

Tigerreview

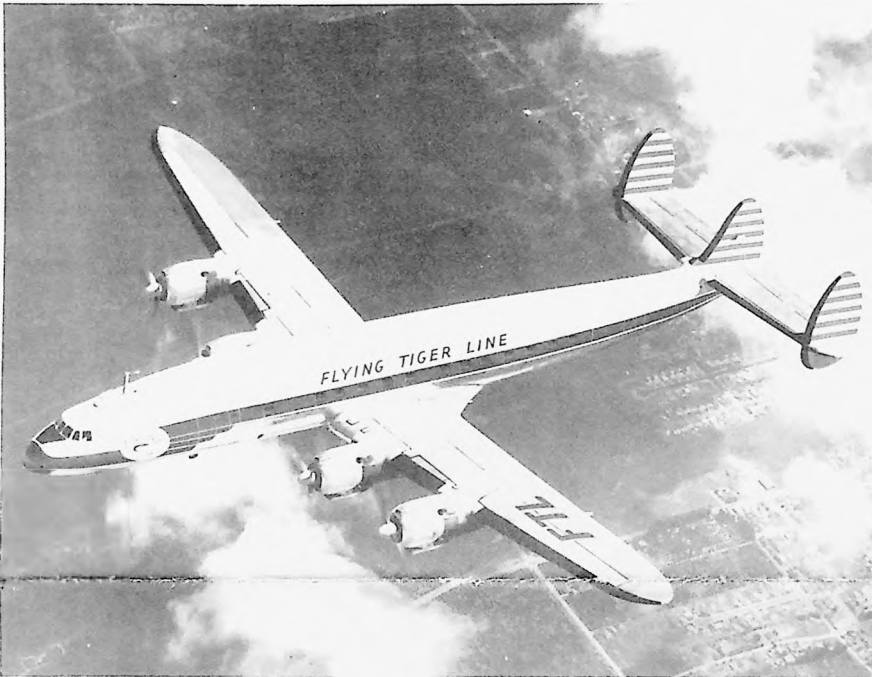
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LARGEST CARGO PLANE ORDER BY FTL



Super Constellation Will Boost FTL Freight Capacity 150%

The largest order for cargo aircraft in commercial aviation history was recently completed with the signing of a \$20,000,000 contract by The Flying Tiger Line for the delivery of 10 Lockheed Super Constellation air freighters.

Fastest Schedules in History To be Offered by Tigers

The fastest air freight schedules in commercial aviation history will be put into effect on the Flying Tiger domestic freight system, U.S. Route 100, on October 3 when the carrier originates the first direct service between New York and Los Angeles.

There will be no intermediate freight stops, the first time that a carrier has offered such service. A fuel stop will be made at Grand Island, Neb.

Schedules Cut Two Hours

Announcing the new service, Frank Lynott, vice-president freight operations, and George T. Cussen, vice-president sales, said a DC-6A will leave New York at 2230 nightly, arriving at Los Angeles at 0630. This will cut nearly two hours off present schedules. Elapsed time will be 11 hours.

At the same time, FTL will add new freight equipment to its transcontinental system, backstopping the DC-6A schedules with two C-54 schedules, giving the carrier four transcontinental flights daily, the largest transcontinental freight operation of any airline.

CLE to West Coast Direct

The C-54's will operate on a schedule that will provide Cleveland with the first direct four-engine service to the West Coast. C-54 flights will leave Cleveland at 2400 daily and fly west via Detroit and Grand Island, arriving at Los Angeles at 1130 and at San Francisco at 0200.

A C-54 will depart BUR at 2355, SFO at 0300 and fly to Chicago via Grand Island, arriving CHI at 1505 and CLE at 1855.

DC-6A Eastbound Unchanged

There will be no change in the eastbound DC-6A schedules, which will depart BUR at 2300 and SFO at 2200. The BUR ship arrives CHI at 0715, RML 1045 and EWR 1410. The SFO ship arrives at CHI at 0700 and terminates at RML at 1015. Westbound, the SFO ship leaves RML at 1230 and flies non-stop to SFO, arriving at 1915.

The decision to offer the direct New York-Los Angeles service and bolster the transcontinental schedules with C-54 equipment follows upon the development of record-breaking freight volumes on the airline in the past nine months.

59 Per Cent Gain

For the first six months of 1955, FTL flew 20 million ton miles of freight, a 59 per cent gain. This was more than three times the rate of gain shown by any other carrier and was 2,500,000 ton miles ahead

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In a joint announcement, Robert W. Prescott, president of Flying Tiger, and Robert E. Gross, president and chairman of the board of Lockheed Aircraft Corporation said the addition of the new aircraft to the Tiger air freight fleet would mark a long step toward the air freight industry goal of larger volume and lower rates.

Selection of the Super Constellation Model 1049H aircraft came after a year-long study conducted by the carrier, Prescott said.

Increase Capacity 150%

"With these airplanes," Prescott said, "Flying Tiger will cut two hours off its present transcontinental overnight freight schedules and increase its capacity 150 percent, making it the largest of any carrier."

"Flying at the lowest ton-mile cost of any commercial aircraft, these ships will reduce direct operating costs over long-range routes by more than 10 percent. Applied to only one major segment of the airline's present routes—the 1970-mile flight from Detroit to Los Angeles—this will mean an operating expense reduction of \$86,500 in one year by one aircraft, operating at 100 percent capacity. Utilizing the entire fleet of 10 over similar routes with only a 75 percent load factor means a saving of \$650,000 per year," Prescott added.

"Total system savings over our entire route structure will be much greater," Prescott said, "thus putting the carrier in a position to offer shippers substantially lower rates."

Delivery in 1957

Delivery of the new Super Constellations will begin in early 1957.

Each aircraft will provide a cargo lift of more than 21 tons—42,600 pounds. This is approximately one-third more than is now available on any other type of commercial freight equipment flying. The new Model H aircraft cruise at 335 miles an hour, or 10 percent faster than present equipment.

The order spirals Lockheed's commercial cargo plane backlog to \$40,000,000, a record high for the industry on cargo type aircraft and at least double that of any other manufacturer, Gross pointed out.

Fuel Stops Eliminated

Prescott said the new Super Constellations, flying a full load non-stop 55 percent farther than any other civil air freighter, will enable the airline to eliminate fuel stops now made on its longest schedule segments, thus further reducing costs and speeding up schedules. For example, on present flights to the west coast from New York via Detroit, fuel stops must be made at a midway point with fully loaded aircraft. These can be eliminated with the new Lockheed equipment.

The Super Constellation has a gross takeoff weight of 137,500 pounds (nearly 69 tons), cruises at

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114-Day Strike Ends

The strike of a group of mechanics and stock room employees of The Flying Tiger Line ended at 1 p.m., October 5, when IAM members in Burbank, Detroit and Newark ratified an agreement reached earlier by IAM officials, headed by General Vice-President Elmer E. Walker, from Washington, and Fred Benninger, general manager of FTL.

Because of the change of issues during the course of the 114-day strike, which began on June 14, it is necessary to go back and re-evaluate the issues which caused the strike and those on which it was settled.

In its last proposal prior to the strike, the company had promised the union consideration of a wage increase on September 1 but asked a recess so that the exact amount could be established.

In negotiations in mid-July, the company said its financial position was such that it could forecast with some assurance the amount of a pay increase it could afford. The company proposed a five-cent hourly increase for mechanics and stockroom employees and three cents hourly for lower pay grades, effective August 15. A further increase of two cents hourly would be made effective nine months after settlement of the strike to the higher pay groups.

The union did not accept this proposal at that time, but in the final settlement on Oct. 5, it agreed to the increase except that the two-

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FTL Inaugurates First All Freight Service to Twin Cities

With "flour" flying, mayors speaking and civic leaders, shippers, other airlines and friends and relatives joining in. The Flying Tiger Line opened service September 15 to the last two major cities for which it is certified on its domestic air freight system, Route 100.

The newest station, Minneapolis-St. Paul, becomes the 20th in the group of cities to which FTL service has been extended since our certification in August, 1949.

Trott and Steel in Charge

Heading up the new station will be veteran Ed Trott, who transferred from Detroit to become station manager, and Bob Steel, who has been named district sales manager. Bob formerly was with Northwest Airlines and set up their original cargo facilities in New York. He was assistant station manager for Northwest at Minneapolis-St. Paul and tried his hand at the travel agency business before joining the FTL family.

Promotion Campaign

An intensive sales and promotion campaign, climaxed by receptions in both cities, marked FTL's advent into the Upper Midwest. And for the benefit of all of you who weren't there, please never forget that it is Minneapolis-St. Paul. Both cities are proud, and rightly so, of their independent status and to mention one and not the other

could be almost fatal.

Pete Alberti, BUR general sales manager, led a sales crew into the Twin Cities a week before the opening after Len Kimball, BUR public relations and advertising, had spent two weeks there getting the population acquainted with the fact that FTL was bringing the first all-freight air service into the Upper Midwest. Heretofore, freight service has been entirely by combination carriers with only one all-

(Continued on page 4)



Bob Steel, new district sales manager at Minneapolis-St. Paul.

