Tigereview

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FTL Brief Seeks Lower Tariffs

'Statement of Position' Calls CAB Proceeding 'Most Important'

Airfreight carriers must be given the leeway to reduce tariffs and make *"flexible provision for incentive rates"* if they are to bring about the vast increase in traffic that can be attained with new turbo-prop equipment coming into service next year, Norman Meyers, General Counsel of The Flying Tiger Line, told the Civil Aeronautics Board.

The airline's position, which is being widely watched within the industry, was revealed in detail for the first time when Meyers filed with the CAB on October 14 a "Statement of Position," preliminary to later filing of a new tariff.

The statement was presented in answer to a request of the Board several weeks ago to all air carriers asking them for their views on the matter of airfreight rates and the present tariff structure which is built around a minimum rate floor.

Calling the proceeding the "single, most important" action before the Board in respect to airfreight, Meyers declared:

"Upon its outcome depends the future of the airfreight industry—it will directly affect the rate of growth of the industry, it will make possible the elimination of discriminatory rates to many shippers which have accreted through the haphazard growth of loose, generic-type classifications of commodities, and it will decide whether cargo carriers who have purchased new, turbine-power all-cargo aircraft will be able to operate them and survive.

"The Order of the Board admirably sets forth the issues

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BUR Tigers Aid Red Feather—Dick Fuller (left) of The Bendix Co., North Hollywood, presents a record check to President Bob Prescott of The Flying Tiger Line who is serving as 1960 chairman of the San Fernando Valley Community Chest Drive. A goal of $201,500 has been set for the fall campaign, and Flying Tigers helped it get off to a healthy start by contributing the largest amount ever donated by company employees, more than $9,000. More than 45 Valley business leaders are joining in the fund-raising drive, which is part of an all-Los Angeles effort to raise more than 12 million dollars for the support of some 170 welfare agencies participating in the Chest program.

FTL Operations Reported for Fiscal Year

Operations of The Flying Tiger Line for the fiscal year ending June 30, 1960, resulted in a loss of $998,668, compared with net income and special items of $1,391,366 in the previous year.

The loss, which President Robert W. Prescott told stockholders resulted *"from a paralyzing rate situation in the military contract field,"* was equal to 74¢ a share on 1,414,490 shares of outstanding common stock after preferred dividends. Earnings in the previous year equalled $1.23 a share on an average of 1,095,331 shares.

The airline reported revenues of $25,987,014, compared with $34,579,936 in the preceding year. Airfreight revenues increased to $14,656,314 from $13,315,698 but military charter and commercial service sales revenues declined to $11,330,700 from $21,264,238.

Prescott said the full impact of chaotic conditions in the military contract field, which had been long foreseen, came to bear

(Continued on Page 8)

Sales Execs Reshuffled for Eastbound Airfreight Push

A re-assignment of sales responsibilities designed to further emphasize the campaign for development of eastbound airfreight was announced this month by Peter T. Albert, General Sales Manager.

John Brannigan, who has served as Eastern Regional Sales Manager, was transferred to Burbank to take over the same post for the Western Region. He relieves George Zettler, Assistant to the General Sales Manager, who had been handling both the Western Regional supervisory post as well as his own duties pending selection of the western manager. Zettler will now spend full time on his original assignment of developing special sales projects, such as the airline's household goods program.

Brannigan was succeeded at Newark by Joseph Ryan, who moved up to the Eastern Regional Sales Manager position from District Sales Manager at Newark. In turn, Walter Bowman becomes DSM at Newark.

Joining the airline in New York in 1952 as a salesman, Brannigan advanced to his present position through various assignments in the New York office, including export-import traffic where he compiled an outstanding record.

Ryan has been with Flying Tigers since 1955, starting as a salesman at Burbank and subsequently serving as District Sales Manager at Portland and Newark.

Bowman has been with the

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John Brannigan
Western Regional Sales Mgr.

Joseph Ryan
Eastern Regional Sales Mgr.

