

Tigereview

OFFICIAL PUBLICATION OF THE FLYING TIGER LINE INC., BURBANK, CALIF.

VOLUME 15 NUMBER 5

NOVEMBER, 1959



Chief Flight Engineer John Ristaino (left) and Arthur F. Seymour, System Chief Pilot, study plans for initial training of flight crews in connection with Flying Tiger's new fleet of CL-44D-4 aircraft. Programs for the break-in of both flight and maintenance personnel are now being developed and teams of Flying Tiger personnel are being sent to Montreal for familiarization with the aircraft as it is constructed in Canadair's factory there. Ristaino recently took over the direction of the airline's flight engineer section.

TIGERS-CANADAIR SET SALES RESEARCH PLAN

A joint sales research program to develop a break-through tariff which will bring airfreight rates down to levels competitive with many truck and rail freight rates has been announced by The Flying Tiger Line and Canadair, Ltd.

John L. Higgins, vice president of sales for Flying Tiger, and Peter H. Redpath, vice president of sales for Canadair, said the two companies had agreed on a program and supporting budget which will involve an expenditure of approximately \$200,000 in the next year.

A research staff which has been working for several months for Flying Tiger under the direction of Robert L. Brunner, manager of the airline's rates and tariff department, will be joined by Keith A. Miller, manager of sales research for Canadair.

In addition to the research groups of the two companies, Stanley H. Brewer, professor of transportation for the University of Washington, and Roger B. Ulvestad, professor of transportation for the University of California at Los Angeles, have been retained as consultants. Both men are recognized as among the outstanding authorities in the field of airfreight traffic development.

In a joint statement, Higgins and Redpath said:

"Our two companies have joined in this venture for mutually beneficial reasons. Canadair, as builder of the CL-44D-4, which will be the first turbo prop swing-tail jet freighter, is vitally interested in the economics of low-cost airfreight. Flying Tiger has on order a fleet of 10 CL-44D-4's, which it will place in service in 1961. The airline is seeking a tariff for this new airplane which will effect a break-through

(Continued on Page 6)

FTL Directors Announce 3 Appointments

Three new appointments were approved at the November meeting of The Flying Tiger Line Board of Directors, Samuel B. Mosher, chairman, announced.

Frank Lynott, who has served as vice president of operations, was elected executive vice president of operations, with Neil Berboth, formerly vice president of maintenance and engineering becoming vice president of operations.

Constantin Moldaw, formerly

(Continued on Page 7)

New York Central Railroad Invests \$5 Million in Tiger

One of the most widely-heralded airline transactions of the year occurred on November 13 when The Flying Tiger Line sold \$5,000,000 five and one-half per cent of subordinated convertible notes to the New York Central Railroad, the nation's second largest rail system and world's largest carrier of mail, express and package traffic.

Details of the transaction are discussed on page six of *Tigereview* by Flying Tiger's president, Robert W. Prescott.

Commenting for the railroad, Alfred E. Perlman, Central's president, said:

"We believe that the public interest requires the efficient usage of all modes of transportation, including air. Furthermore, we believe the air freight business to be complementary to and not directly competitive with railroad traffic."

TIMES Quoted

The *New York Times*, in a top page financial story, heralded the airline-railroad announcements thus:

"The New York Central Railroad, the nation's second largest surface carrier, has decided to take to the air. Central announced yesterday it had acquired \$5,000,000 of 5½ per cent, fifteen-year convertible notes of Flying Tiger Line, Inc., pioneer in the airfreight movement and the largest all-freight air carrier in the world."

The *Wall Street Journal* quoted Wayne Hoffman, assistant to the president of Central, as saying the purchase of the notes was an investment and the railroad would pay for the notes out of cash from operations.

Mr. Hoffman said the railroad approached the airline about an investment because studies indicate there is a "great potential for the development of air transportation." He said the railroad is beginning a study of the po-

(Continued on Page 6)

Airfreight Hits \$1,595,077 In October

Record airfreight revenues of \$1,595,077 have been reported by The Flying Tiger Line for October.

John L. Higgins, vice president, said the month set a new company mark, 29.9 per cent over the same month last year, when revenues of \$1,227,149 were reported. The October revenues were 9.6 per cent over the previous high month of September, 1959, when revenues were \$1,454,203.

For the first 10 months of the year, airfreight traffic totaled \$12,873,405, representing a gain of 33.4 per cent over the \$9,649,039 for the same period of 1958.

Stations Report Gains

Detroit again led all stations in monthly gains, showing an increase of 111.5 per cent over last year. Following Detroit in order were Binghamton, 78.2 per cent; San Francisco-Oakland, 62.8; Hartford-Springfield, 53.7; Portland, 32.9; Seattle, 24.4; Newark-New York, 22.5; Burbank, 13.0; Boston, 9.8; Akron-Canton, 6.1; Cleveland, 1.0; and San Diego, .5.

Declines were reported by Chicago, Milwaukee, Philadelphia, Buffalo and Providence.

For the 10-month period of the year, Detroit also led all stations,

(Continued on Page 6)

Tiger Dividend

A year-end dividend of five per cent on the common stock, plus a cash payment of eight cents per share, was declared by the board of directors of The Flying Tiger Line.

The dividend is payable January 15, 1960 to stock of record November 20, 1959.

This is the first cash payment on the common stock, of which the company has 1,347,134 shares outstanding. Last year the carrier paid a five per cent stock dividend.

1st Quarter Net Income 32c a Share

Net income and special items totaling \$413,690, equal to 32 cents per share on 1,347,134 shares of outstanding common stock, were reported by The Flying Tiger Line for the first quarter of the fiscal year ending September 30, 1959.

Last year, the company earned \$896,150, equal to 90 cents a share on 983,635 common shares.

President Robert W. Prescott said the lower earnings resulted primarily from a reduction of the military contract business performed for the government. Although domestic airfreight traffic for the quarter showed a gain of 33 per cent, military con-

(Continued on Page 7)



Frank Lynott



Neil Berboth



Constantin Moldaw

Tigers Aid in 60-hr. 'Crash' Emergency

A "crash" program which crammed a normal 120-day program into 60 hours and met an emergency created by October's Hurricane Gracie was successfully carried out by Lenkurt Electric Company, of San Carlos, Calif., with Flying Tiger air freight providing the final link in restoring urgently needed telephone service in South Carolina.

With Gracie roaring up the Carolina coast, Lenkurt got an urgent call for help on Wednesday, Sept. 30 from Southern Bell Telephone, whose lines between Charleston, S. C., Beaufort and the Parris Island Marine Corps base had been destroyed. Lenkurt is the world's major specialist in carrier and microwave radio equipment for telephone and telegraph circuits.

Huddling over the problem via long-distance phone, engineers from Southern Bell and Lenkurt worked out the details of the transmission equipment needed. Two telephone carrier terminals would provide 24 voice circuits to be transmitted over radio equipment to be furnished by Farinon Electric Co. of Redwood City.

