

# Tigerreview

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## Tiger Head Testifies on MATS Contract

### MATS PROGRAM EFFECT DETAILED TO COMMITTEE

The importance of Congressional policy in respect to civilian participation in the government's military air transport program and the effects it has on the carriers' program for providing both commerce and the government with modern aircraft was outlined in the following testimony by President Prescott in his appearance before the House Committee investigating military air transport:

The Air Force and the civilian industry are in agreement on at least one point. No one disagrees with the proposition that it is essential in the interest of national defense that this country build and maintain the largest fleet of modern aircraft to make available airlift for the military in wartime, and that such available capacity must be created in peacetime. But MATS and the civilian industry are sharply divergent in their proposals for attaining the common objective.

The Air Force has apparently adopted as its policy a program designed to maintain in being and in use its present fleet of transports, however modern or obsolete the various components may be.

MATS proposes in its utilization of its aircraft to bail DC-6A's and DC-4's to carry traffic allocable to civil air carriers and with the balance of its fleet in being to carry to its full capability the military traffic, assigning to the civil owned aircraft only such overflow as there may be. Unless the Congress, upon a review of the problem rules otherwise, this will result in a disastrous degradation of the civil air fleet and its capabilities in time of war.

The natural result of the Air  
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### INDUSTRIES UP COST-CUTTING

Cost-cutting is sharply on the increase as many industries feel the effects of slowdowns in consumer purchasing and plant orders.

A recent survey showed some of the economies being effected to save dollars:

*A farm equipment manufacturer is campaigning against letting lights burn unnecessarily at night.*

*An appliance manufacturer puts on a telephone cost-cutting program to reduce personal phone calls.*

*A Boston auto dealer cut out the "jockeys" who rolled cars in and out of the parking yard for servicing. Now the mechanics get the cars.*

*The mailing room of a large New York distributor has been instructed to return all mail which appears to have personal addresses, such as personal bills.*

*A Chicago steel maker is requiring detailed explanations for all long-distance telephone calls to cut down the time of calls and unnecessary calls. "Handle it by mail" is the slogan.*

### Prescott's Proposal To Congress Detailed

Here are the recommendations made by President Prescott of The Flying Tiger Line to the House Committee investigating the degree to which the Department of Defense is following Congressional directives in the use of civil air carriers and the effect of the bailment program proposed by the Air Force:

*Since this Committee has evidenced its concern and very constructive interest in the problems presented in this hearing and in bringing about the most advantageous policy for the United States in regard to an adequate and low-cost airlift for the Military in peacetime and in war, we respectfully offer two specific recommendations for consideration by this Committee, which we believe to be in the national interest:*

1) *The inauguration of the bailment program proposed by the Air Force is immediately upon us. In view of the facts presented to your Committee by representatives of the civil airline industry at this hearing in support of its considered and unanimous opposition to the proposed Air Force bailment program and because there is question whether the proposal conforms to Congressional policy and as to its desirability and urgency, it is recommended and requested that this Committee request the Department of Defense and the Air Force to postpone the inauguration of the bailment test until such time as this Committee has fully considered the proposal and has made its findings and reached its conclusions as to whether the proposal conforms to the policy and intent of the Congress and as to its desirability and value.*

2) *In the event that this Committee finds that the national policy and intent as expressed by the Congress in regard to the desirability in the national interest of participation by the civil air carriers in airlift for the Military Department is not being fully recognized and followed by the Department of Defense, we respectfully recommend and request that this Committee take such action as it may deem to be appropriate and required to assure that the policy and intent of the Congress in this regard be promptly adhered to and implemented by the Government and agencies concerned.*

### Prescott Tells Congress That FTL Costs Are 27% Under MATS' Own

An analysis of the economies which civilian air carriers have made available to the government in military air transportation, and the extent to which the military has failed to heed Congressional directives for the use of this civilian airlift, was presented to Congress by President Robert W. Prescott of The Flying Tiger Line at hearings in Washington in January and February.

Prescott testified before the Military Operations Subcommittee of the House Government Operations Committee, which is investigating the extent of compliance by the Department of Defense with Congressional policy calling for greater utilization of civil air carriers. The inquiry also embraces a proposal by the Air Force for a bailment program under which equipment now being supplied by civil carriers would be replaced with government aircraft.

