

Tigerreview

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CAB Okays Highway Transport For Tigers Between Key Cities

The Civil Aeronautics Board has granted authority to the Flying Tiger Line to substitute, in its all-cargo service, transportation by truck for transportation by aircraft between specified airports, but has indicated that ICC authorization of the proposed motor carrier service between the Newark (N.J.) airport and Philadelphia may be required.

Appended to the board's opinion was an order by which the board, authorized Flying Tiger, an all-cargo carrier, to serve Philadelphia by truck through Newark, to serve Buffalo and Rochester (N.Y.) by truck through Cleveland (O.) and/or Binghamton (N.Y.), and to serve Milwaukee by truck through Chicago.

By this order the board also directed Flying Tiger to publish and file with the CAB "appropriate tariff provisions disclosing the fact that a portion of the cargo movement authorized" by the first part of the order "is to be achieved by truck."

Discussed in the board's opinion were contentions by the city of Philadelphia and United Air Lines that the term "air transportation" as defined by the aeronautics act was confined to carriage by aircraft, that the board had power only to certify a point to receive direct service by aircraft, and that when a point was served only by truck through the airport located at another certificated point, the

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First Official Flight Test Given to CL-44D-4 in Canada November 18

Montreal—The Canadair Forty Four was first demonstrated in flight November 18 for a group of high-ranking service officers and government officials, including Air Marshal Hugh Campbell, C.B.E., C.D., Chief of Air Staff of the Royal Canadian Air Force.

The demonstration took place at the airport adjoining Canadair's Montreal plant.

At the controls of the Forty Four were W. S. (Bill) Longhurst, chief pilot of engineering flight test, and co-pilot G. T. (Scotty) McLean. Favorable comment was made on the evident ease of handling of the airplane and on the quietness of its four Rolls-Royce Tyne turboprop engines.

The Forty Four was airborne for 2 hours 10 minutes. The airplane has now entered a comprehensive flight test program which leads to Canadian (Department of Transport) and American (Federal Aviation Agency) type-certification.

The airplane demonstrated was the first of 12 side-loading

long-range transport aircraft for the Royal Canadian Air Force. Also on the production line are the first swing-tail commercial freighter airplanes which are being built for The Flying Tiger Line and other airlines.

The Canadair Forty Four at present has a maximum take-off weight of 205,000 lbs. The wing span is 142 ft. 3 in. and the fuselage length is 136 ft. 8 in.

Four 5,730 chp Rolls-Royce Tyne turbo-prop engines drive 16 ft. diameter de Havilland propellers to power the Forty Four at speeds up to 400 mph. The Tyne engine is of the very latest two-spool design which gives greater flexibility of handling. Two other important features are a very low specific fuel consumption and a very high power-to-weight ratio.



Cows have flown via Flying Tiger—now it's elephants! Mayor Norris Poulson of Los Angeles and Art Linkletter of TV fame, and friends celebrated the event at BUR recently. (Story on Page 2).

Move to Newark Airport Cargo Center Marks FTL EWR Decade

A decade of progress for air freight and Flying Tiger passed in November with the cross-airport move of the company's main eastern facilities from the old, and well-worn Hangar 6, into the huge new Newark Airport Cargo Center. It came just 10 years after FTL's big jump from Teterboro Airport in 1949.

Although the move has not yet been formally observed with proper ceremonies, it certainly has not passed unnoticed by the transportation industry nor by Flying Tiger officials.

Despite the fact that the terminal's sales, operations and maintenance quarters are still in a relatively unfinished state, hundreds of interested visitors from other airlines, truckers and leading shippers have dropped by to view FTL's newest facility, Building 153 on the west side of the airport.

Top Tigers Visit

Not long after the move, Tiger President Bob Prescott dropped in with a delegation that included Norman Meyers, company General Counsel and assistant secretary; Wayne Hoffman, As-

sistant to the President of the New York Central Railroad; Constantin Moldaw, FTL Assistant Vice President; and Vladimir Zimmerman, FTL Vice-President, European Sales.

A smudge of fresh paint on Bob Prescott's new suit testified that he was among the Tigers at EWR who obtained their service stripes in wet paint during the hectic moving period.

Following his tour of the various departments at EWR, Prescott dropped in at special ceremonies opening the entire Newark Airport Air Cargo Center, where he appeared with other airline officials. These opening ceremonies conducted by the New York Port Authority were held on December 2nd. It is significant to note that at this time Flying Tiger had been in its quarters and operating since November 22nd.

Both Joe Ryan, district sales manager, and Pete Healy, station manager at Newark, stated that they see a decade of progress in air freight every time they look at the spacious new facilities.

"Every time I look at the
(Continued on Page 4)



Giant CL-44D on first test flight. Other pictures on Page 8.

ELEPHANT AND TIGERS AND FRIENDS OF ZOO

It all started out as a nice, orderly reception.

Honor guest, of course, was Sita, the 700-pound, 18-month-old baby elephant from India.

Welcoming her was Art Linkletter of TV fame (also a member of Flying Tiger's Board of Directors); Mayor Norris Poulson of Los Angeles; Indian Consul General Stacey, who flew down from San Francisco for the occasion; Maurie Machris, head of the Friends of the Zoo; Jerry Hundal of Air India; President Bob Prescott of Flying Tigers; a busload of Los Angeles school children; and Los Angeles members of the Indian colony.

The occasion was Sita's arrival from far-off India as a gift of the children of the Indian State of Mysore to Art Linkletter in recognition of the part "kids" play in his life, both on and off TV. In turn, Linkletter is giving Sita to the children of America. She will live with Friends of the Zoo in the huge park being planned by the Los Angeles group.

Flow from India

Sita started her journey to America on Air India, which flew her to London, with Seaboard & Western taking her on to New York. There, Flying Tigers picked her up and waited her and her mahout overnight to Burbank.

The first thing that happened as the big Super H airfreighter sat down at Burbank on December 8 was rain. This would be nothing elsewhere, but in Los Angeles this was the first rain in months and months.

So, everyone was grateful to Sita. The school children danced up and down, photographers ran about getting pictures, and the Mayor got in the spirit of the occasion by clapping on an Indian jungle hat offered by Linkletter, who also was appropriately "hatted" for the occasion.

However, the mahout was definitely not happy. Unfortunately, he could not speak a word of English and Flying Tiger's cargo handlers were equally unacquainted with Indian. At this point, Jerry Hundal of Air India came to the rescue. After gesturing and several minutes of rapid-fire exchanges, Hundal solved the mahout's problem.

