500,000 annually.

The procedure by which a prospective passenger would book a flight on BMAC's proposed large-aircraft services is as follows:

The joint website routes each prospective customer to a central reservations system, where the customer initiates the booking process by selecting the origin and destination, and travel dates, of the desired flights. Further on-screen prompts refer the customer to available flights operated by BMAC or Pan Am. The customer then selects the desired flight or flights, and initiates the reservations and payment process. That process results in a reservation on, and payment to, BMAC or Pan Am, based on the flights selected by the customer.

A similar procedure is followed in the case of telephone inquiries to the two carriers' shared WATS-line telephone reservations system.

That same procedure is currently utilized in connection with BMAC's small-aircraft services. Revenues generated by the purchase of travel on BMAC or Pan Am are collected through the joint reservation system for remittance to the account of BMAC or Pan Am, depending on which carrier is providing the transportation being sold. Payments by check are payable to the respective airline. Payments by credit card are credited to the account of the appropriate airline. Refunds are handled independently by each carrier through the same two mechanisms (i.e., refund check or credit to the customer's charge card account).
9. **New Management Personnel.** BMAC has employed two new operations management personnel to fill the positions recently vacated by Messrs. Stalzer and Martinez.

On August 5, 2003, BMAC hired William J. Moore as its new Chief Inspector/Director of Quality Assurance. Mr. Moore’s resume and fitness information is contained in Exhibit BMA-S/8-1. Prior to taking that position, Mr. Moore was employed for the past two and one-half years as Acting Supervisor of Quality Control with BMAC between February 2001 and August 2003, and as second shift Lead Mechanic on B-727-200 operations with Pan Am between January 1999 and February 2001. BMAC believes that Mr. Moore meets the requirements of 14 CFR Section 119.67 to hold the position of Director of Quality Assurance with BMAC, and is confident that the FAA/CSET team overseeing BMAC’s Part 121 certification application will approve Mr. Moore to hold that position.

On August 5, 2003, BMAC hired Mr. Frank Doglione to fill the position of B-727 Fleet Training Manager vacated by Mr. Martinez. Mr. Doglione’s resume and fitness information is contained in Exhibit BMA-S/8-2. Prior to his employment with BMAC, Mr. Doglione has held Instructor positions with two air carriers operating B-727 aircraft since October 1998. BMAC believes that Mr. Doglione’s B-727 experience will strengthen its B-727 operations management team.

10. **Title 18 Certification.** Title 18 Certification verifying the accuracy and completeness of the foregoing assertions and evidence submitted by BMAC is set forth in Exhibit BMA-S/8-3, infra.
WHEREFORE, BMAC requests the Department to issue an amended Certificate of Public Convenience and Necessity authorizing BMAC to provide interstate air transportation of persons, property and mail, utilizing both small and large aircraft, as requested in its pending application in this proceeding.

Respectfully submitted,

[Signature]

Nathaniel P. Breed, Jr.
ZUCKERT SCOUTT & RASEMBERGER L.L.P.
Attorneys for
BOSTON-MAINE AIRWAYS CORP.

CERTIFICATE OF SERVICE

I hereby certify that I have this day served a copy of the foregoing Supplement No. 8 to Application of Boston-Maine Airways Corp. by messenger, telex, telecopier transmission, or United States mail, properly addressed and with postage prepaid, upon each of the persons listed in the Service List attached hereto.

[Signature]

Joyce S. Allen

Washington, D.C.
August 8, 2003
### BOSTON-MAINE AIRWAYS CORP.
**INDEX TO SUPPLEMENT NO. 8 EXHIBITS**

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