Prescott said that Flying Tiger charges to the government for the transportation of air cargo and passengers ranged from approximately 27.8 to 29.7 per cent less than the indicated charges of MATS — the Military Air Transport Service — for the same type of services. Despite this record, he said MATS has curtailed its firm commitment for the use of Tiger equipment by one-half for the balance of the fiscal year, starting January 1, 1958.

#### Directives Disregarded

The airline's president asserted that the reduction had been imposed in the face of Congressional directives that the Department of Defense utilize the services of commercial transportation in preference to government owned and government-operated transportation to the fullest extent possible when it was found more economical to do so.

Prescott then pointed out that simultaneously with the cut in the Flying Tiger contract, MATS announced its bailment program under which it would operate its equipment with civilian crews over the same routes flown by the airline's Super Constellations.

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Ken Albertson

### Appointment of Sales Managers Set

The assignment of three new District Sales Managers was announced by Peter T. Albert, General Sales Manager.

The new appointments are Ken Albertson at San Francisco, John McAdams at Boston and Larry Kerr at Seattle.

Al Farr, formerly at Boston, and Cliff Chadwick, formerly at Seattle, resigned to enter other activities, while George Zettler, formerly at San Francisco, moves into the General Sales Office at Burbank to take on special assignments under Assistant Vice-President John Higgins. Zettler has been prominently identified with the development of several new sources of freight traffic, particularly turkey eggs and inbound shipments.

Albertson, whose picture appears here (Editor's Note: We'll run the others as soon as we get them), has been in Los Angeles Sales and formerly was manager of tariffs and agency sales for the airline. He has been with the company since 1951. Prior to that he served with Capital Airlines at Detroit.

McAdams was with the company, starting in 1953 and leaving later to join the Slick Airways staff. He rejoined Flying Tiger shortly before his appointment.

Kerr started his Flying Tiger career with Los Angeles Sales in 1956. Earlier he had worked for Trans-Canada Airlines and was in the life insurance field.



Flying Tiger's Eddie Holohan (left) of the DCA Staff, got in the foursome and the picture but that must have been all he got for the Tigerreview received absolutely nothing about the results of the match! The occasion was the semi-annual Winged Wheel Golf Tournament sponsored by the U. S. Army Transportation Corps and the Military Traffic Management Agency at the Army-Navy Country Club in Washington. Next to Eddie, left to right, are N. S. Landgraaf, Western Military Bureau; W. P. Neth, Vice-President and Traffic Manager of Seaboard & Western Air Lines, and Col. Ray Cox, director of Traffic for the Military Traffic Management Agency.

### Tigers Praised

Bill Stuckman, district manager of the L. G. Balfour Co., Los Angeles, writing about a recent shipment, told the company:

"Recently you handled a close-dated delivery carton for our company. Due to the nature of the content, it was imperative that the merchandise be in Los Angeles by a certain time. Thanks to you and your company, delivery was made and we now have a satisfied customer. My company joins me in thanking you for the expeditious manner in which you handled our problem."

## Air Carriers' War Duties Set Forth

The part taken by the civilian air carriers in war emergencies and their ability to move quickly into such emergencies was graphically outlined by President Prescott in the following testimony in the House Committee hearings:

To be of military value, air transport must be in a state of readiness for an emergency. The Air Force has expressed concern over the readiness or lack of readiness of civil air carriers. It would justify the use of its own aircraft manned with civilian crews on the ground that such aircraft would be subject to military control while civil carriers are not subject to similar control. Provisions could be incorporated in regular charter contracts that would give MATS as much control as under the bailment program.

However, the record demonstrates that with or without such control the civil air carrier has been ready and has performed quickly and efficiently. The Korean air lift, to which reference has frequently been made, is a prime example.

### If War Comes

Immediately upon the outbreak of hostilities the civil carriers organized and operated an airlift to Japan, integrated with MATS' own operation and directed by MATS. My company, for example, flew its first flight within twenty-four hours of the first call. Others responded in like fashion. Altogether 12 airlines contributed aircraft to the operation.

In twenty-two months of operations the U. S. commercial carriers, using their own aircraft and crews, transported from the United States to the Far East 91,874 passengers and MATS carried 32,632 passengers. In the same period, the U. S. commercial carriers transported 31,050 tons of cargo and mail, and MATS carried 16,474 tons. The U. S. commercial carriers thus were responsible for about three times as many passengers and about twice as much cargo and mail as was MATS for the same war period.