Normal 120-Day Delivery

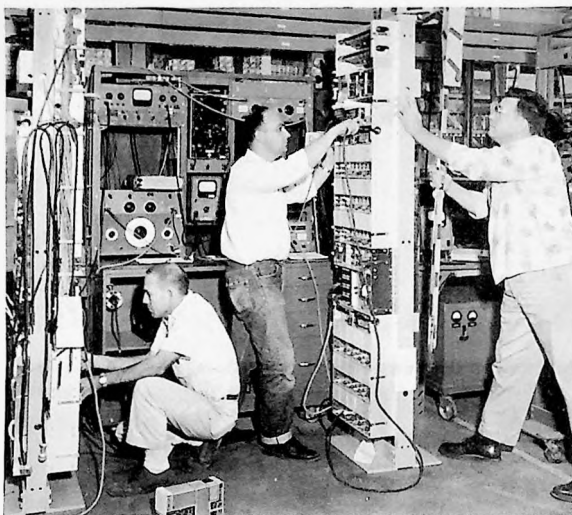
Although Lenkurt normally quotes a delivery interval of 120 days on such systems, the eastern phone company hoped to get it by the weekend. An all-out crash program was launched. By Thursday morning the complicated systems were engineered and started in assembly at both factories.

Neither Lenkurt nor Farinon had the particular equipment in stock, and both worked around the clock to assemble it. By Friday afternoon the Lenkurt carrier and Farinon radio were being tested, and by evening they were being assembled at the Lenkurt plant.

Meantime, Bob Ulrich, Lenkurt Traffic Manager, had been in touch with Vern Chase of Flying Tiger's San Francisco sales staff to set up air transportation of the equipment. Arrangements were made to bring the shipment to the San Francisco terminal on Saturday night, when it was loaded on Flight 284 for Chicago to connect with a special Riddle flight to Atlanta.

Mike Gurley, Customer Service, District Sales Manager John Slingerland and Station Manager Paul Stokes of San Francisco completed arrangements for the Riddle connection, which was made exactly as planned, and on Sunday, October 4, Southern Bell got its emergency equipment.

The equipment had to be mounted in vans for temporary service until regular facilities were restored.



Lenkurt Electric Company's John Fisher, San Carlos; Richard Cripe, Half-Moon Bay and George Brown, Redwood City (left to right) took part in the San Carlos telecommunications firm's all-out effort to make an emergency shipment via Flying Tiger to South Carolina to restore telephone service wiped out by the hurricane.

'Toys for Tots' Plan Wins Praise

Flying Tiger's "Toys for Tots" campaign, originated by Chief Stewardess Vi Corrington in connection with the charter flights for Korean orphans, brought a warm letter of thanks from Mrs. Harry Holt, whose husband fathered the now famous Holt Adoption Program for the war orphans.

Dode Penrod of Public Relations sent Holt a report on the toys donated by Flying Tiger employees and refurbished by shop employees. More than 300 toys were collected. The following letter came from Mrs. Holt:

Dear Miss Penrod:
We received your letter of August 7 telling of the "Toys for Tots" campaign in which

several hundred toys were collected and refurbished and will be sent to Korea soon.

You cannot know the joy that the receiving children will have with these play things. The children who are now coming in to the Orphanage will have to stay there several months, perhaps, because Congress has not yet passed the bill which will allow them to come to America. We are hoping, of course, that it will be passed any day, so the Airlift can be continued. But the children there now have not been processed because we do not want to adopt them to families unless they can come to America.

This will all take time and the toys that you are sending to Korea will make the time pass much happier than if they had nothing to play with.

We realize that this has been considerable work and expense for your employees and words cannot express our gratitude for what you have done, but we know that our Lord will bless you for every effort you have made for His little ones.

Very sincerely yours
(signed) Mrs. Harry Holt

REAL Air-Travel Opportunity!

Vacationers, note!
Another travel opportunity now being offered by REAL Airlines serving South America!

John F. Mah, U. S. General Traffic and Sales Manager for REAL, has advised P. T. Albert, Flying Tiger General Sales Manager, that the following reduced rates for interline transportation are now available to Flying Tiger employees—

1. *Interline employees traveling on vacation:* 75% reduced rate, positive space.
2. *Immediate family of interline employees traveling on vacation:* 50% reduced rate, positive space.
3. *Interline employees and immediate family traveling on company's business:* non-revenue transportation, subject to load basis.

Airlines and Motor Carriers Plan Better Joint Service

The scheduled airlines and the motor carriers are putting their heads together to find ways to improve service to the shipper.

The two industries are working on ways and means to better their combined freight services by establishing a uniformity that will make shipping much easier and more efficient. Part of their program foresees a 24-hour cut in transit time for goods that are shipped by air and truck.

The forum for the discussion is a joint committee, composed of representatives of the Air Freight Sales Committee of the Air Traffic Conference, a division of the Air Transport Association and the National Motor Freight Traffic Association.

Frank Beach, Director, Air Freight Traffic, of American Airlines is chairman of the airline committee and the trucking group is headed by the Executive Director of NMFTA, Frederick G. Freund.

'Concerted Attempt'

They describe their efforts as a "concerted attempt to bring to the shipper the speed of air transport with the flexibility of the over-the-road, intercity trucker. Airlines now serve almost 600 cities in the U. S., but the motor carriers serve 30,000. Clearly, it is to the advantage of the shipper to take full benefit of the natural advantages of each mode of transport when using a combined service."

The committee is focusing its attention on establishing a uniformity that will make shipping more convenient. They are con-

sidering uniform rules tariff, a uniform bill of lading, and a uniform system for traffic handling between air and motor truck.

Airline members of the Air Freight Sales Committee include:

D. A. Highman, American Airlines; D. W. Bauer, Capital Airlines; J. R. Pogue, Delta Air Lines; A. E. Thompson, Delta Air Lines; W. Wilhelm, Eastern Air Lines; P. T. Albert, Flying Tiger Line; O. Gerke, Ozark Air Lines; S. E. Russ, Trans World Airlines; R. I. Mangold, United Air Lines; F. E. Conway, United Air Lines; and R. R. Theile, Air Transport Association, Secretary.

The motor carriers are represented by:

J. H. Pieper, Pic-Walsh Freight Co.; J. S. Ruscetta, Spector Freight System; O. H. Fraley, Consolidated Freightways; C. H. Swanson, Overnight Transportation; G. C. Shea, H. P. Welch Co.; J. R. Horne, Ryder Truck Lines; G. G. Heller, Branch Motor Express; R. Wilson, Red Ball Motor Freight; and H. J. Sonnenberg, National Motor Freight Traffic Association, Secretary.

Head-scratcher!

These delivery instructions were on a 2,858-pound shipment from Seattle to Washington via Philadelphia:

2 engines PHL note air try if these cannot be delv to signee at motel pls have trucker delv these to the hydroplane pits on the Potomac river in DCA.

We'd like to have seen the motel owner when the truck rolled up!

"THANKS!"

