

Tigerreview

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FTL-Lockheed Plan Air-Freight Plane

1958 FIRST-HALF FTL REVENUES AT HISTORIC HIGH; JUNE BIG GAINER

Air freight revenues of The Flying Tiger Line for the first half of 1958 reached a new all-time high of \$5,278,567, and June, normally one of the lower revenue months of the year, showed the largest gain of the six-month period, George T. Cussen, Vice-President of sales, announced.

The first-half revenue total increased approximately 10 per cent over the same period last year, when revenues of \$4,756,778 were reported. June business totaled \$905,180, a gain of 24 per cent over June, 1957, revenues of \$731,599.

With the exception of January, each month of 1958 has set a revenue record, the largest increase prior to June having been in May, when a 17 per cent gain was reported over last year. February revenue increased two per cent, March, 14 per cent, and April, 13 per cent. January showed an eight per cent decline.

Some Stations Up 50%

Cussen reported that 10 out of (Continued on page 3)

Disease-Agents OK

A recent embargo placed by passenger lines on etiologic agents which are used to or will produce a number of diseases, points up an important sales advantage of the all-freight air carrier, Bob Brunner, Manager of Rates and Tariffs, points out.

This type of traffic is only one of a large number of products which FTL does not prohibit but which are embargoed by passenger lines. Brunner has compiled a four-page list of such commodities and urges both Sales and Freight Operations personnel to keep it handy for reference as an added sales tool.

143 JOIN TIGER PROFIT PLAN

The Flying Tiger Line Profit-Sharing Plan added 143 new members as the deadline of June 30 for mid-year applications passed and the number of eligible participating employees is now 84 per cent, Ken Marietta of the Personnel Department, reports.

A majority of the stations outside Burbank have 100 per cent membership records, Marietta said.

Employees can become members of the plan officially twice each year — on June 30 and again on December 31. However, they may apply at any time.

Pilots Re-assigned

With the completion of the training program on Flying Tiger's new fleet of Super H Constellation aircraft, Capt. A. F. Seymour will return to his original assignment as Burbank Regional Chief Pilot, E. A. Pinke, Director of Flight Operations, announced.

Seymour has been serving as Superintendent of Flight Operations but with the completion of the training program, supervisory staff work has been reduced to permit a re-assignment of executive personnel. Capt. J. L. Holmes, who has been serving as Burbank Regional Chief Pilot, will return to line and check pilot service.

Proposed Low-Cost CL-415 Would Operate at 10¢-Ton-Mile Tariff

Discussions and planning for a true air freight airplane which have been underway for several months between officials of The Flying Tiger Line and Lockheed Aircraft Corp., were revealed for the first time this month in Washington hearings involving the airline.

Drawn to specifications laid down by a planning group of the airline consisting of President Robert W. Prescott, Vice-President of Operations Frank Lynott and William E. Bartling, Vice-President of Research and Development, the airplane, designated the CL-415, would become the first true low-cost air freighter, capable of operating at tariff rates of ten cents a ton mile.

These rates would cut present tariffs almost in half and bring air freight within the range of truck rates, opening a vast freight market estimated in the billions of ton miles.

Lift More Than Own Weight

One of the most revolutionary factors of the new design is that it would produce an airplane which for the first time would lift more than its empty weight.

The new air freighter, with an empty weight less than today's Super H Constellation, would have a productivity factor twice as great as Flying Tiger's present Super H freighter.

In discussions with Washington officials, Vice-President Lynott gave this description of the new air freighter:

"For several months we at Flying Tigers have been conferring with Lockheed on a true cargo plane to meet our specifications. This aircraft, which is now in the preliminary stages but which Lockheed engineers indicate can be built, can bring the ton-mile

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Prescott Asks Congress 'Earmark' Funds for MATS' Civil Air Use

Charging that the Military Air Transport System, transportation arm of the nation's military forces, has "skillfully" avoided following Congressional directives to channel more government business to the civilian air carriers, Robert W. Prescott, president of The Flying Tiger Line, has asked Congress to earmark specific dollar amounts for the use of civilian air services by MATS.

Prescott, testifying before the Senate Defense Appropriations Subcommittee in Washington this month, reviewed the history and cost of MATS services to show that the government transportation agency has exceeded the basic needs for its services by the military and has operated in competition with the civilian carriers at costs above those which it would have had to pay commercial airlines.

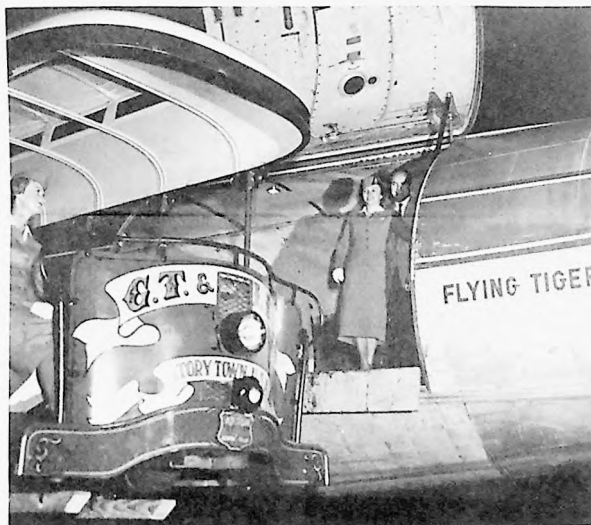
Principles Stated

Here are the key points of President Prescott's testimony:

The principles which should govern the allocation of work between civilian and military aircraft are clear and have been consistently stated both by the Administration and by the Congress. After the repeated reiteration of the principles by the Congress even MATS does take open exception to these principles, however skillfully they have avoided following them.

The Congress itself has clearly stated the policy under which MATS should be operating. In appropriating funds for the past fiscal year, the Congress adopted a Conference Report, based on

(Continued on page 2)



Rides for Children — Two industries combined recently to bring happiness to thousands of children at Storytown, U.S.A. (Glens Falls, New York), when The Flying Tiger Line transported a scale model San Francisco cable car by freight to the eastern playground. Above, Flying Tiger hostesses, Judy Oliver (left) and Mary Novak with Flying Tiger Manager Ken Albertson, help direct the loading of the cable car, made by the Arrow Development Co., Mountain View, on the Flying Tigers' Super H Constellation. The car was being used by children at the New York playground 24 hours after leaving the San Francisco Airport.

DSMs APPOINTED IN THREE CITIES

The appointment of new Sales Managers at Newark, Cleveland and Portland, Ore., was announced this month by Pete Albert, General Sales Manager.

Joe Ryan moves from DSM at Portland to the same position at Newark, succeeding Herb Bornemann, who is taking another position in Newark Sales.

Al Sachs transfers from Burbank to Cleveland as DSM, succeeding Joe Sutter, who continues in another sales assignment at Cleveland.