The fact that the civil war carriers are manned by civilians and not military officers has proved of little moment. The civil air carriers, as a result of their past experience and their continuing close relationships with their personnel have no doubt that the civil air carrier is ready to perform essential air transport service in wartime as it does in peacetime.

## Gas Prices Vary

Where you buy aviation gasoline many times is an important factor in the company's costs. For example, it costs on a range from three and one-third to four and one-half cents more per gallon to buy gasoline in Detroit, Newark or Cleveland than it does in Chicago. Thus, plans for refueling take on increased importance when a flight must go from Chicago to Detroit, Cleveland and back to Chicago.

The Flying Tiger Line's domestic system, U. S. Air Freight Route No. 100, has 16,915 route miles.



A. F. Seymour (right), veteran Flying Tiger captain, taking on his new job of Superintendent of Flight Operations, goes over some operational data with E. A. Pinke, Director of Flight Operations. Announcing the appointment Pinke said Seymour would assume the responsibilities of administering the Flight Operations Division and continue to be responsible for the duties and functions of System Chief Pilot, his former assignment, which is being consolidated with the new office. He will report to Pinke's office.

## British Paper Touts Air Freight Advantage

A sales story on air freight that might have come out of a Flying Tiger Line brochure or salesman's pitch to a customer — but didn't — is contained in this story, recently printed in the Manchester Guardian, one of England's most noted newspapers.

### The story:

An analysis by Hunting-Clan, Ltd., of the kind of electrical goods that are being sent to Africa by its air cargo services shows a remarkable development in the range of air freight. Not so long ago, air transport of goods was primarily regarded as an emergency service, turned to when some particular component, or piece of life-saving medical apparatus, was needed so urgently that the cost of transport was a secondary matter.

Air freight rates are still sufficiently high to make the value-for-weight of a consignment an important consideration in deciding whether it is economic to send by air, but more and more firms — notably in Central Africa — seem to be coming to the conclusion that air transport, although relatively costly by itself, offers such substantial savings in other ways that it is worth using regularly. One would expect to see X-ray equipment and scientific instruments in the list of recent air cargoes, but it is interesting to see also such things as vacuum cleaners, electric cookers, floor polishers, radios, gramophones, railway and trolleybus motors and water heating appliances.

### Servicing Facilities

The immediate reasons prompting a firm to use air transport are perhaps the obvious advantages of speed in delivery, lower packaging costs, and less risk of damage on the way because transshipment at docks or railheads can be avoided. But there may be financial advantages of much more fundamental importance. A merchant in one of the developing countries in Africa

## Delay Reports

Station-delay reports for January showed a net decrease of two categories and more than 19 hours, compared to December, Joe Healy, Traffic Manager, reported. The report showed increases of delay factors in 8 categories and decreases in 10. Largest increases were in late arrival of aircraft and weather ahead. Largest decreases were in late freight, crews, local weather, holding per GTO and mechanical.

may have to lay out a very large amount of capital if he wants to stock any substantial range of goods. If he also hopes to provide efficient maintenance and servicing facilities for goods once sold — particularly for machinery and electrical goods — he must lay out even more capital on spares. By making suitable arrangements with manufacturers here, and using air transport, he can draw goods from his suppliers almost as he needs them, and if he has a customer for some particular piece of equipment he can expect to get it within a few days. He can, in fact, run his business on far less trading capital, and he can hope to turn over the capital he does employ far more frequently. These considerations may in fact make air freight economic for cargoes which, on the face of things, it would seem too expensive to consign by air.

But to make the most of air transport it must not only be quick in itself but regular and reliable. Much of its economic advantage may be lost if, for instance, goods that ought to be dispatched within a few hours of receiving a cabled order are delayed on the ground awaiting a Customs clearance. The Select Committee of the House of Commons which recently examined Customs procedure made a number of sensible observations about the need for adapting it to the tempo of air transport. At both the sending and the receiving end it is of the first importance that artificial delays should be cut out.

## MATS Program Effect Detailed

(Continued from Page 1)

Force policy will be to reverse the trend in civil aviation. Civil air carriers will be forced to curtail the present size of their modern fleets and will be discouraged and prevented from expanding and improving the quality of those fleets. My company is a case in point.