GENERAL ELECTRIC COMPANY

100 PLASTICS AVE., PITTSFIELD, MASSACHUSETTS (TELEPHONE 3-3581)

October 13, 1959

Flying Tiger Line, Incorporated
Lockheed Air Terminal
Burbank, California

Attention of Mr. Russ Emerson

Subject: Shipment of POLARIS Equipment
Librascope, Incorporated, to General Electric Company
Ordnance Department, Pittsfield, Massachusetts
10 - 11 October 1959

Gentlemen:

In the afternoon of 10 October 1959, it became apparent that a scheduled military flight would be unable to accomplish delivery of subject equipment in time to enable General Electric Company Ordnance Department to meet the ultimate date for delivery of the POLARIS equipment for the USS George Washington (SSB N 598).

Within a matter of minutes Flying Tiger Line, Incorporated, laid on a special flight from Burbank, California, to Bradley Field, Hartford, Connecticut, notwithstanding a holiday week and the inclement weather conditions in the Northeastern sector of the country. You not only met our requirement to deliver this million-dollar shipment on time, but actually bettered the delivery schedule by two and one half hours.

We at General Electric Company are grateful for the excellent service provided in this instance. Our task has been made easier as a result of the equipment arriving in perfect condition.

Very truly yours,

M. D. Voorhees - Subcontract Polaris Fire Control Buyer
ORDNANCE DEPARTMENT
O. P. No. 1 Ext. 3164

/s/

First Photos of Canadair CL-44 Jet



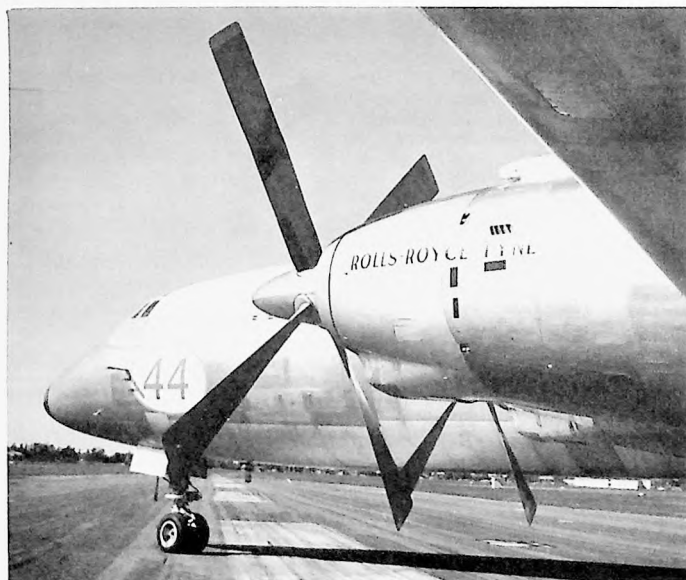
The first CL-44 has been produced at the Canadair factory in Montreal and these pictures tell a graphic story of this huge new airplane which will join the Flying Tiger fleet in 1961. The first model is a military aircraft and it is identical to the planes which will be delivered to Flying Tiger except for the swing tail and a larger windshield. By the time this story appears, it is expected that the aircraft will have made its maiden flight.

Above—Here is an air view of the CL-44. The fuselage is 136 feet, seven inches long. The wingspread is 142 feet, three inches.

Left—A side view of the new airplane showing the length of the fuselage and the height of the tail section. The airplane has a gross weight of 205,000 pounds, or almost one-third more than that of the Super H Constellation. The cabin area comprises 6,380 cubic feet and together with the belly compartments, the airplane will be capable of carrying 73,000 pounds of freight. Maximum fuel load is 10,150 imperial gallons. The main cargo cabin is 98 feet, seven inches long, 11 feet, five inches wide and six feet, nine inches in height. With the swing tail installed, the aircraft will accommodate a single piece of freight 83 inches in height and 137 inches wide. The bottom surface of the airplane is 10 feet, three inches above the ground.

Below Left—A close-up of the Rolls Royce Tyne engines—turbo props—which power the CL-44. These engines each develop 5,730 horsepower, will fly the airplane at a cruising speed of 400 miles an hour and provide a non-stop, full payload range of 3,150 statute miles.

Below Right—The huge tail section of the CL-44 is shown in this photograph. Contrast the height of the men on the ground and also the building roof in the background with the bottom surface of the tail section. The tail measures 36 feet, eight inches in height from the ground, while the tip-to-tip width of the horizontal stabilizers and elevators is 50 feet.



FTL Purchasing Buys \$1.5 Million Yearly

110-125,000 Pieces of Paper Plus Telephone, Help Keep Flow Going

Ask the average person what a company purchasing department is and they'll probably say: "Oh, that's the place where they buy stuff." To which the average purchasing agent would probably reply: "Sure, you should be there some day!"

So, the *Tigereview* spent a day there recently. The resulting impression is that if there is any function within an airfreight line which ties in with customer-point-of-view, it is the Purchasing Department.

After 13 years in Flying Tiger's Purchasing Department, Larry Ignasiak sums it up by saying:

"I know what some of our customers feel when I have an airplane out on the ramp—grounded because of the lack of a part."

'Get 'Em There!'

It reminds one of the comment of a General Motors traffic manager. Answering a question about the price of airfreight, he replied:

"Listen, when you have an assembly line stopped at \$25,000 per day, you don't waste much time thinking about how much it's going to cost you to get those parts there—you just get 'em there!"

That's the way it is with Purchasing and a two-million-dollar airplane every once in a while.

Flying Tiger's Purchasing Department is headed by Larry Ignasiak as Chief Purchasing Agent, and his staff of Norman Johnson, Purchasing Agent, and Nancy Campbell, secretary and "Girl Friday."

Larry is one of the Tiger veterans, having come to the airline in 1947 when the company began flying its famed Air Transport

Command contract on the Pacific. Formerly in the inspection and purchasing department of the Cadillac Motor Car Co., at Detroit, he has been in Tiger purchasing since his start with the airline and has headed the department since 1954.

Norman Johnson joined the Tigers in 1956, having formerly served with General Chennault's Air Transport in China, and Slick Airways. His experience as an airplane and engine mechanic is invaluable in the job of buying aircraft equipment.

Nancy Campbell joined the company in 1956 and has been following the complicated detail of the Purchasing Department ever since.

Buying for CL-44D's

Buying is, of course, the job of the Purchasing Department, to the tune currently of between \$1,250,000 and \$1,500,000 of equipment and parts annually. One of the big jobs now shaping up is the stocking of parts for Flying Tiger's new fleet of Canadair CL-44D-4 jet freighters. Although the airplane delivery is still some 15 months away, Purchasing already has its buying program under way, which will eventually amount to better than two million dollars.

"There is a lead time on some parts of as much as 18 months, so we are none too early," Ignasiak says.

A division of the Treasury department under the direct super-



After 13 years in Flying Tiger's Purchasing Department, Larry Ignasiak has picked up a few souvenirs and these two novel book ends decorate his office—connecting rods from one of the airline's engines.

vision of O. R. Burghardt, Secretary and Assistant Treasurer, Purchasing's buying job breaks down something like this:

Between \$300-\$600,000 annually for stock items for aircraft.