The elephant hadn't eaten for 18 hours and she was hungry. What did she want? Why, bread, of course, and maybe some green things. So between Ed Ewald, who runs Flying Tiger's canteen, and Dode Penrod of Tiger Public Relations, who made a fast trip to a nearby grocery store, they wrestled up breakfast for Sita. She ate loaves of bread as though they were single slices.

With a little food aboard, Sita

was ready to get off the airplane. There was a chorus of high-pitched screams as the children glimpsed her and more as the mahout took her out of her traveling crate. Her trunk quickly roamed about arms and legs, obviously looking for more bread.

Up to this point, the reception had gone rather smoothly.

Now General Stacey advanced to present Sita to Linkletter. He carried long Hawaiian orchid leis, flanked by Indian women and children in their native dress. Photographers got ready to shoot as he draped the leis about Sita's neck and about as quickly, the leis began to disappear. Sita, it developed, was as fond of flowers as bread and she began stuffing them in her mouth.

The rain was now a steady drizzle—which no one seemed to mind—but someone came up with an umbrella and tendered it to the Mayor. He gratefully placed it above his head and had hardly done so when it collapsed and poked His Honor in the eye.

However, there was no great damage, although the Mayor declined the request of photographers for a repeat performance.

'Link' Trampled

Responding to photographers' instructions, Linkletter, the Mayor and General Stacey moved in close to Sita for a group picture. They had hardly positioned themselves when Linkletter let out an anguished yelp and went limping off to the sidelines. Sita, it seemed, had shifted weight and trod affectionately on Linkletter's foot. The "kids" thought it was a great show and screamed in delight.

More bread had arrived by this time and the photographers pressed His Honor to feed Sita. The baby elephant was all for the bread and so was the Mayor. Responding to suggestions, he began eating slices in competition with Sita, who soon demonstrated that it was strictly no contest.

About this time, the photographers decided on another group picture. Again, Linkletter sidled up to Sita and once more the elephant clomped an eight-inch wide area of hoof on Linkletter's underpinnings, sending TV's top emcee howling to the safety of the crowd.

Turning to Sita with mock severity, Linkletter commanded: "Elephant, go home!"

Sita budged not an inch. Instead, her trunk searched ceaselessly for more food. Peter Prescott, son of Flying Tiger's president, offered her some peanuts. Many of the children had come with pockets loaded with peanuts. Sita sniffed and turned away. Other children began handing peanuts to her, but Sita

would have none of it. The mahout stood by, shaking his head wearily. It soon became obvious that Sita was strictly a bread-and-flower-and-lettuce-eater. Nonetheless, it was hard for the "kids" to understand an elephant which didn't take to peanuts.

No Hay-Burner, She

Someone said that maybe she'd like some hay. A zoo truck loaded with hay had just driven up to take Sita off to her new home. The mahout soon made it plain that hay was in the same class with peanuts.

It was time for the children to get back to school now, so they boarded their bus, Linkletter limped off to his car, the Mayor retrieved his own hat in exchange for the jungle headgear, and Sita, the mahout standing watchfully by, got aboard the truck and soon disappeared out of the freight station gate amidst the load of unaged hay.

Freight Operations slowly returned to normal and the Tigers marked off another chapter in their saga of animals by air.



Above—Sita's arrival at Burbank is marked by a welcoming delegation of school children, Art Linkletter of TV fame waving his hat in the center background with Mayor Norris Poulson of Los Angeles standing next to him.



Left—Peter Prescott, son of President Bob Prescott of The Flying Tiger Line, tries out a peanut on Sita—but she would have no part of such diet. Watching, left to right, are Bob Prescott, Mayor Poulson and Art Linkletter. Dark-haired man in right background is Indian Consul General Stacey from San Francisco.

Below—Sita is completely oblivious to her mahout's efforts to comply with a photographer's request that she wear a jungle hat. Fact is, the mahout was a little impatient with the photographers. (That's a carrot which Sita has clutched in her trunk and it soon disappeared down her throat).



Suggest FTL's Far Eastern Manager Fahey 1959's 'Most Traveled' Man

Add to the array of the year-end's "mostest" Ed Fahey, Flying Tiger's Far Eastern Regional Manager.

Since this is the time of the year when women of the year, men of the year, ad infinitum, are singled out for public acclaim, Flying Tiger is offering Ed Fahey as the most-traveled-man of the year.

In fact, Fahey is so well-traveled that even the U. S. government exempts him from the income tax, and you can hardly get farther-traveled than that, as any weary taxpayer should readily agree.

Naturally, Ed is single—(Girls, note)—as you will understand when you glance over a rundown of where Ed has been in the past three years, starting with 1956.

Innocent Start

It all started out innocently enough while Flying Tiger was engaged on its MATS contracts across the Pacific. The airline needed a manager in Tokyo. Ed was available.

Soon he found himself roaming all over the Orient handling assignments on the MATS contract. Then "Available Ed" got calls to go farther afield. Europe saw him. On a rare occasion, he even got to the "States" as they call the U. S. out yonder. Then back to the Orient, which has really been his stamping ground.

Three solid pages of assignments show that in three years, Ed has made 50 trips to various parts of the world, for periods ranging from a couple of days to a couple of months.

Talk about living out of a suitcase, take a look at some of Ed's assignments:

He arrived in Calcutta on January 6, 1957, spent 19 days there, then proceeded to Singapore for a four-day stop, hit Australia for about three weeks, then returned to Tokyo, his starting point, where he had a long stop—from Feb. 28 to April 2, when he went to Okinawa for four days, then back to Tokyo, on to Australia, once more to Singapore, on to Indonesia, back to Singapore and then a big jump—to London.

From there, it was on to Geneva, back to Singapore, then back to London, and then, once more in Tokyo. By this time it was only July of 1957 and he had done a pretty fair job of covering a lot of land and sea from Asia to Europe.

1958 Travels Told

Or look at this stretch of world-shuttling in 1958, starting in Tokyo:

From there it was on to Manila, back to Tokyo, then to the "States," back to Tokyo, on to Korea, back to Tokyo, thence to Hongkong and again back to Tokyo, followed in order by stays of a day or so to a few weeks or so in Okinawa, Tokyo, Okinawa,

Tokyo—no, it isn't a broken record, just Fahey on the move—then Hongkong, Tokyo, Manila, Saigon, Singapore, Ceylon, Singapore, Indonesia, Australia, Manila, Tokyo and then the "States" once more.