### Super H's Utilized

As I have already stated, my company has been utilizing six Super Constellations on the Pacific and in addition it has two DC-6A's which it has been utilizing on both the Pacific and Atlantic in military service. When the five C-118's and the five C-54's (the military version of the DC-6A's and DC-4's) are put into service by MATS in its bailment "test," they will transport traffic which otherwise could be made available to carrier-owned and carrier-operated aircraft. To the extent that military traffic available for commercial aircraft is reduced we shall find it more difficult to maintain a fleet of modern aircraft in being to provide essential services in time of war.

I will not burden you with the financial losses and financing problems that this will entail for my company. They will be severe. But in their wake comes further loss of potential modern airlift capability for the national defense.

Flying Tigers was about to place a firm order for two more Super Constellation aircraft when MATS telegraphed its notice of the bailment program. We suspended action, and if the bailment program is consummated, we shall cancel our order for these two aircraft.

What is true for our company is undoubtedly true for others. If the increasing volume of military

traffic which can be carried efficiently and economically by civil carriers is to be usurped for MATS' fleet of older aircraft, civil carriers will be unable to maintain and expand a modern fleet which could and should service that traffic.

### Policy's Impact

Looking down the road, the Air Force policy has a still graver impact on plans for the acquisition of even more advanced transport aircraft. For example, Douglas Aircraft Company is offering for 1960 or 1961 delivery a turbo-propeller version of the DC-7, referred to as the DC-10. This is an airfreighter which will provide a ton-mile cost of about half of that of our present Super Constellation, which is conceded to be the most efficient overseas freight plane today.

Our civilian traffic today, standing alone, will not justify the financing and acquisition of the DC-10; but with a reasonable amount of military traffic which we can contemplate if the Congressional policy of maximizing utilization of civil air carriers be implemented, my company could finance and acquire this revolutionary new equipment. Prior to the bailment program, we, as we publicly announced, planned to acquire a fleet of DC-10's. If the bailment plan is effected, plans for acquisition of this fleet will be scrapped. Thus you will see, as we do, the spectacle of the finest, long-range planes available being withheld from the list of reserve airlift because of lack of work in peacetime, while the C-54, which is now a horse-and-buggy airplane, flies military traffic at costs higher than those for which the service can be bought.



This Flying Tiger Super H Constellation air freighter looked like a flying appliance store with this special shipment of 4,000 pounds of the 1958 line of Amana refrigerators, freezers and air conditioners. The shipment moved from Los Angeles to Portland, Ore., as part of the Amana showing of its new line to its western dealers. The shipment was arranged by Jerry Priddy, FTL's Sales Promotion Director (left) with Bill Storey, Amana factory representative for the western states (right). Pretty helper in loading the 1958 line is FTL's Tiger Girl, Miss Pat Kelly.

## Tiger Contract With MATS In Outline

The contract of The Flying Tiger Line with MATS and the program with which MATS now seeks to replace it were outlined by President Prescott in his appearance before the House Committee. They follow:

On January 1, 1958, Flying Tigers concluded six months' operations under its contract with MATS for trans-Pacific carriage. This contract was firm for six months with an option in MATS to renew for the last six months of this fiscal year. Under the original contract Flying Tigers had a firm commitment for the utilization of three Super Constellation aircraft; in addition, the contract provided that MATS could expand the volume of traffic for a total utilization of an additional three Super Constellation aircraft which Flying Tigers was committed to have as stand-by for such expansion, the expansion to be made on a month-to-month basis. The total business in this period did keep the six Super Constellations well occupied.

Upon conclusion of the initial six months' period, we were told that Flying Tigers' service was satisfactory and that we were eligible for renewal of the contract. In fact, upon MATS' own rating scale, we scored better than 92 percent for the period. However, we were told that the option would be exercised only if we agreed to a cut of one-half in the firm commitment. Instead of three aircraft MATS would undertake to use only one and one-half, with the expansion factor remaining the same. We were told that the cut in our contract was made because MATS does not have requirements for the last six months of this fiscal year commensurate with the first six. Economics being what they are, we bowed to the inevitable and perforce accepted the curtailment. But simultaneously MATS announce its own "bailment" program.