More than \$300,000 annually for aircraft components, such as generators and superchargers.

Between \$90-\$100,000 a year for small engine parts. Large parts are covered in the airline's engine overhaul contract.

About \$600,000 annually for overhaul of spare parts.

Materials for the maintenance of hangars, station facilities and ground equipment take another \$100,000 a year.

Then there is flight equipment for flight personnel, such as navigators and radio items.

And last, but not least, the materials for the tremendous volume of paper work that goes on in an airline—stationery, pencils, forms and the like—\$50,000.

Paper-work Load Heavy

Then there is the heavy volume of paperwork within Purchasing itself—issuance of purchase orders, specifications of delivery means (everything from mail to airfreight), matching of delivery receipts against orders, matching of invoices against orders, checking to see whether terms and discounts have been allowed, ad infinitum.

In fact, by a quick calculation, Larry estimates that the department issues between 12,000 and 14,000 purchase orders annually—each order being a seven-part form—and gets an average of three "receivers" per order (delivery receipts) so that work alone adds up to somewhere between 110,000 and 125,000 pieces of paper a year, to say nothing of correspondence.

The biggest headache in Purchasing is expediting. While it is relatively easy to place an order once a decision has been made and assuming there is an adequate supply, the job of getting

that order into a station or maintenance base on time is a good deal more trying. The department has a constant follow-up system to check on how orders are progressing.

"You'll understand," says Larry, *"if you are around some day when we have a grounded airplane for lack of a part. That phone is really busy!"*

How It Operates

Purchasing procedure runs something like this:

The department receives a request for supplies, or is automatically alerted through material control checks, that an established supply of parts is at a minimum reserve level. (Requests from departments must bear the approval of the department head).

Purchasing then originates a purchase order. Upon delivery of the part, it receives a delivery receipt which is checked against the order. Then comes an invoice from Accounts Payable, which, in turn, is checked against the original order. When found correct, Purchasing approves payment and returns the invoice to Accounts Payable.

In placing orders, frequently Purchasing must "hunt" for merchandise. The requested items may be in short supply or not available at all. In that event, "borrowing" is attempted from other airlines. It is customary among airlines to "loan" one another short parts, which are replaced when the borrowing airline's purchase order is fulfilled.

Purchasing customarily obtains three prices on orders to be sure it is getting a fair price. Quality is a controlling factor and the cheapest price is not always the best price. The department must evaluate these factors.

The availability of supplies. "Lead time" is highly important and serious shortages can result if a bad estimate is made on how long it will take to procure a part. If the parts are in ample supply, then price is the bargaining point, quality considered.

Prices. Through several hundred catalogs, Purchasing keeps abreast of price changes, which can be frequent. This makes for a constant reading and checking.

New materials. Constant improvement is going on in the aircraft field and Purchasing must know about more economical equipment that may be available.

In judging these factors, the department relies heavily on the salesmen of vendors.

"It is vital to have good vendor relations," Ignasiak says. *"If salesmen appreciate your consideration of them, they can be immensely helpful by tipping you off to impending price increases, or parts shortages or product changes which can save you a lot of money."*

"Hence, we make it a point to see salesmen regularly. There are two visiting days—Tuesdays and Fridays—and we will see from 40 to 60 salesmen a week."

Purchasing does the screening on new or improved products. If the item looks good, then the matter is referred to the department concerned for an evaluation of the part.

Another job falling within the department's responsibility is the buying of overhaul contracts. Here the needs of the customer must be ascertained and evaluated and he needs to be apprised of the availability of parts of varying price and quality so a determination can be made on how much is to be spent.

The bookkeeping can get complicated, too, since the Tigers, as part of the overhaul contract, may provide some of the supplies while the customer pays for others beyond the scope of the contract. It is something like wrestling with a custom-built house.

This is one reason that on big contracts, the customer assigns a full-time employee to the Tiger job to co-ordinate the needs of his employer with the job expected of the airline, and to make decisions on such matters as whether to spend more for Part A than Part B.

With all the complicated airplane buying, there is the daily routine of company needs to be met—desks, typewriters, lavatory supplies, shop equipment replacement and just about everything except fuel and oil, which is handled separately by a department especially set up for this complicated contract work. (It is handled by Constantin Moldaw and operates independently of Purchasing).

Aside from some far-reaching contracts like the Dewline operation in the Arctic several years ago where supplies had to be laid down virtually in the wilderness, the toughest time for Purchasing is when an accident occurs.

You 'Call Everybody'

"Usually an accident means that you have to dig up parts which just are not in supply because normally you don't need them," Larry recounts. *"You call everybody—vendors, other airlines—and it isn't unusual to wind up having to get the part manufactured from scratch. This can cost real money but without it, you don't have an airplane that will fly."*

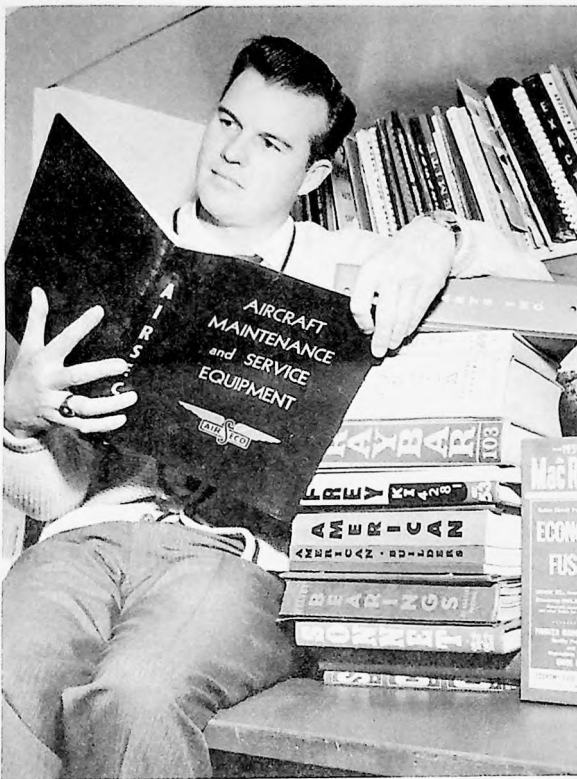
So, it is not surprising when you dial 281—Purchasing's number at the Burbank base—to hear Nancy Campbell say:

"I'm sorry, he's on the phone. Can you wait?"

Ignasiak and Johnson spend about 75 per cent of their time on the phone and if there's one thing they don't do on week-ends it's call anybody up.



Chief Purchasing Agent Larry Ignasiak confers with Secretary Nancy Campbell on a couple of the 110-125,000 or so pieces of paper that flow through their office annually. That's the amount of paperwork on purchase orders, alone, to say nothing of correspondence and the like.



The "Library" is a must in Purchasing and here Norman Johnson, purchasing agent, looks through one of the several hundred catalogs maintained in Purchasing to keep abreast of supplies and prices.