Remember the wartime short-snorter collections? Well, Fahey's passport looks like a record-breaking short-snorter.

The way it's going, if Ed had to spend more than a few weeks in a place, probability is he'd get claustrophobia.

One thing he has for certain—more information on where and where not to go or how to go where than most anyone you'll meet if you're planning to go somewhere. The trick is to catch him long enough to find out.

Robert R. Vickery has been named Senior Flight Controller in Flying Tiger's Flight Control Division, Douglas R. Smith, Superintendent, announced.

Airfreight up in '59

The Air Transport Association reports that U. S. certificated airlines flew 595,400,000 ton-miles of freight in 1959, a gain of 18.7 per cent over last year. Express ton-miles were up 21.7 per cent to 59,400,000. The freight total does not include domestic and overseas charter business, which probably added another 400 million ton-miles.

BUR Bowlers Lead

The Flying Tigers bowling team of the Chrysler Motor Car Co. Industrial Men's League at Los Angeles is riding high in the 1959-60 race. Jack DeMoss, team captain, reports. At the last reading, the Tigers had won 17 out of 20 games to take a two-game lead over the Willard Battery and Lyles Trucking teams. The league is composed of 12 teams.



Traveling Ed Fahey pauses on a rare visit to the "States" to show his passport to Contract Sales Manager George Vaughan. That's the Orient, he's pointing to, which is about as familiar to Ed as main street to a statesider.

TRAINING CLASSES FOR TIGER SALES

Flying Tiger's sales staff of 60 sales and customer service representatives will start the first of a month-long series of training classes at the airline's General Offices on January 4. Peter T. Albert, General Sales Manager, announced.

Groups of sales personnel from all stations of the airline will be brought into the General Offices over a period of three successive weeks to take the first sales training classes under a program which has been in development by Vice President John L. Higgins and his staff during the past year.

Robert Blanks, Midwestern Regional Sales Manager from Detroit, will be in direct charge of presenting the program.

The training classes will embrace studies of every phase of the airline, from the pickup of cargo to the maintenance of aircraft in which freight is flown. The objective will be to give every sales and customer service representative a comprehensive understanding of how the airline functions in every department, from Accounting to Executive.

Interim programs in the past have emphasized subjects immediately related to Sales such as rates, tariffs and schedules but the new training classes will mark the first time that an effort has been made to give every sales employee a thorough grounding in all phases of airline operation.

Each group will spend a week in the classroom. Department heads will be assigned instruction periods, to be followed by question-and-answer sessions, and the classes will be followed up with reference manuals for use by the sales representative in his daily work.

Contract Sales Division Sets First Deal

First major contract to be signed by Flying Tiger's newly formed Contract Sales Division was announced this month when Manager George Vaughan completed arrangements for the "wet" lease of a Super H Constellation, "21 Charlie," to Luft-hansa German Airlines.

The aircraft will be operated on an open-end contract, which can be renewed at the option of the leasing company at the expiration of the firm period of the lease, which runs until March 31, 1960.

By "wet" lease, it is meant that the Flying Tiger line will supply fuel and crews for the aircraft, which will operate initially on a twice-weekly trans-Atlantic schedule between New York and Frankfurt, Germany. Additional service to Paris may be flown later in the operation.

Lufthansa will use the aircraft for its trans-Atlantic airfreight requirements, and Vaughan said that additional contracts are now being studied.

Routing of the flights may be either via Gander or Santa Maria in the Azores. Multiple crews of three pilots, two flight engineers and one navigator will be provided to achieve schedule flexibility. E. A. Pinke, Director of Flight Operations, announced. Ground handling in New York will be under the direction of Pete Healy, EWR Station Manager. (Picture on Page 7).

BUR Tours Increase

An increasing number of tours of Flying Tiger's maintenance and freight base at Burbank is reported by Ken Marietta, Supervisor of Management Development in the Personnel Department.

Arthur H. Meyer, Director of Personnel, said the tours have proved to be extremely popular. (Groups must be accompanied by their teachers and an FTL guide is provided when they arrive at the base).

Typical of the response of the children and their teachers is a letter received from George A. Gustafson, fourth grade training teacher of the Eagle Rock Elementary School.

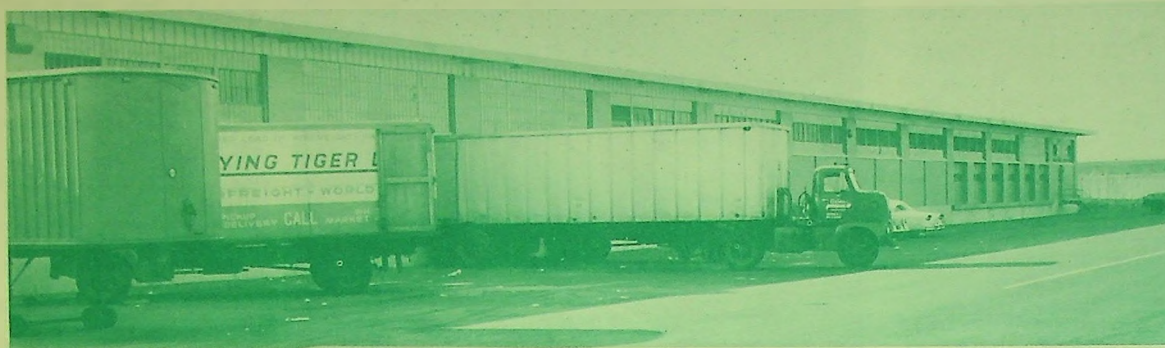
"Our class journey to the Flying Tiger Line was an excellent experience for children," he wrote. "The trip made it possible for them to understand the responsibility of one group of workers to another."

He said the special points which deserved special acknowledgment were the excellence of the guide; organization of the tour so that children could see how one work area related to another; provision of an airplane which the children could actually board and inspect; and allowance of sufficient time to permit them to ask questions.



Aerovias de Condor Buys 3rd FTL C-46

C-46 "995" is shown here preparatory to delivery to Aerovias Condor de Colombia Ltd., which purchased the third remaining aircraft of this type out of Flying Tiger's original fleet of more than 20 such ships. Of the two C-46 aircraft still owned by the airline, one is on lease and the other is in FTL freight service between San Francisco and the Pacific Northwest. Fred Benninger, Executive Vice President, who arranged for sale of the plane to the South American airline, said the aircraft was refitted and painted in gray and orange colors to the specifications of the buyer. Delivery to the airline, whose headquarters are Barranquilla, Colombia, was effected at El Paso, Tex. Shown here going over final papers in the sale are, left to right, Constantin Jaramillo, Capt. Danado and Capt. Florez of Aerovias Condor, and Douglas Duly of Flying Tiger.