### The Bailment Operation

In essence the bailment proposal is one which invites bidders to supply air crews and line maintenance to an airline which MATS will continue to operate. The aircraft will be operated in MATS configuration with MATS maximum pay-loads, on MATS schedules, pursuant to MATS procedures, under MATS executive direction, fueled by MATS, and with major overhauls performed by MATS. The civilian bidder will merely be a hiring agent of crews and of mechanics for line maintenance. The program will afford an operator no opportunity or incentive to improve the service or to cut the costs by exercise of managerial ability or ingenuity.

If the Air Force insists upon going through with its bailment program it should consider directly hiring civilian air crews and line maintenance mechanics rather than indulging in the fiction of contracting for "services" of civil air carriers. It would save the payment to the civil carrier for the overhead charges for doing the hiring. The crews are, or will be readily available. We will be glad to furnish the Air Force with fifty fully qualified flight crews from our lay-off list immediately when this program goes into effect.

## Costs Discussed

Discussing the relative costs of civilian versus military air transport, President Prescott, in his testimony before Congress, showed how charges to the military by The Flying Tiger Line ran from 27.8 to 29.7 per cent under those for similar services performed by MATS.

He carried out the illustration by these actual performance comparisons both between the same equipment operated by Flying Tiger and MATS and between Flying Tiger's Super H Constellation equipment and C-54 equipment which might have to be used under the proposed bailment program:

The waste in manpower and material which would be eliminated by a reduced utilization of the MATS fleet for routine transport operations is significant. The modern aircraft available to the civilian operator is an efficient user of manpower and essential materials such as gasoline. To transport 10,000 pounds of cargo from San Francisco to Tokyo the cost in crew time and in gasoline on a C-54 would be 90 crew hours and 5,800 gallons of gasoline. On a Super Constellation the cost is only 25 crew hours and 3,350 gallons of gasoline. In wartime costs are secondary to getting the job done. But crew time and gasoline are precious commodities in short supply in wartime.

Economies in manpower and material can also be achieved when a civil aircraft can be used instead of a military craft of the same type. Because of the military configuration and gear required by a MATS aircraft to perform specialized services, the MATS aircraft inherently can not carry the same loads as do the civil aircraft. A Super Constellation with no more crew hours and but little more gasoline can carry 42,000 pounds while the C-121, its military counterpart, carries no more than 28,000 pounds so far as we can ascertain. I think it is clear that the civil airline industry is patently correct in maintaining that there is a substantial savings in money, manpower and material maximizing the utilization of civilian aircraft for those tasks which the civilian is so eminently qualified to perform and leaving to the Military its specialized functions in transport as well as in combat.

### Thanks for 'Thanks'

Clyde M Howard, Traffic Manager of the E. D. Bullard Company, Sausalito, Calif, writing to President Bob Prescott on the inauguration of the airline's new all-Constellation air freight service, said:

"The E. D. Bullard Company would like to take this opportunity to offer congratulations on the inauguration of your complete Super Constellation Airfreighter service throughout your system.

"Our Company has used your service with the most successful results for a period of approximately six or seven years, and we look forward to the continuance of our pleasant business association."

## Prescott Tells Congress FTL Costs Are Lower

(Continued from Page 1)

Under the MATS bailment program, civil air carriers would bid to supply air crews and line maintenance for an airline which MATS would operate. Equipment previously supplied by the carrier would be displaced and the carrier would be reduced to the status of acting as a hiring agent for crews and line maintenance mechanics.

"The new policy which the Air Force is now evolving is directly opposed to the policy repeatedly stated by both the Congress and the President," Prescott said.

The policy laid down by Congress and the President encouraged The Flying Tiger Line to take steps which have resulted in making the airline one of the largest suppliers of commercial lift for MATS, he declared.

### Airlift Need Noted

Taking cognizance "of the tremendous requirement for peacetime military transportation and the need for potential airlift for war," plus the "general policy of the government to keep out of activities that more properly could be channeled into private enterprise . . . we decided to procure the most efficient, long range aircraft suitable for military and commercial traffic, and as many of these as our finances would permit," Prescott testified.

"Accordingly, we have retired and sold obsolete equipment such as the C-46 and DC-4, and have acquired a fleet of 12 Lockheed 1049H Super Constellations. These 12 aircraft, including spare engines and parts, represent an investment of about \$28,000,000. We have also retained in our present fleet two Douglas DC-6A aircraft. These 14 modern aircraft are in excess of our present needs for air certificated route operations. Eight are available for present MATS service. . . .