Sky-Highway Develops 2 Million Pounds of Business in 9 Months

A nine-month trial of Flying Tiger's new SKY-HIGHWAY Service, tying in the transportation facilities of the airline and those of 33 of the nation's larger regional truck lines, has resulted in an encouraging growth of new traffic, John L. Higgins, Vice President of Sales, announced.

The program, which is under the direction of George Zettler, Assistant to General Sales Manager P. T. Albert, has produced two million pounds of additional traffic since its inauguration last spring.

Higgins said the service had been responsible for two new growth factors which hold a large potential for the airline.

"We have experienced several instances of the development of entirely new air freight traffic," he said. "There has been an interesting amount of former surface traffic moving into the air for the first time. We also have obtained existing air business which formerly moved over competitors' lines."

All of these results stemmed from the shipping opportunity

provided by the combined FTL-truck service, Higgins said.

"For example, business formerly carried by competitors has moved over to us because shippers found it cheaper and easier to ship on a single through bill of lading and often at joint truck-air rates below that offered by air competition," Higgins said.

"In other cases, shippers who had been using all-surface transportation found that for the first time they could get a good combination air-truck service and have begun using it."

The 33 truck lines tied into Flying Tiger's airfreight system serve more than 100 cities which, so to speak, are off-route for direct air service. In other words, airfreight planes do not land directly at their terminals.

Dayton, Ohio, is a good example. Flying Tiger planes do not serve Dayton directly but they do serve Detroit, some 200 miles away. So freight for Dayton is flown to Detroit and transferred there to a regional truck line, which speeds it to Dayton.

Many times, the combination

SKY-HIGHWAY service is even better than would be possible if the airplane flew directly to the city concerned. And, generally, it is cheaper for the customer. The reason for this is that time-wise the airplane does its best job over long-haul routes, while the truck performs best over short haul segments.

In addition to the new traffic created by the service, a total of more than 30 new cities have been added to the list of points being served by the airline.

In the future, this service will be expanded to many more cities. As shippers learn how to use it, today's revenues will prove small, indeed, compared to what the future holds.

No longer need the shipper in a smaller city distant from a major airport wonder how he can get the benefit of airfreight transportation. SKY-HIGHWAY provides a natural answer and one which will become increasingly important in the future as air carrier, trucker and shipper learn how to co-ordinate their transportation programs.

Outstanding FTL Service Thanked

Service, as General Sales Manager Peter Albert said in a Customer Service story in the October Tigereview, is Flying Tiger's principal commodity. Its value as a builder of business was clearly emphasized in the following letter received by Station Manager Hal Ramsden at Newark from Edward L. Koch, district representative of the A. C. Nielsen Company at Teaneck, N. J.:

Dear Sir:

This note is in regard to one of your truck drivers. His name is unknown to me but this area in which I live is on his regular route, Teaneck, N. J. For the past eight months, I have been sending and receiving large shipment of equipment from my home office in Chicago. The last shipment was quite large, on August 18. This shipment consisted of 15 cases of electrical equipment.

Your driver has been most cooperative and is doing more than his job when he unloads and places this equipment inside and, I may add, very neatly for my convenience.

Please relay my many thanks to him. I am sure I can speak for my company when I say the service we have received from The Flying Tiger Line and this driver who has been handling these shipments is excellent.

It is very unusual for a truck driver to be this co-operative, so, again I would like to say thank you.

And—to Driver John Ference the thanks and compliments of his company.

Larry Kerr, Seattle District Sales Manager, received this letter of commendation from the Faraway Kennels of San Juan Island, Wash., pertaining to the shipment of dogs:

You don't know how much I would rather ship by your line. I've had very discouraging results shipping via other airlines and so have all the other dog breeders I know.

And to District Sales Manager Joe Ryan at Newark came this letter from J. J. Havrilla, Traffic Manager of The Electric Auto-Lite Company, Wire and Cable Division, Hazleton, Pa.:

We would like to say it certainly has been a pleasure to transfer our airfreight shipments to you. Recent shipments ranging from 2,000 to 13,000 pounds have been handled in an exceptional manner. Your co-operative attitude, especially on the part of your Miss Leone, is commendable. We have never had shipments move with such convenience and ease as those during the past week.

This type of service has earned for you our deepest respect and certainly our complete satisfaction.

Again, we wish to say thank you for your courteous and reliable service on our West Coast shipments.



The Order of the Vest took in four new members in Washington recently during the National Association of Postmasters convention. Seated, left to right, are: Arthur V. Smith, postmaster, Pascagoula, Miss.; Stratford Rice, Eastern Air Lines; Charles E. Smith, manager—air mail, Braniff Airways and chairman of the Air Mail Committee of the Air Transport Association; Mrs. Ada Sue Soloman, postmaster, Montreat, N.C.; and Joseph Wilson, post-

master, Manhasset, N.Y. Standing are members of the Air Mail Committee. They are, from the left: John J. Hart, United Air Lines; William K. Fowler, Flying Tiger Line; H. F. Dowlen, National Air Lines; Benjamin E. Sherwood, American Airlines; Ralph R. Theile, ATA's director—cargo traffic and secretary of the Air Mail Committee; H. A. Olsen, Pacific Northern Airlines; William H. Pluchel, Trans World Airlines; and Fred R. Erickson, Northwest Airlines.

Order of Vest Conferred on Postmasters

Four of the nation's postmasters are sporting colorful new vests awarded by the Air Mail Committee of the Air Transport Association. The vests go to those persons who, in the opinion of the committee, have demonstrated a "dedication to the betterment of air postal services."

The Order of the Vest each year taps about 25 recipients and with appropriate pomp—and just a touch of ceremony—awards them a red-white-and-blue vest, a lapel button, and a certificate.

The latest initiation took place in the nation's capital during the annual convention of the National Association of Postmasters.

Those brought into the order include: Granville W. Elder, Postmaster, Houston, Texas; Mrs. Ada Sue Soloman, Postmaster, Montreat, N. C.; Joe Wilson, Postmaster, Manhasset, L. I., N. Y.; and Art Smith, Postmaster, Pascagoula, Miss.

"The purpose of the Order," said Charles E. Smith, manager—air mail, Braniff Airways, and

chairman of the Air Mail Committee, "is to create an organization which will afford appropriate recognition to those individuals whose outstanding efforts, ideas, interests, and activities have benefitted the users of the air postal services."

The Air Mail Committee is composed of airline mail specialists from the nation's leading airlines who, working closely with the Post Office Department, search for ways to improve air mail service to the public.

Statement by Robert W. Prescott President of The Flying Tiger Line

It was announced November 13, 1959, that we had agreed to sell, and the New York Central had agreed to buy \$5,000,000 worth of subordinated convertible notes of the company. These are convertible during the first ten years of the life of the notes into common stock at a price of \$20 per share. They are 15 year notes and the convertible price for the last five years is \$25 per share. Interest rate is five and one-half per cent.

I thought you would be interested in our views of the effect this action would have on your company.