Part of the 450 foot truck loading area at the new Newark terminal is shown here.

EWR Move to New Center Marks Decade

(Continued from Page 1)

more than 20,000 square feet of warehouse space and see it nearly filled with freight, I wonder how we handled some of our peak loads in our old Newark 100' X 100' quarters which housed sales, operations and maintenance," Healy said.

"I wonder, too, how we could have handled 5 Super Connies on the ramp at our old EWR facilities. At one time on December 2nd there were 5 of the Super H's on the ramp at the new facilities."

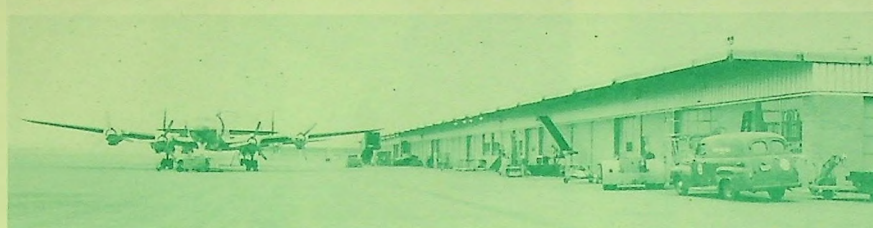
Most-Workable Station

By the time this story appears, according to Joe Ryan and John Brannigan, Eastern regional sales manager, EWR will not only be working at top efficiency but it will be one of the most workable air freight stations in the country. According to Brannigan, sometime early in 1960 the facilities will be opened formally at a special reception.

Here are some significant facts on the new FTL terminal. It is 450 feet long by 60 feet wide. Its aircraft ramp space is 600 feet by 150 feet, plus another auxiliary ramp space of 150 feet by 150 feet.

The truck loading space is 450 feet by 60 feet, with a parking space of 450 feet by 90 feet. When these figures are compared with the 100 foot by 100 foot quarters formerly occupied at Newark, it should help give some idea of the progress of Flying Tiger and air freight in the last decade.

Flying Tiger's new facility is part of a huge freight terminal complex which the New York Port Authority constructed at Newark to meet the growing needs of airfreight carriers. There are several rows of new brick buildings similar to that occupied by FTL and eventually all major airfreight operations in the New York area will be concentrated in the Newark facility.



Some idea of the ramp space available at the new FTL facilities in Newark can be gained from this photo taken from one end of the new 450 foot long cargo terminal.

This photo of the 20,000 square feet of warehouse space in FTL's new Newark terminal gives some idea of the huge cargo area now available for handling freight out of this station.



November Freight Up 16.4% Over '59

A gain of 16.4 per cent in airfreight revenues was reported for November, 1959, compared to the same month last year, John L. Higgins, Vice President of The Flying Tiger Line, said today.

November traffic totaled \$1,295,064, compared with \$1,112,230 a year ago. Traffic for the 11 months of the current year was 31 per cent over the same period of 1958, totaling \$14,168,469 against \$10,761,269 last year.

One of the most important gains was reported by Newark. Traffic there exceeded \$300,000 for the fourth straight month and was 38.6 per cent above last year.

Other stations showing increases were San Francisco-Oakland, 82.0 per cent; Birmingham, 71.6; Akron-Canton, 51.8; Hartford-Springfield, 36.3; Milwaukee, 30.2; Philadelphia, 24.1; Burbank, 5.3; Boston, 5.2; San Diego, 1.4; and Portland, 0.4.

'BRAIN-WASHER' (Question on Page 8)

A-32, old teether. We said 7 is f'uther side of 23. That being the case, 1 is either side of 17; the tooth before 1 is opposite 16; and 16 is opposite 32.

U.S. Urged to Give Airlines Bulk of Military Traffic

The Investment Bankers Association of America, meeting recently at Bal Harbor, Florida, called for a reassessment of the role of the Military Air Transport Service and creation of an economically-important civil air cargo industry.

A report by the IBA's Aviation Securities Committee recommended:

1. That MATS be limited to a hardcore military mission, but in this connection it should be given the most modern aircraft for that purpose.

Seek More Cargo

2. That the airlines take over the major part of the MATS cargo and personnel transport in order to develop the potential of the air cargo business to the point where considerably lower cost to the Government and to the public could be made available.

3. That the Government recognize that there is a great need for the development of an expanded cargo airlift for commercial and military purposes and should therefore give assurance of some form of assistance in developing new cargo planes which will permit the most efficient operations.

Additionally, this would help the commercial carriers to build up a large modern fleet which would be available to the mili-

tary through the Civil Air Reserve Fleet.

Guaranteed Loans Unneeded

Walter M. Giblin, of Blyth & Co., chairman of the committee said that a majority of the committee did not feel that guaranteed loans would necessarily be of major importance to the development of the air cargo business.

As in each of the previous two years, the committee called for the appointment of an individual of outstanding ability to study the Civil Aeronautics Board's regulation of air transportation and develop a new program which the Administration could support and submit for Congressional action.

The IBA's Aviation Securities Committee also called for a "practical, effective and constructive relationship" in the "vital partnership which exists between the U. S. Government and the aviation industry."

It cited "the critical danger threatening our national objectives in light of Soviet space probes, military power, and Communist economic penetrations."

FTL Executives Tell Exciting Jet-Age Story

The story of Flying Tiger, its current record-breaking performances in airfreight and its plans for the coming jet age, is one of today's most popular subjects in the transportation industry.

George T. Cussen, Vice President—San Francisco, recently addressed the New York Air Cargo Sales Club dinner in Manhattan. A group of close to one hundred airline cargo sales executives heard Cussen trace the development of air freight and its potential for the future.

He linked the future growth of Flying Tiger and the entire airfreight industry with the introduction in 1961 of new jet prop equipment such as the Canadair CL-44 airfreighter which FTL ordered earlier this year.

While the greatly increased capacity of these new aircraft, paired with a lowered, more competitive rate structure, can open the door to a tremendous surge in air freight, Cussen said the initial success of the jet age in air freight would rest largely on the shoulders of air cargo salesmen.