"Flying Tigers, and I am sure, other carriers as well, undertook the risks of acquiring modern aircraft to be available to the military and were successful in financing such acquisitions because of the constructive government policy which is now seriously threatened by the MATS bailment proposal. The keystone of the government policy to use civilian aircraft for military support has been fashioned by the Congress itself."

Prescott declared that Senate Committee Report No. 543, on the Department of Defense Appropriation Bill, stated that in 1958 the Department should reprogram its funds so that services of the civil air carriers would provide as nearly as possible 40 per cent of the passenger requirements and 20 per cent of the cargo requirements of MATS. By contrast, he said he was informed that MATS could claim an allocation of about 33 per cent of its passenger requirements and six per cent of its cargo requirements to civil air carriers for the first half of 1958.

### Policy Stated

He pointed out that this allocation was made in the face of the following statement of policy to the Department by the Senate Committee:

"The committee reaffirms its position of last year that the Department of Defense should utilize the services of commercial transportation in preference to government-owned and government-operated transportation, to the fullest extent possible when, upon using the same cost standards for both commercial and government facilities, it is found more economical, and further, that in evaluating relative costs of transportation, the Department should recognize the specific monetary value of time saved as an important factor in the award of competitive bids in transportation. . . .

"In summary, we do not feel that sufficient effort has been made by the Department of Defense in the international and overseas field to adjust its use of air transportation so as to use existing capacity of United States air carriers."

In respect to costs, Prescott said that Flying Tigers charges to MATS are 13c per cargo ton-mile and 24.7c per passenger ton-mile and that figures reported for MATS on comparable operations are 18.5c for cargo and 34.2c for passengers.

On the operations on which these costs were based, he said, Flying Tigers produced a 92 per cent performance record, the highest ever achieved by any carrier over the routes flown.

He said Flying Tiger costs to the government for carrying military cargo and passengers were approximately 27.8 to 29.7 per cent

less than the charges which MATS indicates it must charge to reimburse its industrial fund for its "costs." These costs do not include many charges borne by the civil carrier, such as depreciation, crew costs, insurance, costs in lieu of taxes and costs of recruitment and training.

### MATS Values Cited

"I want to make particularly clear at this point that the high-cost operation of the MATS airline is no reflection on the ability, integrity or intelligence of the military personnel responsible for its operation," Prescott said. "The cause is the system and the objectives of the military versus commercial airline operations. I do not even criticize the system. It is good, so far as I am able to determine, for the purpose for which it exists. But MATS is just not designed to, and will not, yield efficient low cost, airline transportation.

"There is no way to reconcile the inconsistencies in MATS' position," Prescott said. "MATS is reducing the use of civilian-owned and civilian-operated aircraft because of an over-all decrease in lift requirements. MATS simultaneously is bailing MATS owned aircraft to be operated by civilian crews with an objective of increasing utilization of the MATS fleet.

"It has not been nor will it be our position that the military guarantee us through the years traffic with which to keep busy either our presently owned or future acquired aircraft. Future traffic may never come into being. In acquiring new and more efficient aircraft to help reduce the costs to the government and to add still more to its wartime reserve airlift, we will take our own chances and make our own assessment of possible future traffic. But we do not think that we should be called upon now or in the future to take the additional risk that, even if our estimate of traffic potential is correct, we are to be barred from the opportunity of bidding for such traffic because of the refusal of the military to follow Congressional directives or because of some sudden change of policy by the military which results in supplanting our huge investments in modern transport aircraft."



**Air Express Man of Year:** (Left to Right) C. C. Gaudio, General Manager, Air Express, Railway Express Agency; Peter Albert, General Sales Manager, Flying Tiger Line; Jack Kelly, New York City driver, Railway Express Agency; J. B. Finnin, Eastern Regional Manager, Air Express, Railway Express Agency. Albert, with express officials, congratulates Kelly after he received the \$600. cash award and title "Air Express Man of the Year" for his outstanding record in the 1957 "Air Express Incentive Program" sponsored by the 33 scheduled U.S. airlines and the Air Express Division of the Express Agency.