First, the New York Central is the second largest railroad in the world. It has assets of over two billion dollars. Second, its system of trains and trucks blankets our entire marketing and producing area east of Chicago. Their ability to help us produce the huge volumes of airfreight necessary for us to operate the CL-44D fleet successfully is stupendous and unquestioned. Their own confidence that this is so is voiced by their willingness to back up their convictions by this large investment in our company.

From all indications, the "new look" in transportation is trending toward more inter-modal arrangements where all forms of transit, air, land and water assume their proper position so that the shipping public will receive the benefit of the most expedited, yet most efficient method of movement of goods.

Their statement to me at the beginning of these negotiations was to the effect that they had given a considerable amount of time in researching the possibilities on the future of airfreight, and they had concluded that the potential was tremendous. They said further that their system was capable of producing a huge volume of traffic to hand over to somebody, and they would prefer to hand it to someone in whom they had a financial interest so that they could enjoy some of the profits of their effort.

They further stated that of all the possibilities they had studied, that The Flying Tiger Line, Inc. appeared to have the best potential for accomplishing their objectives and that they therefore had selected us and were making their offer of investment. This is naturally a very complimentary gesture to our organization, for which we should all be proud.

Aside from the benefits of the traffic potential and all the lessons of transportation available to us from a system that has been in operation for 100 years, the additional money that this arrangement will bring into our resources will enable us to secure additional equipment which we believe we need to further widen the gap between us and our competitors as we lead the way in the airfreight industry.

If these notes mentioned above should be converted at \$20 per share, the New York Central would own about 14% of the common stock of the company. As to the management and control of the company, there is no change. The law prohibits the control of an air carrier by a surface carrier at this time. We will maintain our complete independence to continue our aggressive efforts to promote and develop this business with the additional comfort of the backing of this huge progressive organization.

This is a most important milestone in our history. I am understandably very enthusiastic about its benefits and would like to pass this same enthusiasm on to you.

'Central' Buys Tiger Stock

(Continued from Page 1)

tential of interrelated air-surface cargo movements.

The *Journal* said that railroads have been pressing for a Federal law that would give them greater freedom to branch out into other forms of transportation. It was pointed out that Central already has major interests in truck and marine transportation as well as terminals and real estate. The newspaper quoted Civil Aeronautics Board lawyers as saying they could not recall a case where a surface carrier has won approval for control of an airline although they believed holdings short of control might be permitted.

Huge Potential Seen

In formal discussions with Samuel B. Mosher, Flying Tiger board chairman, and President Prescott, officials of the railroad

said their preliminary studies of the airfreight field had indicated a tremendous potential development in the next decade. These studies coincided in many instances with facts developed by Flying Tiger's own research staff. These studies showed a natural traffic complement between the airline, with its long transcontinental service, and the intensive regional service provided by the Central in the vast New York-Chicago industrial area.

It is contemplated that both airline and railroad traffic executives will begin an exchange of information on how to advance that traffic which would be most susceptible to air-rail movement, especially under the new structure of lower rates proposed for Flying Tiger's fleet of turbo-prop airfreighters, scheduled for service in 1961.



This group met in Tokyo at the recent International Air Transport Association conference and are pictured here looking over a model of Canadair's new CL-44D-4 swing tail airfreighter which will go into service on Flying Tiger routes in 1961. Left to right are Peter H. Redpath,

Vice President of Sales, President J. Geoffrey Notman and Karl Larsson, all of Canadair; and George Vaughan, Manager of Contract Sales, and Ed Fahey, newly appointed Far Eastern Regional Manager for The Flying Tiger Line.

Sales Research

(Continued from Page 1)

into freight rate areas on an average of 30 to 40 per cent under today's existing rates.

"We believe that rates as low as six cents a ton mile are possible with the CL-44D-4 and that we can achieve an average rate of some 13-14 cents, compared with the existing average of 18-19 cents.

"Studies previously made by Professors Brewer and Ulvestad clearly indicate that such rate levels should create an airfreight market from seven to 10 times today's volume.

"The research program has two phases:

- 1) To analyze in detail, the characteristics of cargo presently being hauled by The Flying Tiger Line.
- 2) To identify, locate, measure and determine the characteristics of commodities which are air potential and can move by air rather than surface in the immediate future.

"Work on Phase 1 of the program has now been completed and work on Phase 2 of the program is well under way.

"Phase 2 of the program will involve a study of all commodities presently moving by surface in order to identify air potential. Subsequent to the identification of commodities which are air potential such characteristics as value, volume movement, weight, dimensions, tariffs, density, origin and destination, directional movement and distribution costs will be studied.

"It is the opinion of both companies that effective development of the market for air cargo space is dependent, to a great extent, on a thorough knowledge of the commodities which can be economically transported by aircraft. The cooperative research program is aimed at gaining such knowledge."

Credit Union Day

Credit Union Day on October 15th was a big success this year. Thirteen new members signed up to participate in the many advantages the Credit Union offers.

Our policy of giving prizes was exciting, and the drawing attracted much attention. Here are the winners:

Rita Kearns—BUR
Larry Ignasiak—BUR
John Meziere—BUR
R. Jiminez—BUR
Robert Martin—SFO
J. W. Edmond—DTW

Belonging to the Credit Union is a great incentive for saving and for financial help when and if the "big blow" comes. Incidentally, those of you who need a real estate loan now have a period of five years in which to repay your loan, with interest at the low rate of $\frac{3}{4}$ of 1%.

The Credit Union is yours, and is here to serve you in any way possible. Consult it when you need help with money problems. You'll find your Credit Union personnel happy to aid you at all times.

October Volume

(Continued from Page 1)

reporting an increase of 141.9 per cent, followed by Cleveland, 54.1; Hartford-Springfield, 42.7; San Francisco-Oakland, 36.0; Seattle, 31.9; Burbank and Akron-Canton, each 29.9; Philadelphia, 28.6; Binghamton, 23.5; Newark-New York, 19.4; Boston, 17.2; San Diego, 16.8; Portland, 13.9; Milwaukee, 8.4; and Chicago, 4.4. Declines were recorded by Buffalo and Providence.

October was the biggest month of record for Detroit, which again exceeded the \$200,000 mark. It also set a new high mark at Cleveland, Portland, San Francisco-Oakland, which approached the \$300,000 mark, and Newark-New York, which neared the \$350,000 total. The Newark-New York revenue was the largest ever recorded by any station.

8.9% Are Pilots

According to 1958 CAB records, the trunk airlines employed 9,703 pilots, which was 8.9 per cent of the total work force for the industry. They received 19.9 per cent of the airline payroll.



Tiger Directors Appoint 3

(Continued from Page 1)

director of fuel and facility contracts, was named assistant vice president, reporting to the executive vice president of operations.

Lynott will be in charge of all planning for Flying Tiger's new fleet of turbo-prop airfreighters due for 1961 delivery, in addition to policy development for the operations department, while Berboth will take over administration of the department. Moldaw, in addition to the supervision of fuel and facility requirements, will serve on special projects for the operations department.