Aircraft Now Coming

According to Cussen, the industry now has the aircraft it has been seeking for more than a decade and is on the way to establishing a realistic rate structure which should help fill these new aircraft with revenue loads.

As an example of what can be done in sales, Cussen pointed to the tremendous increases registered by FTL since the line's acquisition of the Lockheed Super H freighter. While the Super H is admittedly the most modern of freighters in use for the past several years, the existing rate structure has been in effect non-competitive. Despite this fact, extraordinary sales effort, plus a growing need for fast reliable transportation of goods, has led to the current pre-jet-age boom in air freight.

A cut-away model of the Canadair CL-44 which was displayed at the dinner became the center of attention following Mr. Cussen's remarks.

Joe Ryan Speaks

Joe Ryan, DSM at Newark, and the cut-away model of the CL-44 were featured at another leading transportation event held at Newburgh, New York. Appearing as speaker at the November meeting of the Mid-Hudson Traffic Club, Ryan hailed the advent of the CL-44 as the beginning of a period of phenomenal growth. Ryan said that the Lockheed Super H has helped FTL in rolling up new tonnage records and would help lead the industry into the new jet age of air freight.

Air Cargo Soars to A New Boom Level

(Editor's note: The following article appeared in the November issue of *Dun's Review and Modern Industry*. It is one of the most informative articles on airfreight that has appeared this year. Salesmen will find it an authoritative reference and all whose livelihoods depend on the growth of the airfreight industry will find it useful in their work.)

In the battle for market survival in the 1960's, the producer who can get there first and at the lowest possible cost will have a definite edge. Already many manufacturers are looking at the costs of physical distribution as an integrated whole (see *Dun's Review*, June 1959, page 60) and trying to provide consistently better service to customers. As a result, the air cargo industry is booming.

For the first half of 1959, all air cargo carriers—both scheduled airlines and all-cargo lines—had 24 per cent more volume than a year before. The Flying Tiger Line reports its volume was up 34 per cent for the first nine months of 1959 compared with last year.

Air freight has grown from 82 million ton-miles back in 1947 to one billion ton-miles in 1959. Conservative predictions point to a volume of 3.5 billion ton-miles by 1965.

Volume of Rates Down

The volume of air freight will double by 1963 and double again by 1967 if the recent prediction of John C. Emery, president of Emery Air Freight Corp., holds true. He looks for a decrease in air freight rates of as much as 50 per cent, which will make the service strongly competitive with less than carload and less than truckload shipments to points more than 500 miles away.

Some industry observers are predicting that, by 1970, the airlines will receive most of their income from air cargo. At the present time, about 95 per cent comes from passenger business. This is in sharp contrast to the other modes of transportation—railroads and shipping—which

rely on cargo revenues overwhelmingly.

The fastest growing segment of the air cargo business is air freight, which was begun fifteen years ago when larger and faster planes were introduced. Air freight is carried both on all-cargo planes and on combination flights. Air Express, which dates back to 1927, was joined in 1948 by air parcel post. Some shippers are now petitioning the Post Office for a new low-cost air service.

Behind the Boom

The boom in air freight which seems certain to occur in the next few years is based on two factors:

The development of specially designed cargo carriers, which it is said will cut in half ton-mile costs, which today are generally well above surface carrier costs.

In the past, cargo planes were not designed especially for rapid and low-cost load and unloading. They were simply converted passenger models. But the new jet-prop freighters which have been ordered by several lines have double doors and even swing-tail fuselages in some models for fast cargo handling.

The promotion of the integrated distribution concept has helped to break down management's resistance to using a service which may produce high freight bills but low actual physical distribution costs.

Speedier Take-offs

One of the most critical problems that must be overcome before air freight can make a real breakthrough in transportation is the delay in loading and unloading. At the present time,



Watching the loading of the first Tige-Air-Van shipment from Burbank to New York are, left to right, George Mildeberger, FTL District Sales Manager; Traffic Manager

Dick Krueger of Douglas Aircraft Co.; and Charles Shumway, BUR Sales Representative in charge of the program at Los Angeles. (Story on Page 8).

about 80 per cent of the total transit time for a shipment by air is spent on the ground.

The new swing-tail CL-44 produced by the Canadian Division of General Dynamics Corp., which will come into service in 1961, will enable ground crews to complete loading or unloading in less than half an hour—a considerable reduction from the six to eight hours needed to load or unload the converted passenger planes now in use.

But despite the new advances in plane design and the development of special cargo models, the airplane remains the only type of cargo-carrying transportation in which the power unit is not separable from the body of the vehicle. This adds considerably to the cost of operation, for unlike the diesel locomotive or the highway tractor, the high-cost power unit on the plane is tied up while the plane is loaded and unloaded.

However, the coming of the jet age has made available much more space for moving cargo. For example, the Boeing 707 has total cargo space of 1,670 cubic feet, compared to 651 cubic feet for the largest of its fore-runners, the Douglas DC-7C.

Not only are the jet passenger planes—the Boeing 707 and the DC-8—providing much more cargo space, but in addition, the specially designed air freighters will have payloads of about 37 tons—the equivalent of two boxcars.

Airborne Products

Three main categories of products now move by air:

1. Emergency shipments—such as a machine part for a stopped production line.
2. Goods that could not be moved were it not for air service—such as cut flowers, live lobsters, delicate tropical fish.
3. Products that can be distributed more economically by air than through regional warehouses. This is the fastest growing market for air cargo and includes a wide variety of products, including drugs, wallpaper, toys, and optical goods.

The boom in air cargo reflects to a large extent industry's insistence on slim inventories and frequent reordering. Companies are finding that the flexibility they need in this period of fast-shifting markets can frequently be achieved by the use of air service.

Increasingly, companies are coming to realize that it is not enough to focus only on freight rates in their attempts to reduce transportation costs. Instead, they are looking at all the elements that are involved in physical distribution—inventory costs, warehousing, packaging, order handling, damage claims—and considering them as a whole.

After taking a fresh look at the entire distribution system, companies are discovering that distant markets can be supplied from the plant more economically and just as fast by air freight

(Continued on Page 7)

1st TIGE-AIR-VAN SHIPMENT NOTED

The first Tige-Air-Van movement from the Burbank station under Flying Tiger's new household goods development program was flown east to New York in December.