Ray Keiser of the San Francisco sales staff moves to Portland to take over Ryan's DSM job there.

Ryan has been with FTL since 1955, when he joined the Burbank sales staff. He transferred to Portland in 1957 as DSM, where he made an outstanding record.

Sachs began his career in 1950 in Burbank Freight Operations. He transferred to Crew Control in 1953, then took over a sales territory in BUR in 1954. He became International Sales Co-Ordinator at BUR in 1957, where he has been responsible for steadily improving international traffic results.

Keiser joined FTL at Newark in Freight Operations in 1955 and transferred to San Francisco in 1956. He became a salesman at SFO in 1957 and has been one of the top producers of that station.

FTL Ups Certain Rates As of September 1

An increase of local specific general commodity rates approximating five per cent, to become effective September 1, has been proposed by The Flying Tiger Line, Bob Brunner, Manager of Rates and Tariffs, announced.

Necessity for the increase is the rising cost of doing business but Brunner said the net increase would only be two per cent because of the removal by Congress of the three per cent federal transportation tax. Since the proposed increase was programmed long before Congressional tax action, it cannot be viewed as a step to take advantage of the tax reduction, he pointed out.

Attention, You Vacationers!

Most employees know that many airlines will give discounts for travel by Flying Tiger personnel and that these discounts are available through the Credit Union as a service to employees. But . . .

Leona Ross, Manager of the Credit Union, urges all applicants for such discounts to take notice of some of the basic rules, which will save you time, trouble and disappointment. Here they are:

You must allow a minimum of two weeks notice to the Credit Union for processing of your application.

You must include all details of your proposed trip, such as:

Date of departure, and city.
Name of airline you wish to use.
Flight Number.
Destination.

Without such basic information, your application cannot be processed.

Prescott Asks Congress 'Earmark' Funds for MATS' Civil Air Use

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your Committee Report which reiterated the Congressional policy and intent in this regard.

Your Committee stated the Defense Department should in 1958 re-program its funds.

"to permit the funds so re-programmed to be applied toward procuring the services of United States civil air carriers to meet as nearly as possible 40 percent of the passenger requirements and 20 percent of the cargo requirements of the Military Air Transport Service."

The Subcommittee on Military Operations of the House Committee on Government Operations June 26, 1958, issued its Report, House Report 2011, which stated in part as follows:

"By running a scheduled airline for overseas transportation, the Military Air Transport Service is in effect preempting a field which should be occupied by commercial air carriers... "The Military Air Transport Service should concentrate on outside and special-cargo traffic and technical missions, leaving to the civil air carriers the primary responsibility for the transportation of passengers and the more convenient kinds of military cargo... "

"For fiscal year 1958, the Department of Defense was directed by the Senate Appropriations Committee, with the endorsement of a conference committee of both Houses, to reprogram funds for the purpose of procuring 40 percent of the passenger requirements and 20 percent of the cargo requirements of the Military Air Transport Service from commercial air carriers. The Department of Defense disputed the merits of this directive and refused to reprogram the necessary funds. The subcommittee believes that such controversies can be avoided in the future by earmarking of specific dollar amounts in appropriation bills for the procurement of commercial air service by the Military Air Transport Service."

Civil Aircraft Minimized

Despite the clearly enunciated Congressional directives to fulfill its well-considered policy and intent, the Air Force has resolutely continued its policy of minimizing utilization of carrier-owned and carrier-operated aircraft.

The Department of Defense has continued in effect directives which provide that transportation resources of MATS take precedence over the employment of commercial transportation. MATS, pursuant to these directives, upon receiving lift requirements of the various Departments of Defense, allocates such requirements first to fulfill the capability of its own aircraft and then, and only then, to the extent there is any excess, contracts the balance to the civilian carriers.

The Air Force in reports to the Appropriations Committee and before the Holifield Committee (Subcommittee of the Committee on Government Operations, House of Representatives) first attempted to justify itself by claiming compliance with the Congressional directive to allocate 40 percent of the passenger requirements and

20 percent of the cargo requirements of MATS by contending that the over-all Defense Department utilization of civil air services met the Congressional directed totals for MATS alone.

When the Congressional Committees showed little patience with this, the Air Force then contended that MATS, in efforts to comply with Congressional Policy, allocated no more than 36½ percent of the passenger requirements and a mere 6 percent of the cargo requirements, and pleaded extenuating circumstances. Now it appears that MATS will concede that it has not met the Congressionally imposed obligation and that it justifies itself on grounds of cost and of military necessity.

An analysis of the facts by this Committee will demonstrate that MATS is incorrect on both counts.

MATS' Fleet Largest

MATS has concentrated on building up the largest transport air fleet in the world. It is now operating approximately 1,400 to 1,500 aircraft and it is flying world-wide route systems. It is larger than all of the American flag carriers in international commerce combined. Its traffic includes the majority of all U. S. military personnel moving to and from stations overseas, officers of NATO and other Allied forces, employees of the State Department and other government agencies, servicemen's wives and families, and almost anyone else who can qualify as a "guest of the government."

Freight shipments and government mail are similarly handled. Not only does MATS carry military freight between military points but in increasing amounts is carrying civilian freight of civilian contractors between civilian points of origin and points of installation for later delivery to the government.

The total volume of passengers and goods transported has grown steadily. In 1957 approximately 750,000 passengers and 150,000 tons moved via MATS at a reported cost, allocated by MATS to its transport activities termed by it "Strategic airlift," of approximately \$225,000,000, although the cost of maintaining MATS overall was more than \$740,000,000 for the year.

Even though this represents a sharp increase in total airlift by MATS over earlier years, the amount of this traffic shared with its partners, the civilian carriers, has not increased in proportion, but has actually decreased.

Peacetime Augmentation Needed

No one has ever contended that all of the MATS traffic should be diverted to civilian carriage or that MATS should not carry traffic on training flights. However, even MATS has recognized that there should be peacetime augmentation by civilian carriers, and that such augmentation will be essential in wartime.

In attempting to justify its failure to follow the Congressional directive to allot 40 percent of its passenger and 20 percent of its cargo to civilian carriers, MATS has claimed that it would have been too costly to do so. We think the record will show that there would, in fact, have been a very substantial saving.

MATS' primary mission is to provide transportation in wartime. Its sole purpose in existing at all



This picture serves two purposes — it shows for the first time the newest plane in the Flying Tiger Fleet, 23 Charlie, which was delivered to the airline recently. It also shows Neil Berboth, Vice-President of Maintenance and Engineering holding a GE 5-star radio tube, which are used in FLT's radio installations. The picture and the use of the tube will be featured soon in a General Electric advertisement to appear in a group of leading aviation publications.

is to maintain in being a facility available to provide wartime transportation.