Why We Selected the Lockheed Super Constellation

In this issue is the story of our order for the ten Lockheed Constellation 1049H models. Maybe the story behind the order would be interesting to you.

Some time ago we in management decided that before we acquired any more modern flying equipment we should settle on the best airplane suited to our over-all requirements, and order enough of that type to take care of all of our anticipated needs. In this way we could avoid the extra expense and loss of efficiency inherent in operating two, or even three different types of heavy equipment.

There are only two airplanes that are suitable to our needs, the DC-6A and the 1049H. We have had lots of experience with the DC-6A and we are very fond of the airplane. There are several reasons why we chose the 1049H. First, it is a larger plane, having a payload of some 10,000 pounds greater than the DC-6A. Second, it is faster and has greater range. The 1049H can fly from Detroit to Los Angeles non-stop with a full payload. The DC-6A on the same route must stop en route for refuelling. By this fact alone we can improve our morning arrivals on the West Coast by one and a half to two hours. With the larger payload and greater speed we can produce 50% more ton miles with the 1049H fleet than we could with a similar number of DC-6A's. This will help us to reduce our overhead costs, thus lower prices to the shipper, and in turn bring to our company a greater volume of traffic.

One other important factor in our choice of planes was the delivery dates on the planes. We will receive the 1049H in the early part of 1957, while DC-6A's would not have been available before the middle of 1958. All other things being equal, we felt we could not afford that time lag in getting into our "new look" of a completely modern fleet, to take advantage of the growth of this airfreight industry which we have nurtured so long.

This step is by far the most significant one taken by Tigers since the company was formed. It gives the assurance that with the largest, fastest, most efficient cargo fleet in the world, we will maintain our position as the leading airfreight company in the world.

R. W. Prescott
President

Tarry at Dayton For CONOPS

Jack Tarry of FTL's CONOPS (Contract) Division, based at Dayton, Ohio, will be available to help Freight Sales on a part time basis in Dayton-Columbus-Cincinnati.

Tarry represents FTL at U.S. Air Force A. M. C. Headquarters at Wright Patterson Field, Dayton, handling charters and contract movements. He also covers the military bases and zone offices in the southeastern part of the United States. He may be reached by TWX through CLE, or mail can be directed to him at "A. M. C., Box 132, Wright Patterson AFB, Dayton, Ohio."

PLANE ORDER

(Continued from page 1)

21,000 feet and will fly 2,200 miles nonstop with a full load of more than 21 tons.

Capacity Two Times Box Car

Its main cabin cargo space and two lower compartments can accommodate 5,569 cubic feet of freight, nearly twice that of an average box car. The main cabin is 83 feet long and can be loaded through front and rear doors. The rear double door is nine feet, four and one-half inches wide and six feet, two and one-half inches high. An all-metal, anti-corrosion type flooring—the strongest light-weight floor ever installed in a commercial aircraft—will carry extra-heavy loads.

Power for the aircraft is provided by four Wright turbo-compound engines delivering a total of 13,000 horsepower, eight times that of an average diesel freight locomotive. The ship has a total fuel capacity of 6,550 gallons, enough to run an average automobile 100,000 miles.

Flying Tiger, the world's largest freight and contract carrier, now has a fleet of 40 aircraft and an organization of 1,200 personnel. Scrubbing 45 cities coast-to-coast on its domestic system, U. S. Air Freight Route 100, as well as extensive overseas areas contract operations, the carrier does an annual business in excess of \$25,000,000.

Tragedy At Sea

Two crew members survived and three others were lost on September 23 when Flying Tiger 433 was ditched in the mid-Pacific following loss of power on a flight from Honolulu to Wake Island.

Capt. Tony Machado and Co-Pilot Bob Hightower were rescued after a Coast Guard aerial search. Relief Pilot Warren Gin, Chief Navigator Dick Olson and Navigator Nick Ventresca were lost. It was the third fatal accident in the company's 10 years of operation.

The ship went down about 980 miles west of Honolulu and 395 miles northwest of Johnson Island, exactly on course, about 8:40 p.m., September 23. The cause of the accident has not been determined. Machado had radioed Honolulu that he had lost power on three engines and was last heard from at 500 feet. The ship was flying a 15,000-pound load of military freight from Travis Air Force Base, California, to Tokyo.

Exact details of the accident had not been received at press time.

A Coast Guard PBY located Machado and Hightower floating in life jackets some six miles from the crash scene on Sunday, September 25. They were picked up by the Steel Advocate, a Pacific freighter which was guided to the scene by rescue aircraft. The freighter took them to Honolulu. Their condition was not serious.

After word of the rescue had been received at BUR, Chief Pilot Ed Pinke left for Honolulu with Mrs. Machado and Mrs. Hightower, for whom the company provided transportation to Honolulu on United Air Lines.

All of the men were based at BUR.

Machado is one of the company's most experienced pilots and has been flying with the Tigers since June, 1946. Born in Hanford, Calif., his home is in Hollywood. He is 40 years old.

Warren Gin, born in Los Angeles, was 34 years old and had been flying with FTL since December, 1951.

Dick Olson, a native of Chicago, was 43 years old and lived in Van

CONOPS TELLS OF LITTLE-KNOWN CARIBBEAN LABOR MOVEMENT

One of FTL's most interesting contract projects, about which little is generally known, centers around a movement of Caribbean labor, which is now in its 18th month of operation.

20,000 Farm Laborers

Since the movement was begun in April, 1954, FTL has flown approximately 20,000 laborers about the Caribbean area and into United States farming regions. Revenues have exceeded \$500,000.

Base for the operation is Miami, Fla.

Depending upon the volume, the airline uses from one to four aircraft of the C-46 or C-54 type to fly the laborers.

Flights follow a pattern from Miami to Nassau, Jamaica, St. Lucia, Antigua and Barbadoes back to Miami and thence to farming regions in the New England, mid-Atlantic, midwestern and southern regions of the United States.

Labor Demand Seasonal

The laborers are brought into these areas to work on rapidly-ripening crops, for which farmers need a large number of workers in a hurry to complete their harvests while fruit and vegetables are in prime condition. Farm labor asso-

ciations handle the consignment of workers, portioning them out to farms in their respective areas.

Nuys, Calif. He joined the company in July, 1950.

Nick Ventresca, born in Cleveland, O., was 43 years old and had been flying with FTL since January, 1947.

Bob Hightower, born in Georgia, is 22 years old and lives in Vallejo, Calif. He started flying with FTL last May.

Memorial services for Warren Gin were held Sunday, Oct. 2, at the Chinese Presbyterian Church, Los Angeles, and for Dick Olson and Nick Ventresca at the Church of the Chimes, Van Nuys, Calif. The deepest sympathies of the company and all its employees are given to the families and every provision is being made to be of all possible assistance to them.

ciations handle the consignment of workers, portioning them out to farms in their respective areas.

FTL maintenance and operations are carried out by co-ordination through the offices of Parker Goldsmith, director of contract operations, Newark maintenance and BUR flight control, with Jack Elliott supervising scheduling.

World-Wide Operations

In addition to the Caribbean labor movement, the contract division continued to fly on a world-wide scale in August and September. Besides the domestic CAM movement of military troops, the division flew in excess of 12,000 passengers in August.

Across the North Atlantic, in both directions, FTL flew displaced persons, military dependents and tourist groups as well as an all-freight operation. In the South Atlantic, we continued to move Jamaican laborers from the Caribbean to London.

Seamen from Jamaica

Another unusual series of flights brought four loads of seamen from Jamaica to New York to meet ship schedules.

Up in Canada, our aircraft continued to do a major job on the famed Dewline radar fence project and flights also were renewed across the Pacific from San Francisco to Tokyo, carrying military freight.

Fifty Interline Agreements

The Flying Tiger Line now has 50 interline agreements with all major United States and foreign flag air carriers, Mayo Thomas reports.

There are 23 agreements with United States carriers and 27 with overseas airlines. This permits shipments from any Flying Tiger point or any point on the systems of the other carriers with a single, through airbill to destination.

FTL's Newest Sales Office in Tokyo, Japan

Indicative of the broadly expanding activities of FTL's Freight Sales division is the assignment of Al Pickett, formerly of BUR Sales, to Tokyo, Japan.

Pickett was sent to Japan to sell FTL freight routings at the source on the highly important import traffic from the Orient. This traffic moves in very large volume by water to Pacific Coast Ports of Entry—Seattle, San Francisco and Los Angeles, and then by air freight to eastern cities.

By using air freight instead of water on the movements to the east coast across the country, the shipper saves 18 days as against the time required if the shipments were routed through the Panama Canal.

The assignment of Pickett to Tokyo marks the first time that any domestic carrier has undertaken to develop this traffic through direct contact in the Orient.

Since many U.S. corporations have offices in the Orient, for example, General Motors, Ford, Timken Bearing, Goodyear Rubber, Allied Stores, Macy's, Sears, General Electric, Douglas, Lockheed, U.S. Steel and Singer Sewing Machine, any sales leads which can be sent to Pickett will be of primary help in his development of this traffic.