Walter Bowman
District Sales Mgr., Newark

The Competitive Airfreight Race

Last month, we talked about the great amount of new competition that has come into the airfreight business in the past year—the increased number of new flights by other carriers, advertising emphasis by our competitors, studies on airfreight and its potential to industry as a new means of distributing goods.

In all this, a simple fact remains. It is that largely our rates and equipment are about the same as theirs and, in general, we mostly fly to the same places.

So what is it that can make the difference when a shipper comes to selecting a carrier? The answer many times is "Service."

And never underestimate how much "Good Service" means. For example, the following letter and what it can mean to us in the development of our new Household Goods program. It came to us from Walt Bowman, District Sales Manager at Newark:

Grandview Apartments No. 4
33 Second Place,
Long Beach 2,
California

September 16, 1960

Office of the President
The Flying Tiger Line
Newark, New Jersey

Attention of the President:

Dear Sir:

I have always found the average citizen is prone to write a letter whenever he is dissatisfied with any service, but seldom is motivated to do so when he is particularly pleased. I am tremendously pleased with the Flying Tiger service and I think it is only right for me to tell you so.

I am sure I am an average customer. On September 3 I flew from Newark to Los Angeles to join my husband who had been here for several months. Since all our belongings had to be put in storage, I had kept out a wooden chest of carefully selected and tightly packed household objects chosen for their usefulness and also to make a furnished apartment look more "homelike" to us. I also had a footlocker of ancient vintage, a large suitcase in excellent condition and a typewriter without which I cannot live very efficiently.

Earlier in the summer I had talked to Mr. O'Leary in the Newark office, who explained the deferred rate plan to me and was sincerely courteous and helpful. When my departure date finally was firm, I talked to him again, and following his suggestions, arranged for my goods to be shipped by the Flying Tigers. This was August 30 and not only just before a holiday, but also at the onset of the Pennsylvania Railroad strike, when I would naturally expect you to become bogged down from the holiday and overloaded with rush

(Continued on Page 8)

Higgins Foresees Outstanding Atlantic Charter Year in '61

A banner year in 1961 for Flying Tiger on the Atlantic has been forecast by John L. Higgins, Vice-President of Sales, who has announced the establishment of a comprehensive sales program designed to book the greatest number of group flights in FTL history.

Higgins announced that the Line would make available for the Spring and Summer season of 1961 a full fleet of the Lockheed 1049-H Super Constellations to expand development of the North Atlantic group charter market, a market pioneered by Flying Tiger and which resulted in the year 1957 in peak revenues of some $4,000,000.

George Vaughan, Director of Contract Operations & Sales, will head the over-all sales program now being undertaken, while Brian Hayhoe, Atlantic Sales Manager, is in charge of a specialized sales organization centered in New York which is concentrating on the North Atlantic group charter program.

Midwest Office

In addition to the New York Sales office, a Midwest sales office has been established at Chicago. The program will be supported by selective travel advertising and publicity programs.

Hayhoe, in a special message to all employees of the Line, announced the institution of a bonus plan which would result in payment of $100 to any employee, with the exception of Contract Operations and Sales, who submitted a sales lead that resulted in a group flight sale for the company. Here are the details of the program as listed by Hayhoe:

"In 1961 The Flying Tiger Line will have more transatlantic group charter flights to sell than ever before. You can play a part in this important program and at the same time make some extra money for yourself.

"Here are the details:

(a) From May through September we will operate a daily round trip flight over the Atlantic with additional capacity at peak periods.

(b) Our tariff is competitive and is based on two types of seating arrangements:

"(1) 101 to 118 Passengers and (2) Up to 100 Passengers. In addition, you will note that the tariff offers a choice in the period of time spent on the trip, i.e. 23 days or less and over 23 days. The 23 days or less price is cheaper and is designed to attract groups with short vacation periods as this traffic gives us a more balanced program. Your supervisor will have copies of these tariffs and can give you full information. Included in the charter rate is 50 lbs. of baggage per person, hot meal service while in flight, and bar service at 'in bond' prices.