It is not denied that a sizeable portion of this cost of maintaining a military transportation organization is justifiable as a matter of preparedness for emergency, on the theory stated by Assistant Secretary of the Air Force Sharp that MATS is a vital, integral element of the weapons systems employed by our combat forces.

Nevertheless, this cost is still a transportation cost and must be allocated as such somewhere, sometime, if cost comparisons are to be made between MATS and the civil carriers for transportation rendered by each.

MATS reported a total transportation cost for fiscal 1957 of \$272,487,000. This results in a ton-mile figure of 35.34¢ per ton-mile; however, MATS further reduced this total charge by \$47,488,000 as being the cost of training, test and ferry. With this reduction MATS states that in fiscal 1957 its cost per cargo ton-mile was 29¢ and the cost per passenger ton-mile was 28.8¢.

Flying Tigers obtained, on competitive bids, a contract to provide trans-Pacific services for the fiscal year 1958. Under that contract our charges to MATS are 13¢ per cargo mile and 24.7¢ per passenger ton-mile.

MATS' People Exonerated

I want to make clear here as I have done in the past 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. The cause is

the system and the objectives of the Military versus commercial airline operation.

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 just is not designed to, and will not, yield low-cost, airline transportation. To the extent that it uses civilian airlift in lieu of its own higher-cost operation it is saving money.

But MATS may retort that its training program requires the flying of MATS aircraft whether or not civilian aircraft are utilized, and that empty MATS aircraft would be needlessly "boring holes in the air" alongside the well-filled civilian aircraft. This, too, bears analysis.

No one challenges the proposition that MATS requires an extensive training program to ready its nucleus fleet for emergency and war. And no one denies that it is good business for MATS to utilize its training flights to carry passengers and cargo. But how much flying is really required for "training?"

The efficient operation of a large air fleet for the transport of men and goods, whether it be by civilian or military personnel, is merely the effective use of men and machines.

First, as to machines. General Tunner has stated that at the beginning of the Korean airlift, MATS was operating its aircraft at a utilization rate of 2.5 hours per day. At the same time the civilian operator was getting 6 to 8 hours utilization.

At the end of the first 30 days of this operation MATS attained

a utilization rate of only 4.3 hours. But the civilian operator by that time had achieved 12 and even 14 hours utilization. In both cases the aircraft were well-maintained, in good operating condition, and "trained," ready and able to provide maximum performance.

The readiness of the aircraft was not the determining factor in attaining a surge in use. It was manpower.

MATS' Pilots Fly 'Full Time'

Second, as to men. It goes without saying that MATS should so operate its fleet as to provide the amount of training necessary for its flight crews. General Wilson before the Holifield Committee, upon questioning, stated that 40 to 50 hours a month of flying was sufficient for training of pilots. However, he admitted that MATS pilots in fact are flying approximately 80 hours a month, not a training schedule but a full-time flying job schedule (Holifield Hearings, p. 732).

So it is clear that the amount of flying in competition with the civilian carriers is in excess of that required either to keep the aircraft in readiness or to train the pilots presently available to MATS.

The competition of MATS with the civil airline industry is severe and is adverse to the best interests of the nation. What should be done about this is not a matter of judgment solely for the military. It is a problem that only the Congress can properly resolve.

We believe that in the national interest the Congress should firmly insure and enforce compliance with its policy regarding commercial air carriage of military passengers and cargo by earmarking specific dollar amounts in the current appropriations bill for the procurement of commercial air services by the Military Air Transport Service.

These earmarked funds should be computed separately for civil air cargo and passenger services to be procured by MATS, in order that adequate incentives be provided to encourage the civil air carriers to procure modern type aircraft, as well as passenger aircraft, for the Civil Reserve Air Fleet, and to overcome the dangerous deficit that the Air Force has declared exists today in meeting wartime requirements for cargo airlift.

Ad Program to Boost Eastbound Traffic

A new advertising program, aimed at building up eastbound loads to offset the preponderance of westbound traffic that began to develop late in June, was under way on the West Coast this month, particularly in the Los Angeles and San Francisco areas.

Large-size ads were published in a group of newspapers throughout the metropolitan areas of the two cities. Special telephone sales crews in both cities followed up with an intensive campaign of phone solicitation as well as a

check on the effectiveness of the ads.

The advertising pointed out the superior speed and airlift capacity of Flying Tiger's Super H Constellation fleet, as well as late departures to accommodate day-end production shipments. The flexibility of the airline's radio-controlled pick-up-and-delivery fleet of trucks also was emphasized.

In addition to the ads, a two-week radio promotion program was launched at Seattle and Portland, with similar sales follow-ups.

USING SENSE SAVES DOLLARS

Short Course in How to Save Money by Jack Conveny, Claims. An alert agent in the Cleveland station noted that when a shipment delivered by a trucker from an X-ray company was unloaded at the FTL dock, one crate was not

nailed on two sides; one slat was loose and a piece was broken loose from suspension with possible damage to the piece. He promptly noted the condition on the airbill as well as the trucking manifest.

As a result, the airline was freed of responsibility in a \$614.47 claim. The alert agent had pinpointed the cause of damage — the trucker.

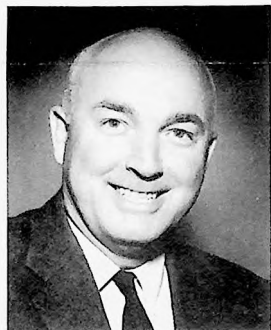
"Correctly receiving freight can save the company thousands of dollars," Conveny commented.

The year 1958, is the 40th anniversary of air mail service, the 10th anniversary of air parcel post service and the 20th anniversary of the Civil Aeronautics Act. What will another 10, 20 or 40 years bring?



Robert F. Vickery

Assistant Chief Flight Controller. Gathering material for a term paper on air freight while studying at the University of Southern California landed him his first job with Flying Tigers — as part-time cargo handler at Burbank in 1950. Shortly afterward, he got a full-time job. His background as a P-38 pilot in Europe with 41 missions attracted the attention of Vice-President Bill Bartling, who put him into Flight Control. "Vic" became the Tigers' first representative at Travis Air Force Base at the outbreak of the Korean War. After getting that vital station under way, he returned to Flight Control, handling both domestic and international desks until 1955, when he became Assistant Director of Contract Operations. In 1957, he returned to Flight Control as Assistant Chief Flight Controller CONOPS. In 1958, he took over his present assignment. A native of Taft, Calif., he grew up in Long Beach.



Joe Baker

Superintendent of Shops and Facilities. Number One in Maintenance Seniority, he was the third mechanic to join The Flying Tiger Line, on September 3, 1945, at Long Beach. Working as West Coast service representative for Jack & Heintz, manufacturers of aircraft accessories and instruments, he made a service call on FTL in connection with airplane starter problems and wound up working for the airline. He has since served as general foreman of shops, Manager of Special Projects, Superintendent of Planning, and Manager of Service Sales and Contracts. He took over his present job in 1958. Prior to joining Jack & Heintz in 1943, he had been Superintendent of Instrumentation for Lockheed Aircraft Corp. A native of Prescott, Wis., he went to River Falls, Wis., State College, and began a career in hospital management when he decided to go west and get into aviation.