His address is Hotel Teito, Marunouchi Chiyoda-Ku, Tokyo, Japan.

STRIKE ENDS

(Continued from page 1)

cent increase would be effective January 15, 1956.

The fringe benefits remain substantially unchanged from those offered by the company prior to the strike. The union shop issue was dropped by the union shortly after the strike started. The remaining issues were items that arose from the strike itself and were resolved in final negotiation sessions.



Constellation Contract Signed—President Bob Prescott signs the contract which will bring FTL ten Lockheed Super Constellations. Around the table, left to right, are Frank Frain, corporate finance manager of Lockheed, Robert E. Gross, president and chairman of the board of Lockheed, P. K. Yost, director of commercial sales for Lockheed, W. Scott McGilvray, Lockheed domestic sales manager, Bob Prescott, Fred Benninger, general manager of FTL, and Bill Bartling, vice-president research and development of FTL.

Maintenance Costs Decline As Efficiency Increases

New records in efficiency and cost reduction which have lowered FTL maintenance costs by an average of 21 per cent since May, despite a strike of IAM mechanics throughout the summer, was revealed today in a study of operating records compiled by George Messenger, vice-president maintenance.

Costs Drop 21%

Starting with May, the first full month of the airline's operation before the June 14 strike, maintenance records showed that over-all costs dropped an average of \$85,000 a month, or 21 per cent for the period through July and continued to decline in August, despite the fact that the airline was steadily increasing the number of flying hours.

Flying Hours Up

Flying hours in June, first period of the strike, totaled 6,850 and September hours are expected to exceed 7,900.

Performance comparisons in the maintenance department, based on cost per mile and cost of work flight hour, showed the following results:

In June, when the strike began, maintenance costs in terms of cents per mile on all aircraft declined 20 per cent from May. In July, the cost declined another percentage point to 21 per cent.

Cost of work per hour in June was down 19 per cent and in July, the saving totaled slightly in excess of 20 per cent.

Smaller Work Force

These declines in costs were accomplished with a work force which through August totaled only 60 per cent of the pre-strike employment total. Even with the small-

Chicago Reports Changes

Lots of changes around Chicago these days, what with Wally Burns as station manager, Frank Cain going to EWR and Bob McGee taking over as CHI DSM, not to mention the move of the entire crew operation to RML.

The Clearing-Cicero Traffic Conference at CHI had their annual Airlines Night soiree September 8, chaired by Bob McGee, CHI sales, and the guest speaker was our own Robert W. Prescott. The Flying Tigers were well represented and made sure that the traffic managers of Chicago were cognizant of the upward plans and advancement of FTL. Highlights of Mr. Prescott's speech and an exclusive interview with the Chicago Daily News brought out the facts that the Flying Tigers are looking for bigger and better airplanes; that we are seeking heavier freight and plan soon to file a request for lower rates for 20,000, 40,000 and 75,000 pounds shipments. As Mr. Prescott stated in his speech, "It is well within the realm of reality for the Flying Tigers to be carrying freight from coast to coast at the speed of sound."

CHI Dispatcher McDaniel's house burned recently and Mac barely escaped with his pajamas and his life.

John Barkus, CHI maintenance, was through recently from Edmonton, Canada — destination EWR.

The summer months have shown a definite increase in dependents of FTL fathers in maintenance. For William Fricitag there was a boy in June and Bill Pilewski added another girl (his fifth) in March.

A couple of the employees request that we commend Leona Ross on the excellent and capable handling of her job with the Credit Union.

er force, FTL completed all line maintenance and all contract work without delay.

In other words, with 40 per cent less labor, the maintenance department, through improved operating standards and job efficiency, will produce 12 per cent more flying hours in September than it did in June at an over-all cost saving of approximately 21 per cent. Additionally, all line and contract maintenance will be performed on schedule.

Travel Fares Reduced Up to 50 Per Cent Available to Employees

A plan which will enable employees of The Flying Tiger Line, their families and in some cases their friends to obtain transportation in the United States and overseas on passenger lines at reduced rates, financed by Credit Union loans, has been made effective by Fred Benninger, general manager.

Permitting, in effect, a travel-now-pay-later transportation arrangement, the program provides for travel on four airlines—Northwest, Air France, North American Airlines and Trans-Ocean Airlines.

It works this way: On Trans-Ocean flights from Los Angeles and San Francisco to Honolulu and on North American Airlines to any of their U. S. terminal points, such as Chicago, Detroit, Dallas, Miami, Los Angeles, New York and Washington, any employee, relatives or friends may obtain discounts on their tickets. A 15 per cent discount can be obtained on Trans-Ocean and 20 per cent on North American. On North American's low cost \$80 fare to New York, which must be a round-trip ticket, the reduction will be 15 per cent.

On Air France and Northwest Airlines, a reduction of 50 per cent will be given to any employee or his immediate family only. The reduction is effective the year-round on Northwest with confirmed space but on Air France, while it will be effective the year-round, confirmed space will not be available during the peak season. Travel in the peak season will be on a space available basis. The peak season is May 15-July 15 on travel to Europe and July 15-Sept. 30 on travel from Europe to the United States. At all other times of the year, confirmed space will be granted to the passenger.

Tickets for travel on Trans-Ocean and North American will be available from the Credit Union office in Burbank. Tickets for travel on Northwest and Air France may be obtained from any ticket office after the applicant has obtained from the Credit Union office of FTL in Burbank a ticket authorization order, confirming his employment with FTL. Requests for such authorization should be directed to the Credit Union office. On all tickets, a service charge of \$2.00 per ticket will be assessed for handling charges and this fee must be submitted in advance to the Credit Union office at BUR.

The Credit Union will finance travel tickets in accordance with its usual loan regulations, permitting individual loans up to \$400 on signature, depending upon the applicant's credit status and his length of service with the company. Larger loans may be obtained on proper collateral or with co-signors. Full information on such loans can be obtained from Leona Ross, manager of the Credit Union.

Elect Marquez and Fry To Administrative Employees Committee

In what was probably one of the closest contests ever staged, Manny Marquez and Don Fry were elected to membership on the Administrative Employees Committee to replace Geneva Schindele and Dode Penrod whose terms of office have been completed.

Six nominees appeared on the original ballot for the election of Sept. 9th and 12th. They were: Betty Avery, Don Fry, Manny Marquez, Virginia Lindstrom, Veva Temple and Bernie Tenny. When the results were totaled up, Manny Marquez led by a margin of one vote while Veva Temple and Don Fry tied for second place.

A run-off election was held on Sept. 16th between Don and Veva, and again the results were amazingly close. Don came out victor by one vote.

The five-member committee now consists of Dick Yung, Sadie Elliott, Jack Coveney, Manny Marquez and Don Fry. Term of office is one year, with elections being held every March and September. In the September elections two committee members will be replaced and in March three members will be elected.

The Administrative Employees Committee was formed in February, 1955, for the purpose of establishing a representative group to maintain a close contact between office employees and management.

FTL Continues Record-Breaking Climb

The Flying Tiger Line, in August and September, continued to pile up the best peace-time performance in its history.

Both air freight and contract operations were at record highs.

The contract division reported an August volume of \$1,370,000, second highest month of the year and nearly four times the August, 1954, business which totaled \$358,000. For September, the division expects to do about \$1,350,000, which would be more than double that of September, 1954, which totaled \$530,000.

Parker Goldsmith, director of contract operations, reported that revenues on North Atlantic traffic in August smashed the million dollar mark for the first time.

In air freight, FTL continued to lead the all-cargo field.

For the first six months of 1955, according to Civil Aeronautics Board records, FTL flew 20 million ton miles of air freight, against 17,500,000 for the second carrier. FTL's first six month traffic increased 59 per cent over 1954, compared to and increase of six per cent for the second carrier.

For the summer months of June, July and August, air freight on the FTL system totaled \$1,834,000. This represented a gain of 62 per cent over last year, even breaking the previous six-month rate of gain of 59 per cent. For the first two weeks of September, FTL hauled as much air freight as it did in the entire month of September, 1954.

A well-known author chanced upon a large number of copies of a long, incredibly dull book which contained no index. Since they were cheap, he bought them up and mailed them anonymously to his friends, with the comment: "I think you will find this book interesting, especially the references to you, which, I hope, you will not consider offensive."

NEW ENGINEERING PROGRAM LAUNCHED

A widespread engineering program, designed to bring greater efficiency into the operation of FTL aircraft and reduce maintenance costs, is underway in the Engineering Department, headed by Superintendent Chuck Steeves and his assistants, R. M. Oppegard and R. W. Jones.

FTL Shows \$400,188 Net Income for Year

Strongly recovering from losses experienced in the preceding 18 months, The Flying Tiger Line showed a sharp gain in earnings in the last six months of its 1944-55 fiscal year, ending June 30, enabling the carrier to show a net income of \$400,188, Robert W. Prescott, president, reported today.