All other officers were re-elected.

Lynott has headed the operations department since joining the airline in 1955 after serving with Pan American World Airways and Slick Airways, in addition to a flying career with the

Air Transport Command during the last war.

Berboth, who joined the airline in 1956, formerly held executive posts in California Eastern Airlines, American Airlines, Northeast Airlines and Fairchild Engine & Airplane Co.

A reserve officer in the Rumanian Air Force at the start of World War II, Moldaw had a colorful wartime career. He escaped the German invasion of Rumania in 1941 to serve as a British intelligence agent. Afterward he joined the Shell Oil Company in aviation sales, working in the Middle East, Egypt and Italy. He came to the United States in 1951 and joined the Flying Tiger to handle fuel contracts.

"BRAIN-WASHER"
(Question on Page 8)
A-24 square inches of unpainted surface will show.



Tiger Maintenance Kept Busy for Guest Aerovias

Another job for Maintenance rolls up to Flying Tiger's Burbank hangars—the last of a fleet of three Super G Constellation airplanes ferried to the United States from Bangkok, Thailand, for overhaul and modification before

being turned over to Guest Aerovias de Mexico, S. A. The project will provide two months of outside maintenance work for Tiger crews. More such contract jobs are being sought.

Wages Big Item

The biggest single expense in the operation of airlines is wage and employee benefits. Last year, the airlines spent \$827,436,500 on these items.

1st Quarter Nets 32c a Share

(Continued from Page 1)

tract operations fell off substantially as the government cut back its programs. Gross revenues for the quarter totaled \$8,339,878, compared with \$9,910,790 a year ago.

Special items composed of gains from the sale of aircraft totaled \$166,887 for the quarter against \$223,433 last year.

Directors Re-elected

At the annual meeting of stockholders on October 30, directors were re-elected.

Some 55 shareholders, one of the largest groups ever to attend an annual meeting, were on hand for a question-and-answer period which followed the formal meeting.

Mr. Prescott, answering questions from the floor, said the company was seeking to replace the loss of military business resulting from the award of the MATS Pacific contracts to other bidders.

He explained that Flying Tiger had refused to meet the low bids submitted by a group of irregular carriers since it would have compelled the company to operate its planes at a loss. The MATS contracts in the past year represented about 55 per cent of the airline's gross revenues and thus far, some 25 per cent of this business has been replaced. The company is actively engaged in a search for additional contract business and has prospects for the development of further traffic but he declined to predict how much business could be recouped.

Seek New MATS Policy

For this reason, he also declined to predict company revenues or earnings.

He said the company, along with other scheduled carriers, was energetically seeking to obtain a revision of government policies on such business as the MATS contracts. He pointed out that the carriers which obtained the contracts based their bids on surplus aircraft, such as the DC-7, which were not acceptable to the government in its Civil Reserve Air Fleet program (CRAF). By contrast, carriers such as Flying Tigers, operating aircraft such as the Super H Constellation, which

were enrolled in the CRAF program, now saw some of their equipment standing idle.

"Our position is," he declared, *that the government, on the one hand, insists on aircraft such as the Super H for the CRAF program to meet a national emergency, but when it hands out its business, it allows operators of non-qualified equipment to bid such airplanes in and undercut the carriers who have spent their money for up-to-date equipment.*"

He discussed the plans for use of the airline's forthcoming fleet of CL-44D-4 jet equipment and the company's belief that this aircraft will permit a breakthrough into the mass volume airfreight market long envisioned by traffic authorities.

The meeting concluded with a unanimous vote of confidence for the management of the company and Mr. Prescott replied:

"We have a very wonderful group of people to work with."

ALBERT TELLS AIR FREIGHT FUTURE

An air freight industry market of some four billion dollars annually by 1975 was pictured for a group of 200 New England transportation leaders by Peter T. Albert, Flying Tiger general sales manager, recently.

Addressing a special meeting of Delta Nu Alpha, transportation fraternity, held at Holy Cross University, Worcester, Mass., Albert traced the rapid development of the industry and the tremendous strides which would become possible with the introduction of jet-age aircraft such as Flying Tiger's Canadair CL-44.

Citing the growing number of studies which forecast the tremendous upsurge by 1975, Albert said:

"The reduction of transportation time with the introduction of more economical jet age aircraft will do more than expand the markets. It may lead to new enterprise heretofore unfeasible and make a worldwide assortment of goods an everyday choice of U. S. consumers."



Eddie Holohan

Holohan Sales Head Of Domestic Charter

The appointment of Eddie Holohan as Manager of Domestic Charter Sales for The Flying Tiger Line was announced this month by P. T. Albert, General Sales Manager.

Holohan will be based in the General Sales Office at Burbank and will be in charge of the development of domestic charter traffic.

Joining the Tigers at Washington D. C., in 1951, Holohan has served as military liaison representative; operations representative; general manager of the eastern division of DEW Line; assistant to the Vice President of Sales; and assistant to the Executive Vice President. In 1958 he transferred to Burbank.

A native of Rochester, N. Y., he moved to Florida after graduation from high school, and attended the Riddle and Sheffield Schools of Aeronautics at Miami; Stengel School of Aviation at Gainsville; Lodwick Military Aviation Academy at Avon Park. In 1945 he helped organize the Sheffield-Holohan School of Aeronautics at Miami. He later held the positions of assistant to the president of Intercontinental Air Transport Co., and Caribbean American Airlines, Miami.

Prior to joining Tigers he was



Peter T. Craven

Craven New Aide To Neil Berboth

Peter T. Craven, formerly executive vice-president of Riddle Airlines, has been named Administrative Assistant to Neil Berboth, Vice-President of Operations.

He succeeds Paul Smith who resigned to accept another opportunity.

A veteran of airline administration, Craven served five years with Riddle before joining the Flying Tiger Line. He also held the position of treasurer. Before that, he was secretary-treasurer of California Eastern Aviation.

An accountant by training, Craven graduated from the College of the City of New York. He is a certified public accountant of New York state, where he began his business career in public accounting.

He was born in Brooklyn and is married, with a family of five children.

chief of aviation for the government of Puerto Rico for four years. Eddie holds a commercial pilot's license with 12,000 flying hours to his credit. During the war he was an instructor for the Air Force specializing in aerobatics.

The father of a 12-year-old son,



Ronald J. Clark

Clark Heads New European Office

Establishment of a European sales office in London and the appointment of Ronald J. Clark as European Regional Manager has been announced by John L. Higgins, Vice President of Sales. The European office will be responsible for the development of both commercial charter passenger and freight business between Europe and this country.

Clark will be based in the London offices at 67 Jermyn Street. He comes to FTL from Aviation Training, Ltd., a British firm which provides specialized training for airline sales, reservations staff, and crews. Previously, Clark held the post of Commercial Manager of Aquila Airways, one of the largest British independent air carriers.

Clark interrupted his studies at London University in 1940 to join the Royal Air Force. With the RAF, he served as Squadron Leader in the Middle East and Italy, and also served as an instructor in Canada. Following World War II he also flew free lance with a number of British companies.

he is an ardent golfer and enjoys big-game hunting, deep sea fishing, and home movies.