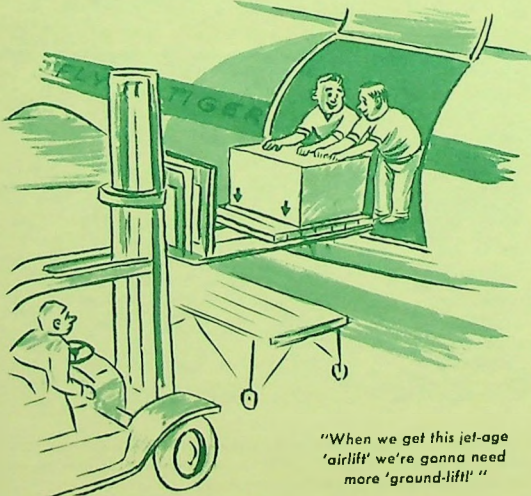
It was a shipment from the Douglas Aircraft Co., at Santa Monica, Calif., for an employee and his family being transferred to the New York area.

Shipping arrangements were made by Dick Krueger, Douglas Traffic Manager, and Charles Shumway of the BUR Sales Staff, who has been appointed by District Sales Manager George Mildeberger to develop traffic for the program in the Los Angeles area.

The shipment totaled 6,351 pounds and was moved in five van containers to the Newark station of the airline, where it was held for delivery instructions by the Douglas employee.

Advantages of the program over surface movement are much faster delivery, permitting the family to plan a move into a new home with less transfer expense; and a lower over-all cost to the company for both delivery of the employee's furnishings and interim living expense during the period of relocation.

Bernard Tenney, Western Regional Sales Manager, said that advantages of the program are now being studied by both the Shell Oil Company and Standard Oil Company of California.



"When we get this jet-age 'airlift' we're gonna need more 'ground-lift'!"

CAB Okays FTL Highway Transport

(Continued from Page 1)

first point was not in fact receiving air transportation.

'Not Adverse to Public Interest'

"On the facts before us and in the circumstances of this case," said the CAB, "we find that the service proposed by Tigers will constitute air transportation and will not be adverse to the public interest.

"It is clear from the evidence which has been presented the Flying Tiger's proposed operation will make available to the shipper faster deliveries and greater daily available lift than it would be economically feasible to offer in a direct operation, and will at the same time permit Tiger to realize substantial operational economies. Under these circumstances we would be loath to prevent the operation except in the face of compelling considerations. We find no such considerations here.

"We should add that we are not undertaking in this case to mark out the precise circumstances in which service by an air carrier involving a surface haul should be deemed to be air transportation. We only find in passing upon Tiger's notices under the board's airport regulations that Tiger in performing the proposed services will be furnishing air transportation as required by its certificate.

'Air Transportation' Definition

"... One further matter should be mentioned. Philadelphia makes the subsidiary argument that the Philadelphia-Newark truck haul is subject to the jurisdiction of the Interstate Commerce Commission. Our finding goes no further than that Flying Tiger Line's proposed service will, as to it, constitute air transportation and that in rendering service through the airports proposed Flying Tiger will be fulfilling its obligations under its certificate. We are not asserting jurisdiction over the motor carrier as an air carrier nor are we determining the status of the truck operation under the interstate commerce act.

"Whether the Philadelphia-Newark truck haul should be considered as incidental to air transportation within the meaning of the interstate commerce act, and thereby exempt from economic regulations under that statute, is a matter for the Interstate Commerce Commission. We do not intend that our action here should influence what that decision should be.

"If the Commission should conclude under the standards normally applied by it that the truck operation is not exempt, the trucker must have or obtain the requisite ICC authority in order for Flying Tiger Line to operate in the manner it proposes."

The board indicated that there were situations in which the airport closest to a community might not be as desirable for service to that community as some other airport located a greater distance away. It said:

"Under the board's customary practice, extending back to the issuance of the original 'grandfather' certificates, of designating as points in certificates of public convenience and necessity issued by it the specific communities to be served, rather than the airports through which the service shall be rendered, there necessarily arises in every instance the problem of moving the traffic between the community and the aircraft that will actually perform the air haul.

"In most cases, particularly where the transportation of passengers is involved, no question arises as to the airport that should be used for the reason that there is usually some airport located close to the designated community which is the logical landing area through which to serve the point, and may be the only airport through which service can conveniently be offered. However, this is not always true and there may be situations in which the airport closest to the community will not be as desirable for serving the point as will

some other airport located a greater distance away.

"It has never been suggested that the availability of an airport located nearer to the certificated community than is the second airport actually being used in and of itself causes the service to lose its character as air transportation to the certificated point. And we can perceive of no sound reason why this should be deemed to have occurred merely because the airport being used is situated close to a second certificated community.

"We are satisfied that the determination of whether service to a certificated point through a particular airport constitutes air transportation to that point within the meaning of the act and the carrier's certificate of public convenience and necessity depends upon all the facts and circumstances in each particular case, including such matters as general practices in the industry; the distance of the airport from the community to be served; the availability of other airports; the speed, convenience and frequency of the service that can be offered to the community through one or the other airport; the relative cost to the carrier of serving the community through the available airports, etc."

Shows 'Ride High' Thanks to FTL

The good old days of a long trainride between shows is over for show business.

Or, at least, a part of show business.

For the second time in recent months, show producers have chartered Flying Tiger planes so they could complete a run in one city on a week-end and open a few days later in another city across the continent.

The first occurred when producers of "The Marriage Go-Round," current Broadway hit, started figuring out how to close in San Francisco on a week-end and open a couple of days later in Philadelphia. They found the answer in a Flying Tiger airfreighter, which they chartered

to fly all the scenery across the country.