Earnings were equal to 45c a share on outstanding common stock of 784,452 shares after preferred dividends of \$49,556, and compared with a loss of \$425,545 for the preceding year. Earned surplus increased to \$2,922,891.

Prescott said the airline was able to report a profit despite a decline in gross operating income to \$15,363,289 from \$18,642,919 in the previous year.

Earnings and revenues were adversely affected in 1953-54, when a projected merger was abandoned in September, 1954. Since that period, the airline has embarked on an aggressive expansion program, which enabled it to offset heavy losses in the early part of the 1954-55 fiscal year with high earnings in the last half of the year.

"The company once more is operating at a substantial profit level, in keeping with its record of growth before the merger attempt," Prescott said. "A program of expansion of the domestic air freight system and our contract operations division as well as plans for the acquisition of important new equipment point to steadily increasing revenues and earnings over the next 12 months."

A major factor in the recovery staged in the last half of the 1954-55 fiscal year was the completion of the airline's fleet of DC-6A air freighters, which has enabled it to establish overnight freight service, coast-to-coast. "As a result, our air freight revenues recently have risen to the highest level in our history," Prescott said, "putting the company in first place among the all-cargo carriers."

"We also have experienced the heaviest contract operations since the Korean war, with revenues running about \$1,500,000 a month. This has permitted full utilization of our aircraft fleet, thus contributing substantially to the recovery of revenues and earnings."

Maintenance Job Titles Standardized

Rounding out the organization of the maintenance department, Vice-President George Messenger has announced a uniform system for supervisory job identification, eliminating non-standard job titles which often have been confusing.

All department heads have been given the designation of superintendent, with the following assignments:

- Superintendent of Maintenance—W. J. Duchren
- Superintendent of Inspection—Paul Grace
- Superintendent of Material Control—Art Klein
- Superintendent of Engineering—Chuck Steeves
- Superintendent of Contract Maintenance—Bill Thompson
- Superintendent of Maintenance Sales—Doug Duly

Highlights of the program include a standardization program on all C-46 and C-54 equipment to reduce weight and standardize installations, which will be an important factor in expediting maintenance of the ships, lowering costs and increasing payloads.

C-46 Floor Modification

Another program is aimed at C-46 floor modification to level out the floor at the rear cargo door as well as the enlarging and lowering of the door, itself. A further standardization on overhaul and weight reduction may save as much as a thousand pounds of C-46 gross weight, thus substantially increasing the plane's payload.

Very shortly, all of the C-46 aircraft which the company acquired more than five years ago from the Air Force at Pyote, Tex., will be headed for major overhaul. This, in itself, is a man-sized job and it will be accomplished by setting up mass production overhaul, with the aircraft phased into the program so that the company's operating fleet will not be thrown out of balance.

Another program involves heater modification on the DC-6A equipment to improve cabin heat distribution.

New Seat Designs

One of the most interesting projects is centered around development of a new lightweight seat for passenger aircraft. Working with the Burns Seat Co., the engineering department is finalizing a design which may effect a weight saving of four pounds per seat.

The work is aimed at creating a plastic foam cushion, new Dupont washable and breathable plastic seat covers and chrome-plating of all exposed metal parts. A color-harmonizing scheme tying in with the new standard brown and tan interiors will be included.

As soon as the program is approved, the company will send some 700 seats to Burns for modification in addition to ordering several hundred more seats to meet the growing passenger traffic demands.

Frankfurt Knows Its Beans

Development of the FTL maintenance base at Frankfurt, Germany, headquarters for the European side of the company's big trans-Atlantic traffic, now has reached a point where the airline's maintenance crew of 19, headed by Joe Cuppet, is handling outside work for three airlines as well as all of FTL's major schedule.

Work is being performed for Capitol Airways, Trans-Caribbean Airlines and Los Angeles Air Service.

George Messenger, vice-president maintenance, said the work volume is such that eventually Frankfurt may become a permanent base to handle outside work.

"Mom, has Aunt Marie got a little baby?"

"Yes, dear," her mother replied.

"Has Aunt Harriet one, too?"

"No, she a little dog instead."

The little girl thought for a moment before she observed, "I suppose she had first pick!"

TWIN CITIES

(Continued from page 1)

freight schedule being operated into Minneapolis-St. Paul and none out-bound.

Both cities gave FTL a warm reception and predicted that the area would eventually be one of our more important stations.

Blitz Crew

Arriving with Albert were Frank Siwicki, CHI; Bob Blanks, SFO; Vernon Gray, PHL; George Milderberger, BGM; Chuck Shumway, BUR, and Frank Connolly, EWR. They were followed by Mayo Thomas, BUR director of interline and agency sales and Frank Clain, CHI regional sales manager.

A few days before the actual opening, President Bob Prescott, Vice-President George T. Cussen and John Higgins, assistant vice-president of sales, arrived to participate in a series of meetings with shippers and civic leaders. L. K. Woodward, of Hixson and Jorgensen, the company's advertising agency, also was on hand to help with the promotion.

Crowd Grets First Flight

The first ship was flown in by Capt. Ed Lowe and was met by a crowd at Minneapolis-St. Paul International Airport including Mrs. Marie Haywood, mother of Capt. Tom Haywood, whose home is in St. Paul. Tom was flying the North Atlantic and could not be on hand, although a great many people wanted to welcome him as the only surviving AVG pilot from Minnesota.

Mayor Joseph Dillon of St. Paul, Mayor Eric Hoyer of Minneapolis and President A. R. Shiely, of the St. Paul Chamber of Commerce head a welcoming delegation at the DePonti Hangar, where FTL will make its home. Mayor Hoyer and Bob Prescott christened the ship with a sack of Pillsbury flour, symbolic of Minneapolis as the nation's milling center, while TV cameras ground. Trying to drop the flour on the ship nose, the Mayor dropped the sack. TV cameramen asked for a retake. Kimball retrieved the broken sack, which soon turned his black suit to white, and the Mayor made a second effort, which was completely successful with the flour covering the airplane nose and everything west of it.

For St. Paul's part, Mayor Dillon and President Shiely presented Bob Prescott with a replica of the famed St. Paul "Indian God of Peace," which went out as the first shipment, consigned to the Lord Mayor of Belfast, Ireland, as a goodwill gesture. The original "Indian" is a magnificent art work of Mexican onyx, 83 feet high and weighing 70 tons. Housed in the St. Paul's city hall, it is worth anyone's time for a visit.

Prescott Tells Plans

Following the airport ceremony, the St. Paul Chamber of Commerce sponsored a luncheon at the Minnesota Club attended by more than 100 civic leaders and shippers. Bob Prescott responded to Mayor Dillon's speech of welcome, telling of FTL's plans for service in the Upper Midwest and the company's expectation for a strong future growth of air freight as the industry continues to get larger and faster equipment.

The St. Paul luncheon was followed by a dinner at the Hotel Nicolet in Minneapolis for Minneapolis civic leaders and shippers, sponsored by the Aviation Committee of the Minneapolis Chamber of Commerce, with President Curtiss C. Coleman of the Chamber welcoming the airline. Mr. Prescott followed with a talk again outlining FTL's plans for air freight development.



Flour Away! Mayor Eric Hoyer, Minneapolis, christens the first FTL flight into the Twin Cities with a sack of Pillsbury flour, symbolic of Minneapolis as the world's milling center. In the history of christen-

ings, so we are told, this goes down as another FTL first—first time anyone ever christened an airplane with a flour sack.

Station Roll-Call Totals 25

Here is the roll-call of stations opened by The Flying Tiger Line since certification of our system as U.S. Air Freight Route 100 in August, 1949:

Akron
Binghamton
Boston
Buffalo
Canton
Hartford
Long Beach
Milwaukee
Minneapolis
Oakland
Philadelphia
Portland
San Diego
Seattle
St. Paul
Tacoma
Toledo

Stations operated prior to certification are:

Chicago
Cleveland
Detroit
Los Angeles
Newark
New York
San Francisco
Washington

Midwest Maintenance and Flight Operations Moved from CHI to RML

With the opening of service to Minneapolis-St. Paul on September 15, arrangements are underway to increase the scope of flight operations and maintenance in FTL's RML terminal, busiest gateway on the airline with eight freight flights daily scheduled through that station.

Some maintenance personnel from CHI will be offered an opportunity to transfer to RML, although CHI will continue to be a maintenance base for certain flights coming through that station.

Flight operations' midwest base will now be RML instead of CHI, with Division Chief Pilot D. E. Sanders and his crews moving over to the Motor City.

Employees Urged to Assist MSP

As we all know from past experience, no station opens with a tremendous rush of freight. Sometimes it takes a long time to build up freight traffic, so all the help any of you can give Minneapolis-St. Paul in the development of business will be most useful.

The area is a major distribution center for the Upper Midwest, serving all of Minnesota, the Dakotas, eastern Montana and northern Wisconsin and northern Iowa.