"All you have to do to earn $100 is to give us the name, address and contact in writing for any new group who is interested in chartering one of our aircraft and we will do the rest. When your group flies with us, we will pay you $100.

"Alternatively, we will pay you 1% of the total charter price—this will average $300—if you sell a flight to a charter-worthy group in which no travel agent is involved and handle on our behalf the necessary paper work to consummate the charter.

"The above applies to all FTL employees with the exception of Contract Operations and Sales personnel."

Higgins Statement

In his general announcement, John Higgins said:

"The charter flights as operated by Flying Tiger will not only effect for the charter groups considerable savings, even under economy class individual travel rates, but even more important will assure qualified groups of comfortable transatlantic flights during the spring and summer travel months.'

Higgins added that although the advent of jet equipment has resulted in the diversion of some piston-driven passenger aircraft to the charter market, 1960 had seen a great shortage of experienced air charter carriers to give groups proper service during the season.

Flying Tiger has been a factor in the world-wide group charter field since 1946.

The transatlantic group charter business stems from an act of the Civil Aeronautics Board in 1955 which permits qualified air carriers to provide—under strict CAB supervision—low cost transatlantic air transportation to qualified groups, clubs and similar organizations. This action by the CAB is designed to stimulate international air travel by providing low enough group rates to enable thousands of Americans to take advantage of transatlantic air travel.

Higgins emphasized that Flying Tiger's program was directed only at bonafide clubs and organizations, such as recreational, educational, fraternal, religious and other organizations which are considered charter-worthy under CAB regulations. He pointed out that by use of this plan, a bonafide organization can provide extremely low cost round-trip air transportation to Europe for its members by chartering a modern aircraft. The cost of such a charter equally prorated among group members on the flight results in a round-trip cost New York/London of less than $240 per person.

'Brain-Washer'

(Question on Page 8)

A—Bridge was 48 feet long and Jane ran at a 12 mph clip.

Shown here in the early planning stages of Flying Tiger's 1961 all-out North Atlantic group charter program for 1961 is the New York Sales staff. Brian Hayhoe, Atlantic Sales Manager, left, discusses advance bookings with the group in the New York office. Prominent in the foreground is a model of the Super Constellation to be employed in the group charter program. Shown at Hayhoe's left are Marie Claunch, secretary, Public Relations and Contract Sales; Vincent M. Burke, Sales Representative; and Gail Drew, Reservations Agent.

Comment Bared

J. Kendrick Noble, whose note didn't say where he wrote from, dropped the following comment to the *Tigereview* about that picture of Esther Williams in the August issue and the caption saying that Flying Tiger had flown her swim suit equipment on several previous occasions:

"What are you bragging about?

"Anybody could wrap up Esther Williams' swim equipment and stick it in an airmial envelope and send it across the nation for 7¢!"

How about that, Esther?

Scenes such as this—showing a Tiger Atlantic charter flight of two years ago—will become frequent again in 1961 as the airline's full fleet of 1049-H Connies is made available for the transatlantic charter program.

MATS Traffic Boosts October Contracts

An increasing amount of military traffic plus several overseas commercial charters boosted Flying Tigers' October Contract revenues to the year's high point, George Vaughan, Director of Contract Operations and Sales, announced.

As *Tigereview* went to press, estimates of CONOPS traffic for the month were placed at $1,508,000, or some $250,000 higher than any other month of the year.

Traffic jumped sharply in October from the September volume of $821,183 and the August figure of $889,157. The increase was largely accounted for by requests of the military for commercial contract service on both the Atlantic and Pacific.

During October, the airline flew its CONOPS fleet at almost capacity on military trips from Dover, Md., and Charleston, S.C., to the Azores, Casablanca, Madrid and Tripoli in the Atlantic sector; and from Travis Air Force Base, Calif., to Honolulu, Guam, Tokyo, Okinawa, and Manila in the Pacific.