## Muebles Vuelan E.U.A. a Cuba

Early in December, residents of Havana, Cuba, read about another unique Flying Tiger Line air-lift project. Technically speaking, the flight should be identified as the first FTL "chair lift," which involved carrying by charter flight from the furniture capital of Grand Rapids, Michigan, to a lush new hotel in Vedado, Cuba, of 390 specially designed chairs for the new Havana Riviera Hotel.

The special charter flight made possible the "on time" opening of the beautiful new hotel. The chairs were specially designed by Albert Parvin & Co., of Los Angeles, Calif., to equip the special cocktail, casino, bar and dining rooms.

Just a few days before the scheduled opening, it was realized that normal ocean-freight shipment would not get the chairs to Cuba in time for the elaborate opening festivities. At this time, Harry A. Goldman, executive vice-president of Albert Parvin & Co., promptly chartered a Flying Tiger Line Super-H Constellation to meet the delivery deadline. The unusual flight caused quite a stir in the Cuban capital, and caused "The Times of Havana" to print the following story:

### "CHAIRS AIRLIFTED TO RIVIERA HOTEL"

A group of hotel businessmen in Havana breathed a sigh of relief when "Operation Chair Lift" was brought to a successful conclusion last week.

The arrival at Rancho Boyeros of a Super H Constellation of the famous Flying Tiger Line, especially chartered at a cost of \$10,000, to bring a load of chairs to the Cuban capital from Grand Rapids, Mich., eased the minds of the operators of the new Havana Riviera Hotel in Vedado.

"Time is of the essence," they felt as they made feverish preparations for the international world premiere of the new \$12,000,000 resort hostelry on Dec. 10.

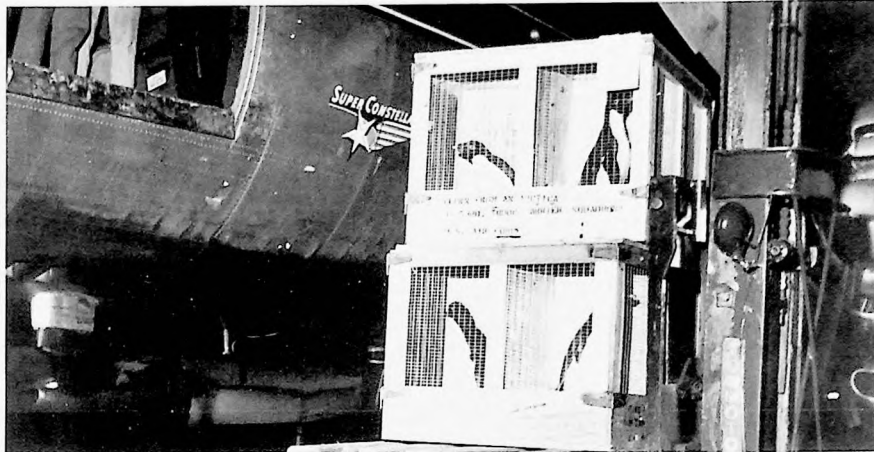
The special cocktail, casino, bar and dining room chairs just had to be in Havana several days ahead of the grand opening.

Normal ocean freight would have taken weeks.

The nervous tension caused by the lack of chairs led Harry A. Goldman, executive vice-president of Albert Parvin & Co., of Los Angeles, Calif., designers of the chairs, to charter a Super-H Constellation of The Flying Tiger Line to airlift the chairs from Grand Rapids, Mich., where they were made, to Havana, in one quick, easy — but expensive — flight.

In spite of the rush order, only two of the 390 chairs arrived in broken but flexible condition.

"Boy, that's a load off our minds," signed Goldman at the Jose Marti International Airport in Havana."



## Financial Press Tells of Savings by Air Freight

A double-barreled program sparked by a customer and an executive of The Flying Tiger Line on the way to use air freight and save money hit the front pages of the New York financial press last Fall.

Featured in the story, which the New York Journal of Commerce carried on its front page, were Daniel Reiss, Traffic Manager of Electronic Associates, Inc., and Frank Clain, Eastern Regional Sales Manager of The Flying Tiger Line.

The New York Journal of Commerce headlined the story:

"There's Money in New Techniques — Air Cargo Packaging Pays Off."

Clain told the story, carried extensively in the Tigereview, of how the Boeing Airplane Co., with the help of The Flying Tiger Line, developed a special shipping buck to handle jet engines by air freight at an over-all saving of approximately \$750,000.