In the Minneapolis-St. Paul area, if you know of any leads on shipments affecting that area, please pass them along to the Sales Department.

manufacturing enterprises such as Minnesota Mining & Manufacturing (cellophane products and machinery); Minneapolis Honeywell (controls and aircraft parts); D. W. Onan & Co., generators; Minneapolis-Moline, farm machinery; Brown & Bigelow, advertising specialties; Sperry-Rand, office machines and aircraft parts; Ford Motor Co., automobiles.

All types of traffic flow in and out of that area with special emphasis on machinery, electronic and electrical products, automotive parts, perishables and styled clothing.

If you know of any leads on shipments affecting that area, please pass them along to the Sales Department.

Newspaper Editorial Lauds FTL Service to MSP

The Flying Tigers' arrival in the Twin Cities was heralded by the following editorial, which appeared in the Minneapolis Star:

Tigers in the Air

TIGERS are in the air around the Twin Cities these days, literally as well as figuratively. Hardly had local officials "welcomed" the new pair of Siberian tigers in St. Paul's Como park zoo then they turned out (yesterday) to greet the newly arrived Flying Tigers, who also trace their origins to Asia.

Any self-supporting addition to its transportation links with the rest of the nation and the world is welcome in a community like ours, which believes that its best days are still to come. And our community, which has had to bear some special transport handicaps—such as unfavorable freight rate differentials—may be pleased to have this additional string for its transportation bow.

It's unlikely that all of this area's products will ever be shipped regularly by air. But air freight—the Flying Tigers is an all-freight airline—does seem particularly well suited for many of our local products, which incorporate large amounts of human skills but are small in bulk and weight, and which are often ordered on a hurry-up basis from remote parts of the globe.

So, having entered into a new and we hope mutually entertaining relationship with the Siberian tigers, we look forward to a mutually profitable partnership with their Flying namesakes.

Sterling Cartage Named FTL Trucking Agent at MSP

FTL freight at Minneapolis-St. Paul will be delivered and picked up by Sterling Cartage, a company with one of the finest reputations in the country on this type of service.

It is headed by Walter Thies and his right-hand man is Paul Ohman, who was of invaluable assistance in helping us get organized in the Twin Cities.



Welcoming group from Minneapolis-St. Paul (left to right) Mrs. Marie Haywood, mother of Capt. Tom Haywood; Capt. Ed Lowe; President A. R. Shiely, of

St. Paul Chamber of Commerce; Mayor Eric Hoyer, Minneapolis; Bob Prescott; Mayor Joseph Dillon, St. Paul.

MSP Schedule Gives Overnight Service to Both Coasts

Here is the new FTL schedule for service to the Minneapolis-St. Paul area:

Eastbound		Westbound	
Lv. Minneapolis-		Lv. Boston	10:30 p.m.
St. Paul	7:00 p.m.	Ar. Hartford	11:20 p.m.
Ar. Milwaukee	8:45 p.m.	Lv. Hartford	11:50 p.m.
Lv. Milwaukee	9:15 p.m.	Ar. Cleveland	2:55 a.m.
Ar. Detroit	11:45 p.m.	Lv. Cleveland	3:25 a.m.
Lv. Detroit	1:00 a.m.	Ar. Detroit	4:20 a.m.
Ar. Cleveland	1:50 a.m.	Lv. Detroit	5:45 a.m.
Lv. Cleveland	2:20 a.m.	Ar. Milwaukee	6:20 a.m.
Ar. Hartford	4:50 a.m.	Lv. Milwaukee	6:50 a.m.
Lv. Hartford	5:20 p.m.	Ar. Minneapolis-	
Ar. Boston	6:05 p.m.	St. Paul	8:50 a.m.

Connections for transcontinental and other east and westbound flights are made at Detroit, providing overnight service from Minneapolis-St. Paul to most eastern and western terminals; overnight service into Minneapolis-St. Paul from the east and second morning delivery from the west.



Opening Day at Minneapolis-St. Paul. Here is the Tiger crew on hand for the inaugural flight (left to right standing) John Higgins, BUR; Frank Connolly, EWR; George T. Cussen, BUR; Bob Prescott, BUR (with Ed Trott just behind him); Frank Clain, CHI; Capt. Ed Lowe; Mrs. Marie Haywood, mother of Capt. Tom Haywood; Mrs. Mary Haywood, aunt of Tom;

Mayo Thomas, BUR; Pete Albert, BUR; Paul Ohman, Minneapolis-St. Paul trucker; Woodie Woodward, BUR; Bob Blanks, SFO; Frank Swicki, CHI; Kneeling, left to right: Chuck Shumway BUR; Bob Steel, MSP; Vernon Gray, PHL; George Mildeberger, BGM; Len Kimball, BUR.



With Station Manager Ed Trott handling the fork lift, the first load of flowers from the West Coast into the Twin Cities is taken from the inaugural flight. On hand to see it were Paul Ohman (left) and John Higgins, FTL assistant vice-president sales. Ohman directs the services of Sterling Cartage, FTL trucker for the Twin Cities.

Tiger Fishing Party Brings Home Bacon

During Los Angeles' recent heat wave, while Valleyites sweated in 112° temperatures, a group of Tigers and friends not only found a way to beat the heat, but also filled up the family larders, broke a three-year jinx and brought back a whale of a tale.

It all started shortly after midnight the Labor Day weekend when the group boarded a fishing boat at San Pedro and head for the open sea. At the rail, with the salt spray in their faces, were Frank Lynott and son, Ken Albertson, Bernie Tenney, Al Bihler, Manny Marquez, Al Taylor, Bill Vosper, Jack Coveney, Dick Yung and son, Larry Winslow, traffic manager of Norton Air Force Base, Bob Cook, traffic manager of Lockheed, and Doctor Tom Hardesty of Long Beach.

Larry Winslow, who never caught an ocean fish in his life, had a run of beginner's luck and landed the biggest catch of the trip—an 18 pound albacore.

As the story goes, Frank Lynott got the prize for the biggest one that got away, fighting a whopper for ten minutes before his line broke. With 6' 7" Frank on one end of the pole and an oversized denizen of the deep on the other end, somethin' hadda give!

Not to be outdone by Frank, Dick Yung let two get away with part of his line.

Manny Marques broke a three-year jinx when he landed two nice albacore, and as the ship came into homeport the next evening at the end of the 140-mile cruise, the fishermen were richer by a total of ten beauties.



First Minneapolis Shipment—President Jay Zelle of Fairland Toy Company, Minneapolis, shows Capt. Ed Lowe a sample of the Red Heart Dog Food mascot to be used in the promotion of sales of the dog food in various markets. The toy dogs comprised a 3,500 pound shipment which left Minneapolis September 15 as the first major shipment on The Flying Tiger Line following the opening of service to the Twin Cities.

THE OLIVER TOWNE COLUMN

(The following article appeared in the Sept. 19 issue of the St. Paul Dispatch.)

I WENT OUT to help the Flying Tiger Airlines get its freight service started out of St. Paul the other noon.

And I will say that while there may not be as much conversation with the passengers, freight flying has its moments.

Peter T. Albert, the general sales manager, for instance, was about to board a Tiger one night for a flight overseas.

And he noticed two crates, ready to be loaded. One said: "poisonous snakes" and the other "non-poisonous snakes."

"So I went over to the freight handler," said Pete, "and told him to be sure and put those crates far up in the cabin because I was going to ride in back."

Pete got on and the plane took off. And he was just relaxing comfortably when he glanced at the box in front of him. It said:

"Poisonous snakes."

"And for the next 12 hours," said Pete, "I rode in horrified silence, not daring to move, because there was only thin chicken wire between them and me."

All the while he could hear that slithering and hissing at his feet.

I suppose the Flying Tigers line is the only system in which you can say that the planes occasionally land like a ton of bricks without anybody feeling insulted.

They frequently do have a ton of bricks on board.



Mayor Joseph Dillon of St. Paul (left), presents President Bob Prescott with a replica of the famous St. Paul "Indian God of Peace," as the first shipment on our inaugural flight out of the Twin Cities. Watching (center left to right) Capt. Ed Lowe and A. R. Shively, president of the St. Paul Chamber of Commerce.

Treasury Review for Tigereview

Inasmuch as a great amount of time has elapsed since the Treasury Department has received its fair share of space in the pages of the Tigereview, we feel that it is appropriate at this time to give the highlights of the Treasury Department—its functions and key personnel.

As you are all aware, the Treasury Department is headed up by **Mr. Benninger**, who in addition to being Treasurer of the company is also General Manager and Secretary. **O. R. Burghardt** is Asst. Secretary-Treasurer. Next in line are:

Ralph B. Stump—Controller
Forest L. Hawkins—Chief Internal Auditor
Larry Ignasiak—Chief Purchasing Agent
Wm. Gelfand—Contract Revenue Accounting

Mr. Stump's duties consist primarily of the supervision of all accounting and office services. His department heads and a brief summary of their duties follows:

GENERAL ACCOUNTING

Brad Benton supervises the general accounts payable, the gasoline and the general accounting sections. He is responsible for the keeping of all records from which our monthly financial statements are compiled. His section is responsible for the verification and coding of all disbursements. In a company the size of ours, a tremendous amount of paper work, including vendor's invoices, statements, purchase orders and expense reports are funneled through this section daily, and are reviewed for their propriety and proper approval, before the information is passed on to the tabulating department, which accumulates the charges and prepares the checks.