Additionally, the airline operated special charters of truck parts for the Ford Motor Co., from Detroit to Sao Paulo, Brazil; and for Rolls-Royce from England to Seattle.

Within the United States, the airline also flew a series of military passenger flights between various domestic military bases such as El Paso, Palm Springs, Newport News, Va., Boston, Monterey, Newark, Louisville, Ky., Columbus, Springfield, Fort Dix, Columbia, S.C., and Oakland.

Transatlantic Carriers See Cargo Surge

By David H. Hoffman
(Aviation Week)

NEW YORK—Cargo carried across the North Atlantic by International Air Transport Assn. carriers will increase at least 40% during 1960 to continue the breakthrough trend begun last year when IATA freight flow grew a record 45%, an *Aviation Week* survey indicates.

The traditional second-half upswing in IATA cargo traffic, when coupled with the traffic record for the first six months, is expected to produce a year-end total of about 56,000 tons. In 1959, the 17 IATA carriers operating along North Atlantic routes moved 40,027 tons.

Airline cargo experts report that these key factors are behind the continuing surge in transatlantic freight traffic growth:

- Selective rate reductions voted by IATA to take effect on April 1, 1959, and April 1, 1960.
- Phase-in of piston-engine freighter conversions, primarily the Douglas DC-7F and Lockheed 1649 and 1049 Super Constellations.

Inauguration of jet service by 14 of the 17 IATA carriers dur- 1958, 1959 and 1960.

- Vigorous new sales emphasis on air cargo as well as over-all competition mounts in the North Atlantic passenger market.
- European manufacturers' drive to expand their sales in the United States without sinking too much capital into costly warehouse distribution systems, plus the increased popularity of consumer imports from Europe.

Airlines Selling Hard

Airlines realize that before rate reductions have much impact on air shippers, many months of hard selling are required. This activity, under way for the past year, is aimed at ensuring that the gains in North Atlantic cargo traffic—which averaged an annual 20% during each of the 10 years preceding 1959—do not slip below the present 40% plus growth rate.

Stimulating effects of the all-cargo conversions is illustrated by comparing the tonnage moved on passenger flights, as opposed to tonnage moved by freighter flights, during the last 12 years. In 1948, for example, 2,490 metric tons of cargo traveled across the North Atlantic on passenger aircraft while only 877 tons were carried by freighters.

In 1956, the ratio was 12,404 passenger flight tons to 6,100 freighter tons. During 1959, the ratio was about 4 to 3, while preliminary figures indicate that almost as much cargo business will fall to the piston-driven freighters in 1960 as to passenger aircraft, despite the massive influx of high-capacity jets on the North Atlantic.

Registers— William E. Fowler, Manager, Military Sales, The Flying Tiger Line, registers for Joint DOD Carrier Missile Seminar, held in El Paso, Texas, Sept. 20-23. Helping Fowler to register are Ovella Butler and Marge Gregg of the El Paso Chamber of Commerce. The conference was called by Col. William B. Avery, Assistant Director of Traffic-Missiles of the Military Traffic Management Agency of the U.S. Army, to review the growing importance of missile and missile-component traffic in the nation's transportation system. Discussions involved the problems involved in commercial transportation of high-explosive warheads and liquid and solid propellants associated with missile, rocket and satellite programs.

Peterson Heads FTL Midwest Charters Out of Chicago

Walter V. Peterson has been named Sales Manager in charge of midwest group charter sales for The Flying Tiger Line.

The appointment of Peterson, long-time Chicago resident and veteran travel sales executive, marked the expansion of Flying Tiger's role in the trans-Atlantic group charter business which line officials prdeict will hit an all-time high in 1961.

Peterson, a native of Chicago, attended Loyola University, Northwestern University, and Blackstone College of Law before entering the travel industry. He leaves the post of Assistant Passenger Traffic Manager of American Banner Lines, Inc. to join Flying Tiger. Previously he served as branch manager for Caribbean Cruise Lines; Assistant Midwest Manager for Arosa Line, Inc.; Manager of the Lasalle Travel Service, Chicago; and spent five years with the Chicago, Milwaukee & St. Paul Railroad as passenger representative. The Flying Tiger Line Midwest International Charter Division office will be located in the Loop area at 108 N. State Street.