Pallotti Appointed

Don Fry, Superintendent of Material and Production Control, announced the appointment of J. M. Pallotti as Production Control Foreman, reporting to M. E. Powell, Supervisor, Production Control.

A 10-year veteran of Maintenance, Pallotti will be responsible for carrying out various phases of Production Control and Shop Planning and assisting in the development of a program to obtain outside aircraft overhaul projects for the Burbank base.

FIRST-HALF REVENUES HIGHEST EVER

(Continued from Page 1)

16 main terminal stations of the airline showed revenue increases in June over the same month last year. Gains of 50 per cent and more were reported by Philadelphia, Boston, Chicago, Hartford-Springfield, New York-Newark, Portland, Ore., Providence, San Diego and San Francisco.

Philadelphia reported the highest traffic of record for that station, with June business exceeding \$50,000, compared to \$29,000 last year. June traffic also was up more than \$15,000 over May.

Boston traffic of \$28,000 in June was nearly double that of a year ago. Chicago reported \$62,000, a gain of nearly 100 per cent over the June, 1957, business of \$33,000. Hartford-Springfield more than doubled its traffic, with June business of \$52,000, compared with \$25,000 a year ago.

Los Angeles showed a gain of approximately one-third to \$145,000, second highest on the system, while New York-Newark's traffic of \$219,000, the largest on the system, was up more than 60 per cent. Portland doubled its June traffic, totaling \$23,000 against \$11,000 last year.

Providence, which has set the highest records of the year, tripled its business, reporting \$13,000 against \$4,000 last year. San Francisco showed a gain of nearly 60 per cent for June, with business totaling \$137,000, third highest figure among the stations.

Detroit-Cleveland Gains

One of the more significant improvements occurred in the Detroit-Cleveland area, where traffic has been sharply affected by the recession in the automotive industries. June was the second successive month in which these stations have reported traffic gains, the first since last fall. Cleveland traffic at \$38,000 was up nearly 25 per cent over May, while Detroit business at \$26,000, was up slightly more than 10 per cent. Both stations remained far below 1957 volume, however.

Five factors have contributed to the over-all improvement in freight traffic. They are:

- 1) The Super H Constellation, which gives the airline a distinct advantage in range, speed and lift capacity since FTL is the only carrier operating this equipment in freight service in the United States.
- 2) Greatly improved service both in schedules and in ground handling, and major facility improvements.
- 3) The discontinuance of operations by Slick, formerly one of the major air freight competitors.
- 4) Increased sales-efficiency and traffic-development programs, such as the "in bond" business and the engine-shipping buck formula, and a more productive tariff.
- 5) The impact of the airline's advertising and publicity program, on which it has expended more effort than any other carrier.

KNOW YOUR FLYING TIGERS

10th in a Series

of Company
Officials and
Department
Heads



Dean Sheets

Superintendent of Stations. Graduating from the University of Denver in 1952, he joined The Flying Tiger Line at Denver as a cargo handler. Shortly afterward, he transferred to Portland, Ore., as an agent and then proceeded to North Platte, Neb., mid-continent fueling stop, as Station Manager late in 1952. In 1953, he became Assistant Station Manager at Chicago, remaining until 1955 when he transferred to CONOPS at Chicago, thence to New York and Europe. Later that year he returned to Freight Operations as Assistant Station Manager at San Francisco and was named Station Manager in 1956. He moved to Burbank later in 1956 as Assistant Traffic Manager and took over his present post in 1958. He is a native of Audubon, Ia., and prior to college, he served two years in the Army.



Dwight Christy

Chief Accountant. Joining The Flying Tiger Line in 1955 as a cost analyst in the Cost Accounting Department, he became Internal Auditor and took over his present assignment in 1956. Prior to his airline accounting experience, he had served for three years as a public accountant with Arthur Andersen & Co., who have been auditors for Flying Tigers for many years. Two other former employees of the same firm are Fred Benninger, Executive Vice-President and Treasurer of FTL; and O. R. Burghardt, Secretary and Assistant Treasurer. A native of Kansas City, Kansas, Dwight moved west to California in his childhood, attended George Pepperdine College of Los Angeles, graduating with a degree in Accounting and honors as the outstanding business administration student of the 1953 class.



Etta Baedeker

Chief Telephone Operator. One of Flying Tigers' "first" women employees, she joined the airline in 1947 while on her honeymoon. Moving here from her Chicago home with her bridegroom, she went job-hunting and was told that "an air freight line needed a real fast operator." Her telephone, bookkeeping and clerical experience with a Chicago firm stood her in good stead, since she had to handle a switchboard, run the TWX and sort mail. Now head of the Burbank Communications Center, she was appointed to her present position in 1955. The center, with four employees, now handles upwards of a thousand phone calls daily, plus the General Offices TWX system, Western Union, and the distribution of both inbound and outbound company and U. S. Mail.

'Shovel-Artist' Gets Another Scoop



This picture made history around San Francisco when The Flying Tiger Line recently transported two famous bulls — Fairlawn K. Slogan and Plain View Dominator — with the full panoply of publicity. On hand to help the cause was the redoubtable Mort Donoghue, who lends a publicity hand to FTL on such occasions. One of the photographers recording the bull episode, Ed Hoffman of United Press, asked Mort to clean away a picture area which had been defiled by one of the bulls. Mort readily grabbed a shovel and began work while, unbeknownst to him, Hoffman snapped this shot with malice aforethought. The next thing Mort knew, the picture appeared in "Scoop", the widely circulated bulletin of the famed San Francisco Press and Union League Club. Bearing a headline, "It's Easier Than Typing !!!," the caption read:

"Ace Cleanup Man is Mort Donoghue, whose flacking chores for Flying Tiger Airline brought him close to the source of the vernacular term of material dispensed by members of his profession. Mort's housekeeping instincts came to the fore when FTL flew in a \$25,000 Holstein bull, named Plain View Dominator, from Minnesota. Bull received the 'ring to the city' and a garland of roses at brief airport ceremonies marking his arrival."

Editor's Comment: Mort Donoghue, like all good publicity men, has a "nose for news" that works even when he's doing something else.

Portland Chapter of Tiger Saga Rivals Feats of Paul Bunyan

Watching the nightly loading of a freight airplane under ramp floodlights, with fork lifts grinding their ways here and there, men silently moving freight within the cargo hold and others typing bills, unloading trucks and weighing shipments, the passer-by gets a glimpse of the drama of industry on the move.