Ed Sullivan (no relation to the entertainer, although frequently asked this question) heads up the accounts payable section.

Another phase of our general accounting department is the gasoline section which is operated by **Al Bihler**, and which processes all gasoline and oil charges, and is responsible for gasoline tax refund claims. It is interesting to note that our gasoline purchases comprise 22% of our cash outlay for expenses. This section also supervises the accounting records for our gasoline bulk plants.

In charge of our general ledger, cash receipts and payroll and other routine tax returns is **Sadie Elliott**.

Another department under **Mr. Stump's** supervision is payroll which is headed up by **Veva Temple**. Her work consists primarily of processing daily records for the ready preparation of checks, and labor cost distribution by the tabulating department. An unpleasant, although time consuming additional function of this department, is the handling of garnishments, accepting queries and complaints regarding pay checks, etc.

Frank Smith is in charge of our revenue accounting. In the number of personnel, this is the largest department. This is one department where, with our current increase in airfreight volume, we feel that we would like to expand considerably. During the month of August, 9,834 airbills were processed by this department.

Our message center is under the supervision of **Etta Baedeker**. This department funnels the thousands of telephone calls a month into the various departments. It also operates one teletype unit and handles the distribution of teletype messages in the administration building. Another function is the distribution of mail between the vari-

ous offices in the administration building and the hangar.

PRINTING AND SUPPLIES

Directly across the hall from the message center in the administration building is our print shop, which handles the printing of all manuals, bulletins, etc., and the storing and issuing of all office supplies. We recently moved approximately ten truck loads of dead storage files from a leased warehouse and our storage room in the basement of the administration building, to a new location in one of our hangars. These records are under lock and key and under the supervision of **Olivia Gunklaeh** who is in charge of the print shop and supply room.

CREDIT AND COLLECTION

One of the most important functions in an organization such as ours is the extension of credit and the collection of cash. This department is under the supervision of **Frances Fletcher**. Besides the following up of delinquent accounts, one of her most important duties is to keep the stations advised relative to the current financial status of our thousands of customers.

COST ACCOUNTING

With the projected merger with Slick Airways behind us, we created a special department for the accumulation of costs and the compilation of cost data for the various divisions of our company. **Manny Marquez** is our chief cost accountant and is responsible for the proper functioning of this department. All flight reports are reviewed by personnel in this department before they are submitted to the tabulating department for the extraction and grouping of pertinent data. This department is also responsible for the recording and reviewing of costs on our intricate work order system, and the supervision of our timekeepers.

TABULATING

We have referred frequently in the preceding paragraphs to the tabulating department. Our company has a considerable quantity of IBM equipment and trained personnel at its disposal for the preparation of reports and tab runs of every type and description. In order to acquaint you with the tremendous amount of compiling done by this department, we feel that a report should be submitted to the Tigereview, in the near future, by **Dick Yung** who heads this department. Every employee in our company has had direct contact with at least one product of this department; namely, his pay check.

Our internal audit department, at present, consists of three individuals, including **Forest Hawkins**, our chief internal auditor. A considerable amount of work performed by this department is of a monthly recurring nature. However, we have found it possible to complete several station audits within recent months. It is the purpose of our internal audit department to determine that accounting procedures are being followed and wherever possible, to act as an intermediary between station personnel and accounting. Too often people get the impression that auditing is a "snooping" sort of procedure, and that the auditors are attempting to "get the goods" on the personnel they are checking. To the contrary, we have found that in many cases our auditors have presented to management the viewpoint of the people in the field, and as a result of this independent

work, the work of the individuals in the field has been simplified.

It is our intention to set up a program whereby every station in the company will be audited at least once every eighteen months. We have found that many times our personnel in the field do not realize the purpose and urgent need for data from the field, which, if not forwarded properly to the head office, may hold up reports and financial statements used by management in running our company efficiently. The internal audit department has been able to explain to the station personnel the reasons behind the request for information which is sought by the general accounting office.

Larry Ignasiak is the chief purchasing agent for our company. Although this department is relatively small personnel-wise at present, its duties include a tremendous amount of purchasing of supplies, materials, etc. for the entire company. Before a specific order is placed with a vendor, the purchasing department must consider quality of product, delivery date, price and other factors. When invoices are received they are forwarded to the purchasing department for matching with purchase orders and receiving documents. These documents are then forwarded to the accounts payable section for a double check before payment can be made.

One department which has grown recently, as a result of our increased volume, is contract revenue accounting. This department, headed by **Wm. Gelfand**, is responsible for the billing of all revenues other than common carriage freight. As an example of how the volume in this department increased, it is interesting to note that in January 1955 contract revenue amounted to \$400,000. In August, a comparable revenue totaled \$1,370,000. A tremendous amount of checking and paper work is required in order to properly process billings of this magnitude.

As pointed out previously in this article, the controller, internal auditing, purchasing and contract revenue accounting departments are under the supervision of **O. R. Burghardt**, better known as **Ossie** or **Ozzie**. In addition to this supervisory work, his department, consisting of himself and his secretary, **Jeanne Weatherington**, handles the preparation of financial reports and returns for Civil Aeronautics Board, Securities and Exchange Commission, financial institutions, taxing authorities, etc. Many of the insurance matters of the company are handled by this department. Among the many minor duties are the opening of all company mail not addressed to specific individuals, the keeping of the confidential payroll, and the review of all major checks before release. Special projects undertaken by this department include the compilation of data for the merger, certificate renewal, bank financing, stockholder's reports and proxy statements, and the co-ordinating of activities between the company and outside auditors.

One of two visitors to the east in recent weeks was **John Dewey**, general flight line foreman, who made a quick tour of CHI, RML and EWR.

Shortly afterward, **Irv Jensen** of the Motor Pool headed east to get the airline ready for winter. Touring the system, Irv was inspecting all ground power units to get them in shape and expedite a program to substitute electric motors for the gasoline-powered units. This change is expected to reduce costs on power units as much as \$1,300 a year per unit.

Flight Reports Arrivals, Departures and Pattern Changes

Flight Operations recorded some births, farewells and new jobs in September.

Fran Drew and **Dixie Hardman** became check stewardesses for the EWR International Operations.

Division Chief Pilot **George Donahoe**, SFO, has a new secretary,

Jean Ware.

And Division Chief Pilot **D. E. Sanders** is hunting a new secretary. **Mary Donner**, CHI, was unable to make the move to RML, new mid-west crew base.

New family arrivals include the family of **Tom Barclay**, BUR copilot, and **Orrin Kearns**, BUR crew control.

Dick Shaklee, formerly flight control, is now passenger service manager at BUR.

Prescott Predicts Rates Will Be Cut in Half by 1965

The air freight industry faces an almost unlimited horizon in the next ten years or so, **Robert W. Prescott**, president of The Flying Tiger Line, world's largest freight and contract air system, told the Clearing-Cicero Traffic Conference Thursday, September 8.

Annual Report Might Surprise Methuselah

June 30th of each year marks the close of FTL's fiscal year. Although the annual statement does not appear in print until some time after that date, due to the vast amount of work necessary in compiling figures and assembling and printing the eight to sixteen page annual report booklet, the Tigereview has taken a sneak preview of a few pertinent items which will appear in this year's report. Some rather startling comparisons come to mind.

The largest amount appearing on the debit side of the ledger is the amount paid out in employees' salaries and wages. More than one-third of the total income from customers, \$15,363,289, was turned over to employees in paychecks. Add to this the amount spent on labor and per diem expenses and you come up with a figure which would have assured Methuselah an annual income of about \$6500 for his entire lifetime of 969 years!

Second to salaries and wages, the amount spent for aircraft fuels is the largest expense item during the 1954-55 fiscal year, totaling \$2,947,657. If every FTL employee owned a car and drove an average of 10,000 miles a year, the amount of gasoline consumed by FTL's fleet of 40 aircraft in one year would be enough to operate all of those automobiles for 14 years!

FTL's communications expense alone amounted to the tidy sum of \$291,326. If you happen to live in the Los Angeles area where your telephone bill amounts to about \$3.50 a month, FTL could pay your bills for the next seven thousand years for the same amount it spent in one year on company telephone and TWX service.

Taxes? Yes, indeed, this is a pretty big item, too. If FTL's tax money for one year could be spent in a more desirable manner, it would buy 75 shiny, new Cadillacs.

These are but a few of the expense items incurred by FTL during 1954-55 which amounted to a grand total of \$15,319,504. And in spite of the fact that the gross operating income was three million dollars less this year than last, FTL was able to turn the ink from red to black and chalk up a net gain of \$400,188.

Just in case you'd like one final comparison, let's see what would happen to that \$400,188 profit if it were divided up equally among FTL's 1300 employees for one year. Everyone would receive a bonus of somewhat less than 90c a day!