Brannigan in Seminar

John Brannigan, while still FTL Eastern Regional Sales Manager, and before his appointment as Western Regional Sales Manager (see story on Page One) was selected to participate in a special summer American Management Association workshop seminar held at the Hotel Astor in New York City. Together with representatives of other industries, Brannigan discussed the various aspects of handling branch or regional sales programs.

Birds, Monkey Attract Visitors At Tiger SFO Festival Exhibits

On Sunday, September 18, The Flying Tiger Line took part in the third annual Pacific Festival Air Show at the San Francisco Airport with a twenty-five-foot display.

Inasmuch as the Pacific Festival theme was to give a panorama of culture and commerce from the 44 countries of the vast Pacific Basin, it was decided that the SFO Tiger display should endeavor to give the public a panorama of the different types of freight carried.

Two talking mynah birds, Zsa Zsa and Zsa Zsa, Jr., and a cinnamon ring-tailed monkey were drawing cards to the display. They were procured from a local pet shop by project chairman Vern Chase.

Besides the animals, a box of chrysanthemums was donated by Wm. Zappettini Wholesale Florists through the efforts of Vern's assistant, Cal Philips of SFO Sales. Also included were a model Tige-Air-Van container, a Premier Kennel for shipping animals, and cartons from major FTL accounts in the Bay Area.

Balancing out the display was a waterfall in the middle with a Super H Constellation model on one table and a CL-44 model on the other.

Both Cal and Lynn Rankin, Customer Service representative, assisted Vern in setting up the display and in answering the many requests for information.

Cal also was instrumental in obtaining the eye-catching waterfall which drew notice from a prominent visitor to the display, Jay North, who plays Dennis the Menace on TV. He was at the Air Show to kick-off the Bay Area United Crusade.

John Slingerland, DSM, and Ray Keiser, Assistant DSM, both remarked about the highly favorable response shown by the many visitors to the Tiger display.

Lynn Rankin (left) and Cal Phillips exchange a few words with the mynah birds, which proved a hit with spectators.

View of Tiger display arranged by SFO Sales.

'THANK YOU!'

Boston Symphony Orchestra

BOSTON, MASSACHUSETTS

Mr. Edward F. Fahey
The Flying Tiger Line, Inc.
Tokyo, Japan

Dear Mr. Fahey:

I should like to have written sooner to speak of our gratitude for all the help you gave us during our recent trip in the Pacific area, but getting our affairs here under way has delayed me. In any case, we owe you a debt of thanks for many courtesies—it was a great help to have you and the Flying Tiger Line at hand, and we are grateful.

Cordially yours,

Manager

Dode Penrod
Advertising Manager

Penrod FTL Ad Head

Dode Penrod, a member of Flying Tiger's Public Relations Staff since 1952, has been named Advertising Manager for the Company, Leonard S. Kimball, Vice President-Public Relations, announced.

"We are currently developing a major advertising program for the start of CL-44 service next year," Kimball said, *"and Miss Penrod will be in charge of that effort plus the administration of our current program. Such an assignment of responsibility is necessary to insure that our advertising effort gets the concentrated attention which it needs to be successful."*

For the past several years, Miss Penrod has been handling much of the detail of the company's advertising effort.

Prior to joining The Flying Tiger Line in 1952 she was employed in the sales departments of the Philco Corp., in Dayton and Philadelphia; and the Monroe Calculating Machine Co., in Wichita. Subsequently, she spent several years with the C. J. LaRoche Co., in New York, one of the nation's largest advertising agencies.

September Airfreight 2nd Highest

Airfreight traffic on The Flying Tiger Line in September marked up the second largest monthly volume of the year, John L. Higgins, Vice President-Sales, announced.