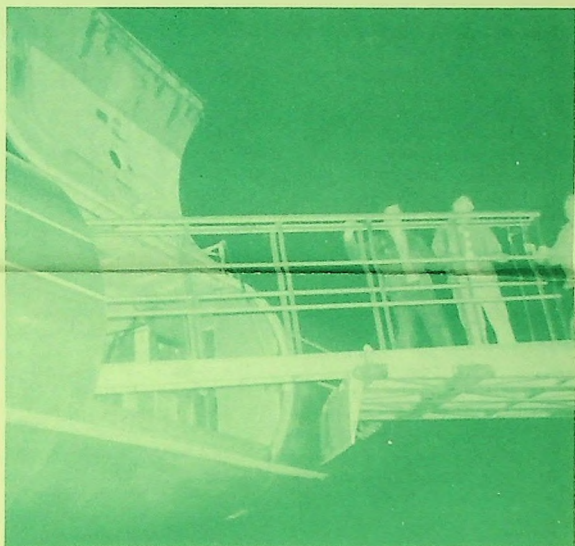
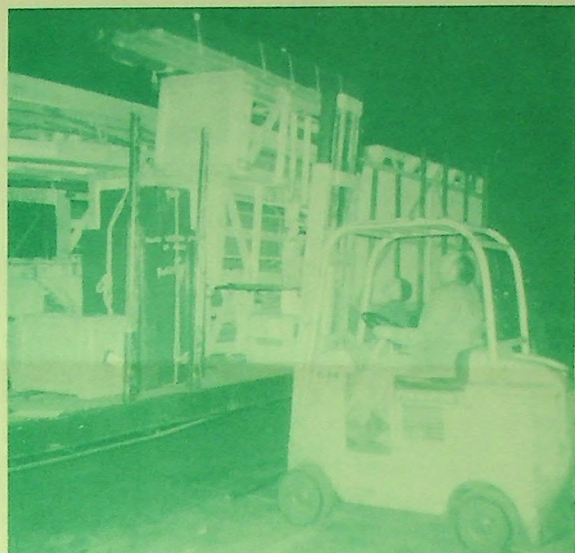
San Francisco also has been the scene of the second such freight movement, which occurred in November. The Broadway production, "The Pink Jungle," was playing to packed houses in San Francisco when the producers learned their next engagement would be in Detroit and was a sell-out. However, the San Francisco close was so near the Detroit opening that no additional performances could be scheduled.

It was then that General Manager Rapport and Joe Harbuck, master carpenter of the show, remembered how the same problem faced "The Marriage Go-Round." Contacting Vern Chase of SFO Sales, they arranged to charter a Super H Constellation for a non-stop flight from San Francisco to Detroit.

Arrangements were completed by Don Therasse, SFO Station Manager; John Slingerland, SFO District Sales Manager; and Lou Rassler, Detroit Station Manager, for pickup, loading and delivery of the sets so that upon completion of the last performance at San Francisco on a Saturday midnight, the entire show scenes were put aboard a Tiger airfreighter and flown to Detroit for an opening there four days later.



"I've just deadheaded on a Mars Rocket and you can have it!"



In the photos above, loading of scenery from the Broadway production, "The Pink Jungle," is shown as it was accomplished at San Francisco for non-stop flight to Detroit opening of the show.

Air Cargo Soars to Boom Levels

(Continued from Page 5)

as from a string of regional warehouses. Studies have shown that the cost of maintaining inventories and warehouses often runs as high as 25 per cent of the value of the goods in inventory. Also, the use of surface transportation requires an inventory in the distribution pipeline. And the value of this inventory is vulnerable to price shifts.

Shorter, Safer Transit

Some companies also report cost reductions are possible because air freight often reduces the need for extra packaging. Damage claims against air carriers have been running considerably below those for surface carriers. And, although the air cargo ton-mile rate is still considerably above that of surface carriers, the distance between two points is much less by air in terms of actual miles.

The traffic manager, traditionally trained to consider air only as an emergency service, represents the biggest hurdle facing air freight proponents at the present time. Consequently, the promoters of air service have been seeking the ear of top management. Another reason for going to the top man is that the changeover to air for regular distribution involves decisions that cut across many company areas—inventories, control, warehousing, packaging, distribution channels.

In early years, air freight was primarily an emergency service, and for many shippers it is still just that. The breakdown of a production line for the want of a missing part was the traditional impetus to the use of air freight.

By cutting inventories to the bone, management is creating states of near-emergency in which it has to rely on air service more and more. Companies are discovering that so-called planned emergencies—the reliance on air

service rather than on large stocks of spare parts—is often more economical.

However, the rocketing growth of air freight in recent years attests to the fact that many companies have turned to air for their non-emergency shipments. Industries in which time is a critical factor—advertising, cut flowers, high fashion apparel, magazine publishing, films—are using air for all or a substantial share of shipments.

Savings on Overseas Shipment

One of the most important economies achieved through the use of air service is in international trade. Every time freight is shifted from one kind of carrier to another, it costs money. Air transportation reduces considerably the number of transfers between different carriers needed for overseas shipment.

Renault, Inc., is saving money by air-freighting auto parts from France to the United States, because the uncrated parts can be delivered by truck directly to the air carrier instead of being crated for shipment by truck and rail to dockside.

Clearly, the future potential for air cargo is immense. A recent joint study by the U. S. Census Bureau and the Boeing Airplane Company revealed that planes today are flying only about 5 to 10 per cent of the ton-mileage suitable for airlift in the export-import trade. Boeing points out that because of the longer distances and slower speeds of surface transport in international operations, the potential for the cargo plane is even greater in world trade than in domestic operations.

**Use Your
CREDIT UNION
It's Yours!**



"21 Charlie" gets its paint job as a Lufthansa ship to start Flying Tiger's new contract. (Story on Page 3).

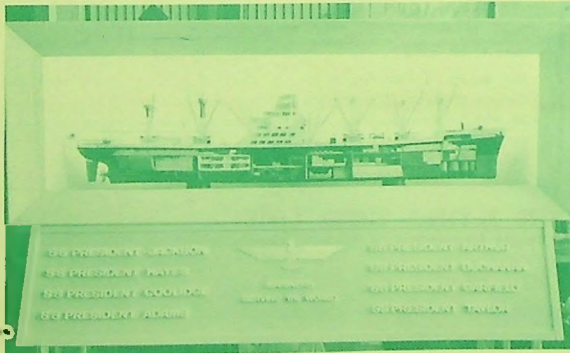
Anniversary of FTL Certification Hailed By Nation's Press, Noted in Tiger Ads

(Typical Advertisement below from Traffic World, December, 1959)



RECORD YEAR MARKS FLYING TIGER ANNIVERSARY

Ten years ago, in 1949, Flying Tiger received the first Civil Aeronautics Board Certificate granted an all-cargo airline, that for U. S. Airfreight Route No. 100. Now 1959, the tenth anniversary of the award, has proved by far the biggest year in Flying Tiger history. In the headlines, you will see reflected some of the accomplishments and events that made 1959 a record-breaker.



Ocean Cargoliner Model Flown by Tigers

Something new in ship models—a three-dimensional cutaway of an American President Lines mariner-class cargoliner, scaled one-eighth inch to the foot—had its public unveiling at the 46th National Foreign Trade Convention November 16-18 at New York's Waldorf Astoria Hotel. Built in San Francisco, the six-foot-long model was airfreighted to New York via Flying Tiger Line. It is framed in natural poplar and mounted in a shadowbox display case. Overall dimensions: 7'1" long; 2'1½" wide; and 5'9" high.