True, much of it is just freight. Yet, hardly a night passes in the operation of an air freight system such as that of The Flying Tiger Line without some piece of air freight moving into the airplane cargo hold leaving behind it an often-unrecorded story worthy of its tiny footnote in the annals of industry.

For freight is the result of what people do — and some of the things they do are strange and exciting.

Dynamic Story

By contrast with other forms of transportation, the air freight story is far more dynamic for the simple reason that an airplane in its sphere of moving things is as different as the racing car is from the truck — graceful, swift yet packed with power beyond imagination.

And so the things it does sparkle the imagination. The other day, a few of these nightly anecdotes came to light in a moment of chatting. Because they depict so well what goes on daily in an airplane (and about which so many know so little) we relate them here.

Northwest News

This group of stories concerns the Portland station and the response of District Sales Manager Joe Ryan — since moved to New York — to the innocent question "What's new in the great northwest?" — on a recent visit to Burbank.

"Did you hear about our plastic lady?" Ryan began. We had, but we asked Joe to tell us. This, in turn, led to the dredge head and the weed killer. But let's take them in order.

Early in June, the Portland station got an urgent call from the Oregon Museum of Science and Industry as to what could be done to help get a plastic "lady" to Portland in time for dedication ceremonies at the museum. Like all experienced air freight men, Portland Sales Operations staff may be incredulous down inside at some of the calls they get, but on the surface it's just another case of freight and the thing to do is get it and handle it.

The "lady," it seems, was in Cologne, Germany. She was worth \$11,500 and she had to get to Portland in time for the museum ceremonies. With all her equipment, she weighed about 1,000 pounds, which certainly is no

weight for a lady but she was a most unusual one.

She was plastic through and through; and inside her plastic skin, exposed to view, was the mechanism — if such it can be called — of the female body. The bone structure, veins, arteries, vital organs — all electrically circuited. At the pressure of buttons, the affected part of the body would light in varying colors to show to anatomy students just where the organ was located, what it looked like and how it functioned.

Refused as Passenger

It seems that somebody connected with the "lady" suggested that a passenger line sell her a seat and send her as she was — in the nude, so to speak — over the seas and across the country to Portland.

The passenger lines would have nothing to do with such an idea so in the end, she was put in a crate and flown to the United States.

There a Flying Tiger freighter picked her up and got her into Portland the morning of the dedication.

Afterwards, it was hard to decide whether the museum people were more excited about seeing their "lady" or relaxing in the efficiency of Flying Tiger freight handling which got her to her debut on time.

Note: The Portland papers gave ample story attention to her arrival via Flying Tigers.

Dredge Head Next

The second story found Agent Dick Miller answering a phone call from the Army Corps of Engineers. They wanted to know whether Flying Tiger could handle a 38,000-pound shipment to Dover Air Force Base in Maryland. The shipment, it developed, was a dredge head. Miller inquired — could it be broken down. Yes, said the engineers, it could. So Miller made a date to go out and look at it the next day.

A dredge head, it develops, is the business end of a dredge. It pokes its huge claw into the bottom of a river and pulls up whatever the engineers are after.

Miller and the engineers looked the shipment over and worked out a plan by which the head was separated into four parts, each weighing 9,500 pounds.

Tight Schedule

Now came the scheduling problem. It was Wednesday, June 19, and that dredge head had to be in Dover by Sunday morning, June 22. Miller agreed. The engineers didn't care how he got it there, so Miller had the four parts delivered to the Tiger terminal at Portland, then made arrangements with a truck line to run a flatbed with two drivers to San Francisco, since the total load couldn't be handled on the C-46 Portland-San Francisco shuttle.

The drivers got the freight to San Francisco in time for the eastbound Super H flight of June 20, which laid it down in New York the afternoon of June 21. The Newark station had a truck lined up to highball the shipment down to the Dover base, where it arrived on schedule, Sunday morning, June 22. From there, the Army flew it to Newfoundland to start work on a new job.

Note: A bow to the Super H, for no other air freighter could have handled the freight.

The third story began about 8:30 o'clock one night a few weeks ago when Ryan got a telephone call at home from a man at a downtown hotel who wanted to know what Joe could do about solving his problem on a new product.

New Weed-Killer

There had been a factory breakdown just as a full-scale advertising program got underway in the midwest on a new-type weed killer. Unless the man got his freight to Chicago pronto, a lot of wasted effort — and money — was going down the drain.

Joe shortly afterward was in conference with the man and his partners in a hotel suite. It seemed that the men — Canadians — had given a Portland chemical company the job of producing a most unusual weed-killer, called Weedez, the Wonder Bar. About three feet wide, the bar is made of wax and oil impregnated with the highly efficient weed killer, 2-4-D.

To apply it, you simply drag the bar across your lawn with a rope. The bar deposits on the grass a film of wax which cannot be blown off. In 10 days to two weeks, susceptible broad-leaf weeds are killed.

\$100,000 Shipment

The Canadians had 21,500 pounds of these bars — retail value about \$100,000 — which they had to get to Chicago for midwest distribution. The air freight price seemed high to them, compared to what they had planned to pay for surface transportation, but after reviewing all possibilities until about 1:30 a.m., they finally accepted Ryan's argument that there was just no other way to meet their deadline.

FTL moved the freight out on two flights, got it to Chicago in time for the campaign, and won the plaudits of the factory.

How did the men happen to call Ryan? you might ask. The factory had used Flying Tiger service before and suggested a call to the line to see if it could help solve the problem.

It makes you wonder what the country did before air freight.

FTL Asks CAB To Amend Charter To Include Standard Subsidy Provisions

The nation's largest all-cargo airline, The Flying Tiger Line, has asked the Civil Aeronautics Board to amend its certificate to conform to the standard provisions in regard to eligibility for subsidy.

At a hearing in Washington this month, officials of the line emphasized that while no immediate need was foreseen for underwriting any phase of the company's operations, lack of subsidy eligibility makes it practically impossible for the company and the industry to finance capital outlays required for further progress.

Flying Tiger is applying for this correction along with three other all-cargo carriers who were previously heard.

Improvements Detailed

Sylvester P. Meyers, counsel for Flying Tiger, told the Board that a number of innovations had been made by the line during the past year, such as streamlined schedules, removal of direct air service to non-profitable system stations with substitution of service by truck to the nearest Flying Tiger airport, and improved point-to-point service.

These refinements, together with stringent economy measures, have resulted in several months of profitable freight operation, according to Meyers.

"The fact that the CAB has not granted equal treatment to Flying Tiger and other of the all-cargo carriers makes it almost impossible to obtain sound financing for new equipment under present conditions," Meyers said. He added, "This works a particular hardship on Flying Tiger which is still demonstrating its resourcefulness and stability even in the face of recession problems."

Tiger Case Told

The Flying Tiger case as presented by Meyers maintained:

(1) That the CAB has the legal power to amend the FTL certificate by exemption procedure — so that its right to request subsidy would conform to the rest of the industry.