The figure of $1,236,553 also constituted the second straight month of increasing volume since July, which, with the exception of February, was the low point of the year. February traffic was affected by a strike.

A review of the year to date showed that starting with March, when traffic totaled $1,278,629, airfreight volume declined steadily to the July low of $1,022,580.

August traffic recovered to $1,159,639, a gain of 13.4 per cent over July, and the September figure, in turn, was 6.6 per cent above August.

For the first nine months of the year, traffic totaled $10,167,510, compared with $11,278,329 last year.

Among domestic stations, Hartford-Springfield showed the largest month-to-month gain with September traffic rising 67.3 per cent over August, followed by Cleveland, 42.5 per cent; Philadelphia, 30.6; San Diego, 16.9; Detroit, 16.0; Binghamton, 11.8; San Francisco, 10.2; Portland, 9.4; Chicago, 9.1; Boston, 7.2; and Newark, 2.7.

September was also high month of the year for Philadelphia, Detroit, San Francisco, Boston, and Seattle.

Stations which were able to show nine-months gains over 1959 included Portland, 30.0 per cent; Cleveland, 24.0; Hartford-Springfield, 15.1; and Detroit, 8.3.

CANADAIR ENGINEERING HEAD CITES CL-44 ADVANTAGES

Eight important advantages of a turboprop cargo airplane over turbojet or turbofan powered aircraft were described in a lecture by E. H. Higgins, vice-president, engineering of Canadair Limited, Canadian subsidiary of General Dynamics Corporation. This lecture was part of a three-day Air Logistics meeting held in Tulsa, Oklahoma by the Institute of Aerospace Sciences.

Higgins' analysis of the operating advantages of the CL-44, which Flying Tiger will introduce into airfreight service next year, graphically pointed up some fundamental reasons for the the airline's choice of turboprop equipment over the pure jet.

The Higgins paper is being reproduced in detail in the *Tigereview* so that employees, especially those in the operating and sales field, will have at their fingertips a source of information about turbo-prop freighters which will be helpful in discussing the advantages of this aircraft with shippers and other people interested in reasons for selection of the CL-44.

Following a description of the Canadair Forty Four swing-tail freighter and its mechanized cargo handling system, Higgins lists the advantages of the turboprop power.

"During the past four years," he says, *"we naturally have maintained a comparison of the turboprop cargo airplane with competitive configurations powered by turbojet or turbofan engines. Our enthusiasms and prejudices also have been supported or tempered by discussions with major cargo-carrying airlines all over the world. Throughout this period, there are a number of characteristics of the turboprop which have continued to show a definite advantage in cargo transport operations."*

Advantages Told

These advantages are:

1. Shorter field length requirements.
2. Lower external noise-levels.
3. Better ground environment for reduced operating costs and improved service.
4. Flexibility in selection of operating altitude.
5. Substantially lower fuel consumption per ton-mile.
6. No crew-training problems.
7. Smaller and less expensive aircraft.
8. Lower direct operating cost.

The reasons for these advantages, according to Higgins, are:

1. With a given power loading, the wing loading of the turboprop, which provides satisfactory engine-out climbs and initial cruise altitude under hot-day conditions, will also provide a relatively short take-off and landing field length.

Restricting the field length of the turboprop to 7,500 ft. or less does not impose a severe penalty on operating costs. On the other hand, for a given thrust loading the wing loading for the turbofan normally will be determined by maximum acceptable field length. Reduction of field length will impose weight and drag penalties and a corresponding increase in direct operating cost, which are relatively severe for the turbofan.

For this reason, if the turboprop and turbofan aircraft are designed to provide the minimum D.O.C. for the same maximum payload/range point, the turboprop will always show a field length advantage of 20 to 30 per cent.

2. Both the level and character of the external noise generated by the high power of the turboprop are such as to eliminate community relations as a problem. This is an advantage of major importance when the secondary effects of operating restrictions, due to noise, are considered.