58.9% July Increase, Flying Tiger Reports

Tigers Need No Subsidy, Want None, Says Prescott

Tigers Begin New Intra-Area Service

New Service To Southeast Set By Flying Tiger Line

Flying Tiger Orders First Fleet Of Jet-Powered CL-44 Airfreighters

CL-44 To Make Airfreight Competitive With Trucks

FLYING TIGER LEADING AIRFREIGHT CARRIER

First to top 100 million ton miles

March Tiger Traffic Over 1958

FLYING TIGER '59 FREIGHT UP 33%*; SETS ALL-TIME RECORD

*Final figure estimated

Flying Tiger Announces New Sky-Highway Service

FLYING TIGER SEEKS TRANS-PACIFIC ROUTE

Flying Tiger Announces Freight Research Program

Flying Tiger Declares First Cash Dividend

New York Central Buys Into Flying Tiger Line

Flying Tiger First With San Francisco-New York All-Cargo Non-Stops

Flying Tiger Reduces Deferred Freight Rates

Flying Tiger Sets Record For Operating Earnings



SHIP WITH THE LEADER—IT COSTS NO MORE THAN ORDINARY AIRFREIGHT!

FLYING TIGER LINE

General Offices: Lockheed Air Terminal, Burbank, Calif.

ONLY CERTIFICATED, SCHEDULED TRANSCONTINENTAL AIRLINE SPECIALIZING IN AIRFREIGHT

PRESCOTT TELLS SECURITY ANALYSTS AIR FUTURE

Upwards of 200 members of the Los Angeles Society of Security Analysts attended a luncheon on November 24 at the Biltmore Hotel to hear Robert W. Prescott, President of The Flying Tiger Line, review the progress of the airfreight industry and discuss its future.

The speech was followed by an extensive question-and-answer session. Dwight C. Baum, president of the Society, presided at the luncheon, which was also attended by Allen Chase, Director of the airline; John L. Higgins, Vice President; and Peter T. Albert, General Sales Manager.

Mr. Prescott emphasized substantially the same viewpoints expressed in an earlier speech in October before the New York Society of Security Analysts. In this address, he pointed up the growth that had occurred in airfreight in the past five years and the reasons for it, the advantages of the turbine engine aircraft now in the building stage for airfreight, and how the usefulness of this type of airplane could be converted into better shipping opportunities for industry.

Many Questions

Questions by the analysts covered a broad range of subjects, from financing of the new fleet of CL-44D-1 turbo-prop airplanes by FTL, to traffic-generating agreements with other types of transportation.

A summary of his answers to various questions follows:

Financing—The new fleet was purchased principally through the provision of a guaranteed loan by the Canadian version of the American Export-Import Bank.

Earnings—Flying Tiger's second quarter ending December 31 will not be as good as the first quarter due to the loss of military contracts.

Traffic—FTL now has extensive traffic interchange agreements, both with other airlines and a broad network of surface carriers, so that airfreight service can be provided to many areas beyond FTL's route system.

Markets—FTL now has approximately 32 per cent of the long-haul airfreight market.

Pure jet vs. turbo-prop—FTL feels that the turbo-prop will operate more efficiently on its route structure. Costs of both

types of aircraft are close to one another but the CL-44 will provide more efficiency on our type of up-and-down flying between short segments such as Boston, Hartford-Springfield, Detroit and Chicago.

Disposal of Super H aircraft—The airplanes will be largely written down when the CL-44 fleet is delivered. The market for such aircraft now is poor but because FTL's Super H fleet is convertible for use either as passenger or freight ships, salability should be better than for the straight passenger types.

Military contracts—We and other carriers are seeking Congressional action to require the government to apportion its air traffic as it does maritime traffic, where it requires that 50 per cent of such business be given to commercial carriers. We believe we will be successful in eventually getting such action. We are fighting the inequity in government contract awards which are being given to companies set up to bid for the business by leasing out-of-date surplus aircraft at cut-throat prices while carriers such as FTL spend their money for modern aircraft required under the government's emergency aircraft aid program and are then left idle.



President Robert W. Prescott answers a question in talk before Los Angeles Society of Security Analysts.



Director Allen Chase of The Flying Tiger Line points out the unique swing-tail loading feature of the CL-44D-4 turbo-prop aircraft now on order by the airline. Watching, left to right, are President Prescott, Dwight C. Baum, president of the Los Angeles Society, and M. G. Montgomery, General Manager of Western Transportation Company, one of the nation's largest airfreight shippers.



Here is the military version as it cruises high above the Canadian countryside.

More CL-44D Views

(Story on Page 1)

Ex-Tiger Is Now Travel Agent

Gene Huntington, former Station Manager for The Flying Tiger Line at Honolulu, has established his own travel agency in Honolulu.

Huntington, who served with the airline up to cancellation of the MATS contract last fall, is doing business as Businessmen's Travel Agency, located at Box 8149, Honolulu. His telephone number is 994-522.



Another air view of the big ship.

Credit Union Laws Eased

Of importance to all Credit Union members are the changes in the Federal Credit Union Act recently signed by President Eisenhower. A short summation of these follows.

Effective Immediately

The maximum maturity of loans is now 5 years instead of 3.

The unsecured loan (signature loan) is now a maximum of \$750, depending upon seniority in the company. This used to be \$400.

The Board of Directors is to declare dividends. (This means no motions from the floor, as the dividend will be decided before the Annual Meeting.)

Officers and committee members may now borrow up to the limit of their shareholdings. Earlier they could not borrow from their own Credit Union.

Robbery of a federal Credit Union now becomes a federal offense.

These are a few of the first major changes made in the federal act since it was first passed in 1934. It required the teamwork of CUNA officers, leagues and local credit union people. They are to be congratulated on a job well done, for they faced serious opposition in certain quarters. And they have given us, the Credit Union members, a "break"—deserved or not!

THE FLYING TIGER LINE
LOCKHEED AIR TERMINAL • BURBANK, CALIF.

'BRAIN-WASHER' by Chuck Snoke

(Answer on Page 4)

Q—Suppose the 7th tooth of a normal round gear is right opposite its 23rd tooth—just supposin' this—then tell us how many teeth there are altogether. (2 minutes time limit.)