(2) That while 38 carriers are now receiving subsidy, even the right to request it is denied to Flying Tiger and three other all-cargo air lines.

(3) There exist, according to recent testimony by Dudley C. Sharp, Assistant Secretary of the Air Force, deficits for emergency airlift requirements particularly in the cargo category.

(4) Flying Tiger has demonstrated its emergency potential by its contribution to such efforts as Air Transport Command Trans-Pacific Lift, Korean Lift, DEW Line Operations, and other Army and Air Force programs.

Meyers stated that the line saw no need for subsidy now or in the foreseeable future. Flying Tiger based its case for subsidy eligibility on the point that while the government offers standby assistance to everyone in the U. S. air transportation industry except all-cargo carriers, there is great reluctance on the part of manufacturers to build a plane truly suited to all-cargo operations, and capital financing for such equipment becomes all but impossible.



Credit Union News

By Lillian Taylor

WHAT is a "Credit Union"?

A Credit Union is an employees' service organization primarily controlled by its members, brought into existence by obtaining permission (a charter) to set up a credit union from the Federal Government.

Charters are granted to groups like ours with a common bond of association, such as employees of a plant or office, teachers in the same school or school system, and so on.

To join the FTL Credit Union you pay a 25¢ fee, sign an application card, and then you are voted in by the Board of Directors.

WHY is a "Credit Union"?

A Credit Union's primary objective is that of serving its members in financial matters, protecting them from unscrupulous financial organizations, plus promoting thrift among members thru a regular savings plan.

It pays to save because a Credit Union pays a better return on savings (called dividends on shares) than almost any other place.

* * *

Consult the bulletin board for a list of Airlines offering 50% discounts. A new one has just been added: United States Overseas Airlines. (Our Credit Union must have 2 or 3 weeks' notice to obtain authorizations).

For further information, see your Credit Union representatives — Leona Ross in the Hangar or me in the Administration Building.

* * *

Ode to the girl in a chemise dress: "Honey, is you in style, or is you in trouble?"

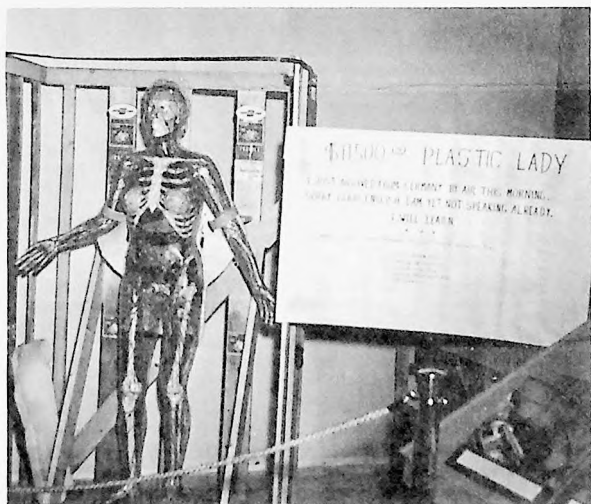
If you is not in style, or you is in trouble, consult your Credit Union "on the double".

Letters written in 1860 took 8 hours to reach a destination 24 miles away via "Pony Express", while in 1958 letters move 2400 miles within the 8 hour span.

Free Only in Hawaii!

A note in the *Tigerreview* that personnel vacationing in the Hawaiian Islands could obtain free transportation about the Islands on Hawaiian Airlines through application to our Credit Union is about to ruin the summer for Leona Ross, Credit Union Manager. Here's the reason.

A number of employees interpreted the story to mean that they could get free transportation TO the Islands. The deal is just NOT that good. You can get free transportation ONLY after you get there. There are discounts available for travel to the Islands, but NO FREE RIDES to Hawaii!



"The Plastic Lady"

Round Table Latest King of Animal World To Fly Via Tiger

To the roster of "most famous passengers" which The Flying Tiger Line has flown in the kingdom of the animal world, an illustrious name was added several weeks ago — Round Table.

Destined in the minds of many followers of the turf to become the greatest money-winner of all time, the big dark bay flew with a group of other famous horses on Flying Tiger Super H Constellation from Los Angeles to Chicago, where he subsequently won the \$50,000 Arch Ward Memorial Handicap to become the second money-winner of all time, topped only by Nashua.

Aboard the flight with him were such turf winners as Tall Chief, Family Album, and Sabredale. With Round Table's winnings, alone, past the \$1,100,000 mark, one unanswered question was:

"How much was this flight worth, value-wise?"

Wec Willie Molter threw up his hands. "Who can say?" he replied with a grin.

The performance of Round Table at planeside gave an interesting sidelight on a horse which, Molter told the press, on hand for the departure, was one of the really great horses of all time.

Tiger Handlers Surprised

Asked by the press if he could stop Round Table at the entrance to the plane ramp and again as the horse was halfway up so that newsreel and press photographers could get better shots, Molter readily agreed, much to the surprise of veteran Flying Tiger cargo handlers. They could not recall a trainer agreeing to stop a horse once he left his van stall and was heading up the plane ramp. The handlers of Silky Sullivan positively refused the request at San Francisco when FTL flew him east to the Kentucky Derby, explaining there was too much danger of the horse slipping, or becoming excited and rearing.

But Molter stopped Round Table as asked and each time the horse obeyed the wishes of Groom Juan Alvarez perfectly. In fact, as he stood on the ramp, halfway up to the plane door, one newsreel photographer brushed by him from the rear, crowded up past him to the plane door and got a picture of horse, groom and trainer heading upward to door.

Round Table Understands
Afterward, the photographer remarked to Molter:

"Guess that was kind of a foolish chance I took, walking up the ramp behind the horse and pushing past him?"

Molter replied:
"If it had been any other horse than Round Table, I'd say you risked getting your brains kicked out."

The famous little trainer continued:

"That's what makes Round Table such a great horse. You can do things with him like stopping him on that ramp. He understands what you want him to do and he'll do what you ask him. Only a great horse will do that and that's why Round Table usually wins when we ask him in the stretch."

Asked if he thought Round Table could win another million dollars, Molter said:

"That's hard to guess. He could if he has no bad racing luck, such as an injury."

Station Heads Meet

(Continued from page 6)

fect of local airport restrictions on needed facilities, proximity to interline carriers, automation both in the warehouse and in plane loading and unloading, and the education of personnel beyond present jobs so they will be equipped to take over new assignments," Sheets said.

Problems Discussed
Some topics bearing upon existing problems included:

Claims, and ways and means of devising better packaging and crating to reduce damage in such delicate-type traffic as electronic equipment.

OS&D—Overs, Shorts and Damage — and the three-man system blitz conducted by Art Ives, Assistant to the Superintendent of Stations; Irv Bielanski, Buffalo Station Agent; and Ed Trout, Detroit Station Manager, to discover causes and remedies.