Discussing the industry's goal of low rates, high volume and 100 per cent load factors, Prescott, who organized the nation's first air freight system 10 years ago, told the conference of Chicago traffic managers:

"Horizon Unlimited"

"The horizon of air freight appears almost unlimited and in this respect, I think the air freight industry stands alone. I know of no other form of transportation that can say to the shipper:

"Over the next decade, we should be able to cut rates in half, increase our volume 10 times and give you an airplane that will carry thousands of pounds of freight at the speed of sound."

"Let us be conservative and say it will take more than ten years. The important point is that all of this can be done."

DC-8 Being Studied

Emphasizing the great strides made by the industry service-wise in the past two years through introduction of the DC-6A, the Douglas Liftmaster which moves 16 tons of freight at 300 miles an hour, Prescott said:

"You have read about the DC-8, which will be a jet-powered aircraft, compared to the DC-6A, which is piston-powered. The DC-6A produces 4,800 ton miles per hour, or the number of tons carried, 16, times the speed of the airplane, 300 miles an hour. When you apply this same formula to the DC-8, you come out with a result of 17,000 ton miles an hour, or nearly four times the productivity of the DC-6A. And yet, the DC-8 is not quite twice the size of the DC-6A.

"The DC-6A gave us the first true overnight service coast-to-coast, yet it takes us 40 hours to complete a DC-6A round trip. The DC-8 would easily make a round-trip almost overnight.

"This kind of productivity is a tremendous step toward the reduction of indirect operating costs, irrespective of flying costs."

Deferred Freight Service

Prescott said that even with DC-6A equipment, carriers, if the Civil Aeronautics Board will permit it, can put in secondary, or deferred air freight service, which will move 75,000 pound shipments at rates as low as 11c transcontinentally. The airline's average return today is about 19c. Even lower rates can be effected as the carriers get larger and faster equipment, he declared.

FTL Maintenance can pin another ribbon on its chest for hard-won accomplishments as a result of a new CAA extension allowing 1500 hours between overhauls on R-2000-7M2 engines. This is an increase of 100 hours and results from the good performance of our engines.

Work Progresses on Hangar Offices

If you have been in the BUR hangars lately, you'll notice the new look as work goes forward once again on the construction program there.

New quarters are being provided for Production Planning, GTO, Crew Control and the Director of Flight Operations.

Ground Operations Records Big Gain; Improvement Noted

August was the biggest month in ground operations since November, 1954, with FTL stations handling a total of 14,100,000 pounds of air freight.

The month's volume was nearly 2,000,000 pounds above July.

To meet the growing volume of traffic, Ed Hembree reported that ground operations has underway a program of improvements which will further expedite freight handling.

Freight Pre-palletizing

Studies are being made of a program of pre-palletizing freight so it can be loaded directly on and off FTL aircraft without re-palletizing. Experiments are being made with a paper honeycomb-type of pallet, which would ride on the aircraft, and with aluminum and magnesium-type pallets.

Another program is centered on a standardization of station facilities following a master design for space, equipment and methods.

A survey also is being made of a plan for teletype billing instead of the present typewriter procedure, with the teletype cut directly into the accounting department headquarters at Burbank, which would reduce cost and expedite paper work.

Tie-down Equipment Replaced

Already underway is a program for the installation of new tie-down equipment in DC-6A aircraft. Nylon nets will replace the present web-type rope tie downs. Experiments show the new type tie-down to be much more serviceable and faster to handle.

New Assignments

The month saw a number of new assignments with Joe Healy in BUR to assist in general office programs.

Wally Burns, six-year veteran of the line, was named station manager at Chicago, replacing Bud Whitney, who moved on to flight control in the BUR headquarters.

"Matchless" Ed Trott moved on up to the new Minneapolis-St. Paul station as manager from Detroit, where he was assistant station manager. Joining him there was Dick Munson of Minneapolis, formerly with Minneapolis-Honeywell, major electronics and aircraft manufacturer.

Dean Sheets, formerly in EWR and CHI with traffic and the contract division, transferred to San Francisco as assistant station manager.

In Detroit, Ray Laprocino became assistant station manager to Bob Moran, replacing "Matchless."

Nurse Requirement

A long time ago, you had to be a registered nurse to get a stewardess job on an airline. That condition evaporated when the war came along. But if you want such a job on FTL today, you must be a registered nurse. FTL is probably the only airline with such a requirement but the qualification probably will not make it too difficult for Eve Matot to get her girls. After all, FTL stewardess jobs are among the most widely-sought in the industry. An FTL stewardess has a chance to see most of the world, whereas girls on passenger lines seldom ever see anything but the single route to which they are assigned.

St. Peter and St. Thomas were playing golf one heavenly afternoon, and St. Peter's first drive was a hole in one. St. Thomas stepped to the tee and also scored a hole in one.

"All right, now," said St. Peter. "let's cut out the miracles and play golf."

Air Freight— World Wide

By Mayo Thomas

Director Charter-Contract Sales and Interline

The question is often asked what is meant by "world wide" service when FTL is a certificated domestic carrier.

As a result of agreements with other airlines, a network of our freight service spanning the United States and covering the entire world is made available to the air freight shipper. Every city in the world that has air service is connected as a result of INTERLINE AGREEMENTS. These agreements between the airlines, both domestically and internationally, provide that a shipment accepted by the originating carrier can be routed at a transfer point to another carrier for continuous carriage to the destination city.

A very smooth and efficient operation is maintained between the Tigers and its interline carriers to provide a continuous and uninterrupted carriage.

In most instances a joint through rate is provided that involves the originating carrier and the beyond carrier; thus, one rate and one airbill covers the entire carriage.

The universal understanding and cooperation that exists between the airlines of the world is quite remarkable. There is one universal language, that being "service to the shipper". Regardless if this shipper's business is handled in his native tongue—Chinese, French, Italian, Hebrew—he still has the understanding and service to any country of the world.

FTL has developed a network of forty-six interline carriers. All of these carriers are very valuable

to us, not only in the generation of air freight business tendered to FTL, but are valuable in extending the service of FTL world wide.

Substantial business has developed as a result of our interline agreements. In 1954 the interline poundage amounted to 2,080,331 lbs. and revenue of \$309,818.27. The trend for 1955 is on the upswing and at present indicates about a 10% gain over the 1954 figures.

A typical month of interline business, as an example, was April 1955, with a revenue of \$40,551.15 exchanged between FTL and its interline carriers. The month of April saw poundage of 207,723 lbs. exchanged to and from FTL with its interline carriers.

An interesting sidelight is that the average shipment for interline carriage is 162 pounds.

Constant sales work is maintained with the international carriers to encourage the interline business. As an example, Eastern Airlines, Delta Airlines and Braniff Airlines, serving the southeastern part of the United States, can sell both east coast and west coast service through transfer to FTL at Chicago. And by the same token, FTL can sell service into their areas by similar transfer. Internationally the foreign carriers serve only to a gateway point in the U. S. Freight must move to and from the gateway. That is where FTL comes into the picture—in feeding freight to and from these gateway points.

FTL serves more foreign gateway points than any other domestic airline, either an all freight line or the combination passenger-carriers.

The interline, both domestically and internationally, is of substantial benefit to FTL financially and also service-wise, and truly makes FTL "world wide".



Two New Officers Join Flying Tiger Executive Staff—President Bob Prescott welcomes Frank Lynott (left) and John Higgins (center) as the two new officers of the airline. Lynott is vice-president freight operations and Higgins is assistant vice-president sales.

Maintenance Contracts Completed On Schedule; New Awards Expected

Despite the nearly four-month old mechanic strike, the end of September found the contract maintenance department under Superintendent Bill Thompson, George Marupama and Bill Vosper going ahead full blast, completing contracts on schedule and gearing up for a new load of work in the fall and winter months.

With everyone in the BUR hangars pitching in to help, the department rolled into the fall months with six Air Force contracts in progress, all awarded to the company between the end of May and the first of July. Volume exceeds \$160,000.

As of Tigerview press-time, all contracts were moving ahead on schedule and military supervisors expressed complete satisfaction with the performance and progress on the jobs.

Additionally, nine new bids have been submitted and the department is awaiting the announcement of awards. One bid has been evaluated and Thompson has been advised that the company is in line for additional awards.

As a measurement of the degree of performance achieved, records show that on every bid submitted since last January, FTL has participated in the subsequent awards.

A highlight of the operation showed that among contracts awarded was one from the CAA for the manufacture of parts for CAA aircraft. Contracts completed included work on an Atomic Energy Commission C-54, a C-46 for Tigres Ovoldares of Mexico and two PBYS for Queen Charlotte Air-

lines of Canada.

Vice-President George Messenger said the contract work has been of great value to the over-all maintenance operation by continuing the long-established company policy of filling up slack periods in regular line maintenance with work on contracts.

Supervisors Vacation As V. P. Sleeps on Job

With the discontinuance of strike negotiations on September 7, some of the hard-working BUR supervisory maintenance and executive personnel got some long-needed vacations.