Organs Flown by FTL Charter To Beat Santa's Deadline

When a Flying Tiger Super H Constellation freighter set down at Milwaukee with a load of 3,200 unique electric chord organs flown from Milan, Italy, the opening note was sounded for one of the biggest musical international airlifts in history.

Tom Lo Duca, head of Lo Duca Brothers Importing Company of Milwaukee, chartered a Flying Tiger Super Constellation to fly the first load of reed organ components from Milan, Italy, to Milwaukee for final assembly and distribution through 600 retail outlets and a special outlet through Sears, Roebuck stores throughout the United States.

The colorful chord organs, which have been tagged as one of the "hottest" items for Christmas and 1960 merchandising, according to Lo Duca, will be flown in at 10-day intervals until just prior to Christmas.

Lo Duca made necessary arrangements for manufacture of the organs in Italy on a recent trip overseas. His firm in Milwaukee is handling the final assembly into cabinets and delivery from Milwaukee to the many Lo Duca musical instruments line retail outlets.

Upon his return from Italy, Lo Duca, facing an almost impossible deadline for Christmas merchandising and delivery, got in touch with Milton H. Abram, FTL agent at Milwaukee, to see what could be done with special FTL international charter service.

When final arrangements were made with various FTL offices in Chicago, Burbank, New York, Washington, Idlewild and Newark, the musical airlift got under way.

Included in all these plans

BUR Personnel Has Air Travel Discounts

Requests for air-travel discounts for FTL employees and family will no longer be handled by the Credit Union. Effective immediately, all such requests should be directed to the Personnel Department at BUR.

Employees at outlying stations may make application for reduced fares and discounts by inter-office memo, while employees stationed at BUR may fill out one of the special forms available at the Personnel office.

Only Tiger

Interesting quote from a recent Flying Tiger advertisement appearing in national shipping trade publications: "... air-freight is our bread-and-butter, not a sideline. That's why more and more shippers are calling Flying Tiger."

were arrangements for special customs clearance for the through flight from Milan. Dave Gardner, Midway station manager, not only helped direct arrangements for the flight, but travelled up from Chicago to help offload the aircraft.

The accompanying photos adequately express, according to Abram, the satisfaction of Lo Duca on the Tiger handling of this unusual cargo.



Capt. Bill Ice, who piloted the Milan/Milwaukee organ cargo, is shown here looking at one of the organ components with Customs Collector Ben Gettleman and Mr. and Mrs. Tom Lo Duca.



Dave Gardner of FTL handing a reed organ component—first of 3,200 units—to Thomas Lo Duca, head of the Lo Duca Importers. Shown left to right: Ben Gettleman, Collector of Customs, Wisconsin Region; C. J. Spanaus, Deputy Collector of Customs; Lo Duca; and Gardner.



Shown left to right are Mr. and Mrs. Tom Lo Duca with Milt Abram of the Milwaukee station who started the ball rolling on the mass organ moves with Lo Duca for The Flying Tiger Line.

'BRAIN-WASHER'

by Chuck Smoke
(Answer on Page 7)

Q—Think of a huge die (cube, if you prefer) which is 3" long on each side. Paint the bloomin' thing pink and let it dry. Now cut the whole thing up into 27 separate teeny-weensy little 1" cubes. Next you give each wide cube a ¼ turn to the right. Last, repack them into the 3" cube again. With us? Okay, how many square inches of unpainted surface will be exposed?

FTL-Riddle Team Up With Truckers in Southeast

The Flying Tiger Line has joined forces with Riddle Airlines, the nation's largest north-south all-cargo air freight line, and some of the leading truck lines of the southeast, to provide the southeast with a new expedited freight service to and from key west coast cities.

Atlanta, Georgia, was the scene of a series of meetings of executives and specialists from FTL, Riddle, and major truck lines, which preceded a coordinated joint sales development program conducted by the airlines and the motor carriers in the states of Alabama, North Carolina, South Carolina, Georgia, Florida and Tennessee.

Robert A. Blanks, regional midwest sales manager, said the program in the southeast would provide an extension of the "Sky-Highway" service inaugurated by Flying Tiger and 33 motor carriers last summer.

Charles L. Hood, vice president, Sales and Traffic, Riddle Airlines, stated at the meeting that this new service combines for the first time the transportation facilities of both air and ground freight specialists.

45,000 lbs. First Weekend

According to Blanks, the weekend following the sales drive a total of more than 45,000 lbs. of interline traffic came in with some new shippers showing joint truck-air requested. Blanks also said that impressions gained by the sales participants indicate that shippers in the listed points of the new tariff would be able to make good use of this vastly simplified single rate and through airbill documentation.

The joint tariff idea stemmed from FTL's original success with the "Sky-Highway" tariff which produced in excess of two million pounds with no claims tendered during the first six months of its operation.

The new truck-air tariff encompasses over 127 points to and from which are shown single rates with over 60 military bases included.

Blanks stated that besides speeding up freight delivery, the new combination service will permit a single bill of lading on all shipments at the lowest available

rates for such type of transportation.

The Atlanta program opened with a kick-off meeting in which Hood and Blanks presented to some 10 representative truckers a general sales and service outline developed for the new program. At this meeting, Reed Schilpp, assistant to Bob Brunner, Manager of Flying Tiger Rates & Tariff Department, discussed rates and tariffs of the new joint truck-air program; George Zettler, assistant to the general sales manager, discussed accounting procedures; and the trucker representatives participated in a question and answer period on the working of the new system.

Participating Truckers

Trucker participants at this meeting were:

Kingsley Gorman, Loo-Mac Freight, Atlanta; Dan Patterson and C. R. Teager, Wilson Truck. Atlanta; John G. Glove, Jr., and Gene Walburn, GFA Transport, Atlanta; Robert Dryden, General Traffic Manager, Georgia Highway, Atlanta; Robert Gibson, also of Georgia Highway; Harry Lotz, Overnight Transportation, Atlanta, and C. H. Swanson, of Overnight's Richmond office; and Floyd Gentry, Northern Transport, Atlanta.

A team of five Flying Tiger salesmen and five Riddle salesmen subsequently toured the southeast to make joint calls with the motor carriers in the states of Alabama, North Carolina, South Carolina, Georgia, Florida and Tennessee.

Flying Tiger participants in the meetings and subsequent campaign in the southeast were James Danek, MDW sales representative; John Smith, CLE sales representative; George Dierenger, EWR sales representative; James Haggerty, EWR sales representative; and John Barrett, Southern District Sales Manager, Miami.

Joining this group, Riddle reps were Arnold Brown, District Sales Manager, ATL; Larry Kinsey, ATL sales representative; Tom Ahern, ATL sales representative; Joseph Pulaski, DTW sales representative; and Lester Fay, MIA sales representative.

THE FLYING TIGER LINE

LOCKHEED AIR TERMINAL • BURBANK, CALIF.