Future Cost Reductions through such advances as the projected Teletype Billing Program, and the automation experiment now going on in Burbank with an in-plane conveyor system.

Station Design and the effect of property restrictions. Improvements made in the past year at San Francisco, Chicago and Boston and the plans for Portland, Newark and Cleveland were examined in detail.

W. R. 'IKE' LYNN

Funeral ceremonies were held on June 27 for W. R. "Ike" Lynn, popular manager of agency sales for The Flying Tiger Line, who passed away in Los Angeles after a five-month illness.

A veteran of airline service in the midwest, he first came to work for FTL in 1950 and was the airline's first manager of agency sales. His ready smile, congeniality and hard work won him a host of friends.

A veteran of World War II, he was given a military funeral. He is survived by his widow, Tania, of Van Nuys, Calif., his mother, Mrs. William F. Lynn and a sister, Mrs. Paul Sterr, both of Lindsay, Okla.; and another sister, Mrs. Seth Sawyer, of Westminster, Colo.

FTL-LOCKHEED AIR FREIGHTER

(Continued from Page 1)

operating cost to about three cents and would reduce air freight to about ten cents a ton mile or less than half the current rate.

"This aircraft with four turbo-prop units can carry a payload of 65,000 pounds. The weight of the aircraft empty totals 53,000 pounds. It will be the first to fly a payload exceeding the weight of the aircraft, as a matter of fact the ratio of payload to aircraft weight is an amazing 121 per cent.

"We feel confident that this aircraft can be built and placed into full operation it will have a revolutionary effect not only on air freight but on the entire aviation industry.

"It is significant that if we achieve a freight rate of ten cents a mile we will be in a competitive position even with the trucking industry.

"Here are some comparative figures on the proposed Lockheed freighter with the Lockheed 1049 H we are now operating and the DC-6A.

	1049H	DC-6A	New Freighters
Empty Weight	49,000	56,000	53,000
Gross	140,000	102,000	145,000
Payload	42,000	32,000	65,000
Cube Cap.	5,000	4,200	8,100
Aircraft weight Payload ratio	62%	56%	121%

"Let me emphasize again, this aircraft is the first to be designed for commercial use as an air freighter. We feel sure that Lockheed will build it for us and the industry if we receive tangible encouragement.

"We at Flying Tiger have long maintained that the development of the air freight industry is largely dependent on the development of air freighters that are big enough, fast enough, and capable of economical operation. We think we have the first real answer in this aircraft.

"Even though some preliminary wing and power plant tests have already been made along with some drag tests, several more months will be required to complete studies, but we think the wait will be worth it."

Helicopter air mail routes in the Los Angeles — Chicago — New York areas today serve approximately 120 cities.

MATS Awards Tigers \$3 Million Contract

A contract which will provide estimated gross revenues of \$3,000,000 over a three-month period starting July 1 has been awarded by the Military Air Transport Service to The Flying Tiger Line, Robert W. Prescott, president, announced.

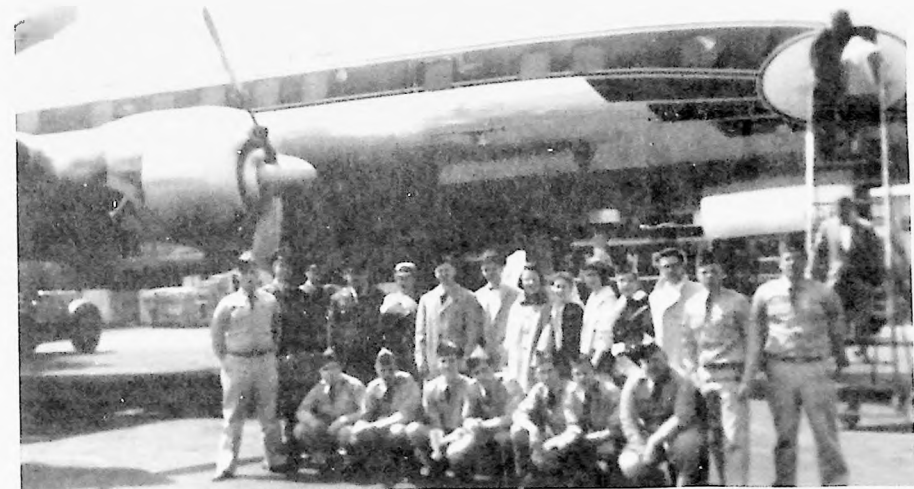
Flying Tiger will serve as the prime contractor for MATS on its Pacific operations, providing passenger and freight service between

the American mainland and various terminals in the Orient, principally Tokyo.

The airline provided similar service over the past year for MATS on the Pacific route and the new contract will continue this operation. During the past year, the airline has made nearly 1,000 Pacific trips and has achieved a schedule reliability factor in excess of 90 per cent.



114 members of The Pastorius Association of Greater New York, a German-American society, departed from New York International Airport recently for a pilgrimage flight to Frankfurt. Among the 114 passengers were members and families of the German-American organization en route to the town of Sommershausen, Germany, to commemorate the birth anniversary of Franz Daniel Pastorius who settled with a group of weavers in Germantown, Pennsylvania in 1683. The pilgrimage group of men, women and children made a formal presentation of a commemorative plaque to the town of Sommershausen and will also tour Germany participating in songfests and visiting points of historical interest.



Tour Tigers' MDW Facility — The Michigan City, Indiana, Civil Air Patrol was given the red carpet treatment by FTL although other airlines wouldn't let the CAP group inside the field! Group leaders were Lt. I. Harke (back row, second from left) and Sgt. Wm. H. Dillon (back row, fourth from left). George Mildeberger is at the top of the ladder helping the young lady into the aircraft.



Round Table boards ship led by Groom Juan Alvarez (center) and Willie Molter, famous trainer of horses.

Higgins Praises Northwestern's Transportation Pricing Course

In order to keep abreast of current trends in the economics of transportation, John L. Higgins, assistant vice-president of The Flying Tiger Line, recently attended a course in transportation pricing at Northwestern University.

Northwestern's transportation center is well known in the industry as one of the leaders in its field. Members of the group attending included many top-ranking executives of some of the nation's largest industrial and transportation companies.

The Transportation Center is headed by Franklin M. Kreml. The advisory committee to the center is composed of the presidents of some of America's largest business and transportation organizations. Assisting Mr. Kreml in the preparation and operation of the course was a group of research and economic authorities from Yale, Columbia, Illinois, Maryland, Washington, Washington State and Northwestern Universities.

The course itself was broken down into three primary fields: economics of price and cost, conventional transportation pricing and institutional restraints on pricing.

"The course was excellent," said Higgins. "It covered fundamentals too long forgotten. I personally would like to see more of our people attend such courses, not only for the valuable information disseminated but for the thinking such a course inspires."