Reiss described a program developed by his company for use of air freight that is saving \$150,000 a year.

Electronic Associates, a major customer of Flying Tiger, said approximately 80 per cent of its computers are shipped by air freight,

with the customer paying the bill. Before June, 1956, all computers were packed in a plywood box, which cost \$59.

Reiss developed a wirebound crate which cost only \$15 and reduced the tare weight by 200 pounds, which saved the customer approximately \$49 more — a total of \$93 per computer.

He said that the customer now pays less for his transportation by air, yet gets his equipment in better shape.

Reiss pointed out a highly important consideration in the wirebound crate — visibility for the cargo handler.

He said the crate is open and thus the contents can be seen plainly by cargo handlers, whereas in the plywood box, nothing of the content of the shipment is visible.

"We have discovered that putting 'fragile' on a box doesn't help much," Reiss declared. "But when the handlers can see electronic tubes and impressive looking equipment, they take extra care because they can see a big fat claim staring them in the face if the goods are mishandled."

Reiss said his company has shipped 265 units in the new crates and has yet to experience any damage.

Sixteen Adelle penguins who took a most conservative view of everything completed a round-about journey from Antarctica to the Atlantic seaboard via The Flying Tiger Line recently to devote their lives to medical and wild life research. Collected in Antarctica, the penguins were brought to Portland, Ore., where they remained until they became acclimated. Then they were loaded on a Flying Tiger air freighter for transfer to the Smithsonian Institution in Washington, the New York Zoological Society, and John Hopkins University in Baltimore. Here they reach the end of their long air journey at FTL's Newark base.

## Changes Announced by Neil Berboth

Reorganization of the Maintenance and Engineering Division, with the appointment of a new manager and the re-assignment of other supervisory positions, was announced this month by Vice-President Neil B. Berboth.

James McLachlan has been named Manager, Maintenance and Engineering; and Paul Grace will continue as Manager, Inspection. Both men will report to Berboth.

Supervisory assignments reporting to McLachlan are as follows:

*Superintendent Plane Maintenance*, Bill Tompson, with responsibility for flight line maintenance, overhaul and modification at Burbank.

*Superintendent Shops and Facilities*, Joe Baker, with responsibility for Burbank shops plus facility and equipment maintenance and plans at all stations.

*Superintendent Line Maintenance*, John Dewey, with responsibility for all FTL maintenance at stations outside Burbank.

*Superintendent Engineering*, Chuck Steeves, with responsibility for all phases of aircraft, systems and power plant engineering.

*Superintendent Materiel and Production Control*, Don Fry, with responsibility for all phases of materiel control and production planning.

Berboth said that for the present, Jim Duehren would assume the duties of co-ordination of the maintenance union contract.

Fry announced that M. E. "Doc" Powell would become supervisor of production planning as well as handling liaison between the company and its insurers in connection with aircraft-damage claims; and co-ordination between the divisions and outside agencies seeking the services of Maintenance and Engineering.

## WATCHWORD

Jack Coveny, whose year-long campaign to reduce loss and damage on FTL shipments has brought him face to face with more than a few odd experiences, says the following tops them all. He's glad The Flying Tiger Line has nothing to match it with:

How lost can a shipment get? In September 1953, a German factory sent a small package by air-freight to an American consignee. It failed to arrive and no amount of tracing could discover it.

Last Fall a letter was received by the American consignee from Perkins, Oklahoma: "My husband and I have just returned to the States after spending almost three years in Africa . . . we sent a footlocker airfreight from Addis Ababa to the States in September 1955. The key to the footlocker was fastened to the outside with wire . . . In checking (through the locker on our arrival home) I discovered—to my surprise, you may be sure—a package of eleven watches addressed to you."



**10-Year-Clubbers:** Newest members of The Flying Tiger Line's 10-year club are these four employees being congratulated by President Robert W. Prescott at the annual Christmas party in Burbank. Left to right are Jane Olson, Accounting; George T. Cussen, and Katherine Smith, Sales; Mr. Prescott; and Ursula Marriarity, Communications. All have been in the departments where they are now assigned since they joined the company with the exception of Mrs. Olson, who originally was in Flight Operations, later transferring to Accounting.

## THE FLYING TIGER LINE

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