Red Duehron, superintendent of maintenance, spent his vacation at home with relatives from the east.

Art Meyer, director of personnel, went someplace nobody knew, and where nobody could phone him.

Paul Grace's vacation was a race with the stork and he won.

Joe Baker, George Marupama and Rhucl Trimble also got away and came back "ready for anything."

Still sleeping on the job was Vice-President George Messenger, who is maintaining his 24-hour shift at the field with a corner of his office a temporary bedroom. Unless folks understand, they could be amazed by the greeting over the fone on an early morning call, which goes something like this:

"Is Mr. Messenger in?"

"Yes, but he isn't up yet!"

Sales Lead Contest Open to FTL Employees

A sales lead contest among FTL employees, with monthly cash prizes totaling \$150, has been announced by Pete Albert, general sales manager. The contest starts October 1, and is open to all employees with the exception of those directly employed in the sales department.

Cash prizes of \$75, \$50 and \$25 will be awarded each month to the three individuals supplying the best sales leads. Employees may forward their entries to any of FTL's 18 district sales managers. Each district sales manager will then select the best sales lead received in his district for the month and forward it to the general sales office at BUR for final judging in each month's contest.

To enter the contest, an employee simply fills in the top portion of the sales lead form, supplying all information requested on the form. The district sales manager to whom the entry was sent will complete the bottom portion of the form, outlining the results of the sales lead, and will return it to the employee within 7 days.

A sample sales lead form is reprinted below. Extra copies of the entry blanks are available from your local sales office or from the general sales office at BUR.

Prizes will be forwarded by check to the winners as soon as possible after the close of each month's contest and the names of winners will be published in the Tigereview.

SAMPLE SALES LEAD CONTEST FORM

TO: District Sales Manager at _____		
(Name of Station)		(Date)
(Name of Shipper)	(Address of Shipper)	
(Name of Consignee)	or	(Destination of Shipments)
(Address of Consignee)		
FROM: _____		
(Name of Employee)		
(Dept.)	(Base)	(Emp. No.)

TO: _____		(Date)
(Dept.)	(Base)	(Emp. No.)
FOLLOWING ARE THE RESULTS OF YOUR SALES LEAD REGARDING—		
Account Name _____		
FROM: _____		(Station)
(District Sales Manager)		

MATERIAL CONTROL IS \$1,500,000 BUSINESS

"Material Control" probably is a departmental name which most people in FTL have heard from time to time but which many outside of maintenance probably know little about.

The department's function is to control the supply of materials, except engines, used for maintenance of the company's aircraft fleet.

Behind a large fenced in area of one of the Burbank hangars and at two warehouses can be seen shelves and racks upon which are stored upwards of \$1,500,000 in parts. When these parts are needed in the upkeep and repair of aircraft, requests are made upon the material control office for them, both by BUR maintenance and by all stations in the field, both domestic and overseas.

In the Material Control office, complete records are kept on all parts on hand and those issued and the cost, thus giving the company an accurate record of the parts cost on aircraft. The office also issues certain tools necessary for the maintenance of aircraft.

Material Control receives its parts supply through the Purchasing Department, with which it occupies joint quarters. When parts are needed, the request is directed to Purchasing, which does the actual buying at the best possible price.

The Material Control office is under the direction of Art Klein, superintendent, while Larry Ignasiak is Chief Purchasing Agent.

As in the case of all maintenance departments, the strike emergency last June confronted Material Control with its share of problems. Like all other departments, long hours were the order of the day. Klein, Gus Farnstrom, foreman, and a crew of Bill Vosper and Red Verheyden, with assistance from Larry Ignasiak, Al Taylor and Virginia Fritz of Purchasing, saw that

the necessary parts kept moving to maintenance crews at BUR and throughout the system.

The girls in Material Control—Miriam Gaus, Shirley Bassett and Bess Wylie—frequently could be seen working in the storage area, issuing parts in addition to their normal duties of keeping office records.

And when the men in Material Control had spare moments, they could be found helping out in the actual work of aircraft maintenance and in loading freight up "on the hill" as the freight station area at BUR is known.

Since Material Control must be manned 24 hours a day, it was not always possible to keep personnel at the parts windows every moment, so the honor system was installed. Parts were withdrawn at those times on the word of the requesting employee and not a single breach of the honor system occurred.

Since the office may dispense as much as \$10,000 worth of parts in a day, it is readily apparent that such a record stands as a tribute to the goodwill of the people working in maintenance.

Klein and Farnstrom also reported that since the strike, the loss and wastage of parts has declined substantially. It was not uncommon in pre-strike days for boxes of free stock, like nuts and bolts, to be swept from "the deck" after a shift. This wastage has practically disappeared today.

On numerous occasions, Larry Ignasiak could be seen picking up and delivering parts when suppliers declined to cross picket lines at the main gate, thus keeping the office in supply of short material.

"Now we are functioning virtually at our normal level," Art Klein said as the strike entered its fourth month, "and we are back to our normal run of problems."

FASTEST SCHEDULES

(Continued from page 1)

of the second largest freight carrier, thus continuing FTL's dominance of the all-cargo field.

For the three months of June, July and August, FTL's freight traffic continued at a record-breaking pace, being 62 per cent ahead of the same months last year. In the first two weeks of September, FTL moved as much freight as in the entire month of September, 1954.

"New Record Volumes"

Lynott and Cussen said the new New York-Los Angeles service was expected to develop new record volumes out of the east.

"By giving eastern shippers an opportunity to get their freight into Los Angeles before breakfast, we will enable them to have their products distributed in time for full use that day," they said.

"The schedule will provide a service from two and one-half hours to nearly nine hours faster than any of the transcontinental carriers.

"The addition of the C-54 flights, giving the big industrial area of Cleveland the first direct service to the West Coast, is expected to develop a large new volume of traffic and will give us additional capacity at other points as the busiest shipping season of the year comes up. The schedule will effectively backstop our DC-6A schedules, thus eliminating any possibility of accumulating freight backlogs.

"In other words, the shipper can be sure of his freight being moved on-time without delays due to shortage of space."



Station Managers Dinner—(Left to right seated) Art Ives, EWR; Wally Burns, CHI; Roy Haworth, SFO; Tom Greer, CLE; Hal Ramsden, SAN; John Higgins, BUR; George Cussen, BUR; Frank Lynott, BUR; Bob Prescott, BUR; Bill Bartling, BUR; Ray McGinnis, MKE; Ed Trott, MSP; Bill Davis, BGM;

Larry Rentkiewicz, BUF, Don Bacon, BUR. (Standing left to right) Bob Moran, RML; Jack Coveney, BUR; Charles McCarthy, BOS; John McBride, BFI; Bob Beckman, PDX; Ed Hembree, BUR; Bill Tufts, BUR; Jim Seehafer, BDL; Joe Healy, BUR; Louis Rassler, PHL.

Station Managers Hold System-Wide Conference

Programs for personnel training, improved customer relationships and the need for better equipment and station facilities highlighted a system-wide conference of FTL Station Managers in Burbank October 3-7, called by Frank Lynott, vice-president of freight operations.

While details remain to be worked out, a twin-barrelled training program was outlined, calling for some type of personnel management training among station managers and agents and establishment of a training school for cargo personnel.

The week-long conference brought before the group all key Burbank executive personnel, headed by President Bob Prescott, who told the station managers of the vital importance of domestic freight operations to the company's success.

General Manager Fred Benning stressed the part the station managers will play in the future development of the company and how the greatest improvement possibilities lie in the direction of ground operating techniques.

Vice-Presidents George Cussen and Bill Bartling discussed the growth potential of the air freight industry, the advancement the new Constellation fleet would bring to company operations and the need for good relationships with other airline station managers for the development of interline freight, which is becoming an increasing factor in over-all freight revenues of FTL. Cussen said new steps are being taken to reactivate the employee freight tip program.

Other BUR speakers included Ed Hembree, Joe Healy and Jack Coveney, Ground Operations; John Higgins, Mayo Thomas and Ken Albertson, Sales; Ozzie Burghardt, Ralph Stump, Brad Benton, Frank Smith, Frances Fletcher and Al Bihler, Accounting; George Messenger, Maintenance; Doug Smith and Jack Martin, Flight and Crew Control; Len Kimball, Public Relations; Chuck Steese, Personnel; Constantine Moldavski, Fuel Control; Gus Farnstrom, Material Control; Bill Tufts, Claims and Insurance; Ed Crumpler, Security.



FTL's Old Timers: (Left to right, front) Art Ives, EWR; Ray McGinnis, MKE; Larry Rentkiewicz, BUF. (Standing, left to right) Don Bacon, BUR; Roy Haworth, SFO; Hal Ramsden, SAN; Wally Burns, CHI. Fingers show 50 years of FTL experience.



FTL's Newest Station Managers: Ed Trott, MSP; Wally Burns, CHI (formerly PDX); Tom Greer, CLE; Lou Rassler, PHL; Bill Davis, BGM (formerly CAK); Jim Seehafer, BDL; John McBride, BFI.