Airlines of the United States offer some 3,000 daily scheduled flights to nearly 700 U. S. cities and to some 200 cities abroad — either by all-cargo or passenger-cargo combination aircraft. To provide door-to-door service to cargo users in these cities, independent cartage operators serve 3,700 communities on a daily basis.

TIME FLIES, BUT ON FTL SUPER H . .

Stan Delaplaine, noted *San Francisco Chronicle* columnist, remarked in his column the other day:

Nowdays, we span the Pacific as casually as we take the morning bus from the suburbs.

A long line of young Air Force men was filing aboard a Flying Tiger Constellation. I imagine not one of them ever heard of a short Snorter.

Dollar Necessary
We used to get a Short Snorter for flying across the ocean. And the way it worked was like this:

You started with a dollar bill. You got one of the bills printed specially for Hawaii during the war — they were brown on the reverse side and overprinted "Hawaii." (I think the idea was that if the islands were captured, we would renege on the payoff.)

You were initiated by a pair of Short Snorter members. You bought them a drink. They signed your bill.

After that, if anyone asked: "Are you a Short Snorter?" you had to produce the bill. Else you had to buy another drink. You were also entitled to initiate other people into the Short Snorters and cadge drinks from them.

It was better than a chain letter if you got in early enough.

Air parcel post receives the same top priority for airliner space as does air mail. It is the most economical air service for shipments up to 20 pounds, serves communities not served by Air Express or Air Freight and its speed is unequalled. It crosses the country overnight and goes overseas in hours.

Air Freight Growth

Air freight cartage agents in 1957 handled more than 1,750,000 air freight shipments for the nations' airlines, compared with only 105,018 some 10 years ago — another measurement in the growth of air freight.



The 1958 Station Manager Conference — Attending (l to r) around table, Dave Gardner, Chicago; Charles McCarthy, Boston; Paul Stokes, San Francisco; Bob Beckman, Portland (leaning on table) and next to him, Charles Staley, Seattle. Behind them, Hal Ramsden, Newark; Bud Whitney, Joe Healy, Dean Sheets and Art Ives, all Burbank Freight Operations General Office; Ray Laprocino, Cleveland; Ed Trott, Detroit; Lou Rossler, Hartford-Springfield; and Tom Greer, Burbank. Bill Davis, Binghamton, was hospitalized and could not attend the conference.

NEW ENGLANDERS HEAR AIR STORY

The air freight industry is approaching the greatest boom in its short history.

This was part of a challenging message delivered to some 1,000 New England community and business leaders by FTL vice president George T. Cussen recently.

Cussen, speaking for FTL and the entire air freight industry, appeared as a key speaker at a day-long conference on "The Role of Aviation and Airports in Future Development of Greater Boston." Also appearing on the program were Senator John F. Kennedy of Massachusetts; Mayor John B. Hynes of Boston; George Gardner, chairman of the board of North-

STATION MANAGERS' MEET VIEWS GOALS, PROBLEMS

A re-evaluation of goals, and the problems presently stemming from them, plus a look into future needs occupied the attention of Flying Tiger Station Managers at their 1958 conference in the Burbank General Offices last month.

Opening the conference, Freight Operations Manager Joseph Healy told the group:

"It's been a while since most of you have been at the home base. You'll notice that it has grown and improved. We want you to see it, and when the conference adjourns, we want you to feel that you are taking back with you the realization that, as very important members of the Flying Tiger team, you have new goals and objectives that must be achieved to keep your station, not just even with, but ahead of progress."

The conference was featured by a frank, cards-on-the-table discussion and a series of talks and problem seminars with various department heads.

They included Doug Smith, Director of Operations; Jack Covey, Claims; Bob Brunner, Tariffs; Bob Cole, Crew Scheduling; Jim Parker, Credit; Chuck Steese, Personnel; Pete Albert, Sales; Russ Emerson, Flight Control; Frank Smith, Revenue Accounting; and Dwight Christy, General Accounting.

Summing up discussions, Dean Sheets, Superintendent of Stations, said the three-day conference sought to take "the complexity out of operations so far as possible, effect short-cuts to better efficiency and discover economies—down to simple things like turning off the lights, proper handling of ground equipment to reduce wear and tear and general station appearance."

Since Freight Operations is involved with every department in the company, emphasis was placed on co-operation. Particular attention was paid to relationships between stations to achieve better understanding.

"We took our hair down and told each other the facts of life," Sheets remarked.

Looking into the future to the day when "we have an airplane that will produce freight traffic in large volume, we tried to visualize problems in respect to rates, needed ground equipment, the ef-

(Continued on page 5)

He pointed out how more and more segments of industry are beginning to use air freight to solve costly problems of inventory and warehousing.

THE FLYING TIGER LINE

LOCKHEED AIR TERMINAL • BURBANK, CALIF. 915



C BELLOWS
741 -L- ST APT-1
DAVIS CALIF

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In attendance at Northwestern University Transportation Pricing Course were, left to right, front row: John L. Higgins, assistant Vice-President, Flying Tiger Line; Edgar Vanneman, Jr., assistant general solicitor, Chicago & Northwestern Railway; Miss Mary A. McElroy, Traffic Department, River Brand Rice Mills; Harold B. Brown, Assistant General Traffic Manager, Socony Mobil Oil Co.; Patrick J. Rice, Manager-Rates, Toledo, Peoria and Western Railroad; Thomas O. Broker, Assistant General Counsel, New York, Chicago & St. Louis Railway; Merl K. Martin, Assistant to Freight Traffic Manager, Southern Railway System; Walter C. Carlson, General Freight Agent, Chicago, Rock Island and Pacific Railroad; Aaron J. Gellman, Director of Pricing Course, Northwestern University. Second row: Prof. Robert A. Nelson, University of Washington; J. A. Griffin, Manager, Rail Rate Division, Swift & Co.; Thomas L. Smith, Assistant to Freight Traffic Manager, Southern Railway System; C. D. Hardesty, Jr., General Traffic Manager, Mason & Dixon Lines; Erwin H. Strabel, Assistant General Freight Agent, Federal Barge Lines. Third row: Eugene Bergsman, Secretary-Treasurer, C. A. Conklin Truck Lines; S. J. Rogers, Tariff Manager, United Air Lines; Orrin H. Fraley, Vice-President, Consolidated Freightways; J. B. Speed, Traffic Department, Arkansas-Best Freight System; E. W. Bergstrom, Assistant General Freight Traffic Manager, Great Northern Railway. Fourth row: Walter P. Barrett, Assistant General Freight Agent, Union Pacific Railroad; G. A. Sandmann, Special Assistant to Vice President, Chesapeake & Ohio Railway; R. Bruce McGehee, Tennessee Valley Authority; J. R. Walter, General Freight Agent, Atchison, Topeka & Santa Fe Railway.