3. High thrust/weight ratio at low speeds reduces the effect of water and slush on take-off distance.

Relatively low noise-levels on the ground, precise control of reversing propellers and the absence of high-velocity jet blast all contribute to permitting a more convenient location of the cargo terminal and reduced taxiing time.

The theoretical block-speed advantages of the turbofan will be significantly reduced by runway, airport and take-off and approach path restrictions; terminal location more remote from specified runway; airport more remote from city; alternate airport more remote from intended destination; higher traffic density at desired altitudes and awaiting required runway; and a higher holding altitude.

These are realistic considerations which will increase in magnitude as the number of jet aircraft in passenger operations continues to increase.

4. The ability to operate efficiently in the altitude band of 15,000 to 25,000 ft. permits the turboprop to accept assigned altitudes outside the band occupied by military and commercial jets, which is becoming increasingly crowded. The advantage to the turboprop will be in terms of less frequent delays and payload penalties.

Holding at low altitudes does not impose a significant penalty on the turboprop. In the case of the CL-44D4, for example, the holding fuel at 5,000 ft. is only 200 lb./hr. higher than at 20,000 ft.

5. Fuel consumed per ton-mile is approximately one-third higher for the turbofan. In commercial operation, this is just one of the elements of the total operating cost. In long-range military operations, however, where the fuel required for the return trip exceeds the payload delivered, the substantially lower fuel requirements for the turboprop can become a major logistics consideration.

6. The flight and ground-handling characteristics of the turboprop are virtually the same as for piston-powered four-engined transports.

7. Assuming that suitable engines were available in each case, a turboprop designed for the same payload/range mission as a turbofan would have approximately three-fourths the block speed, three-fourths the take-off weight and three-fourths the initial cost. Productivity per dollar invested would be much the same. Based on actual engines available, however, the turbofan must be designed to carry substantially greater payloads to achieve its maximum efficiency. As a result, the turboprop operator will have a larger number of aircraft with a lower break-even payload and can offer increased frequency of service and/or be assured of achieving a higher average load factor.

8. For comparative purposes in assessing direct operating costs the following rules should be used:

The same payload carried the same distance; the same usable cargo volume; the same field length requirements; annual utilization based on block speed; block speed based on a rational analysis of relative ground and flight delay times; selling price based on the same break-even point; the same rate of depreciation; and the same delivery date.

"These are reasonable rules," says Higgins, *"and when they are applied, the turboprop cargo aircraft will continue to show the lowest direct operating cost per ton-mile."*

Support the Community Chest Campaign

TRAINING FOR THE 44's →

Preparation for the introduction of the Canadair CL-44 into service on The Flying Tiger Line next year necessarily involves an extensive training program for personnel.

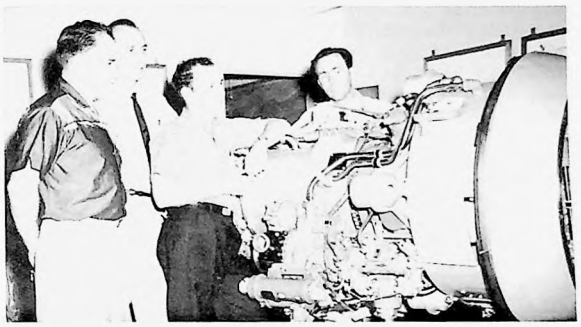
As a result, a number of flight operations and maintenance personnel have been going through paces on the new airplane and its engines at the Montreal plant of Canadair in recent months.

These pictures are the first taken of flight personnel undergoing instruction on the Rolls-Royce Tyne engines which will power the CL-44.

John Ristaino, Chief Flight Engineer; A. F. Seymour, Director of Flight Operations; T. C. Haywood, Superintendent Technical Training; all of the Flying Tiger Line, are shown here with instructor J. J. Thomas, during a recent instruction course on the Tyne engine which powers the CL-44, at the School of Instruction, Rolls-Royce of Canada Limited, Montreal.

S. E. Sidney, Flight Operations Training; W. E. Berbrick, Ground Instructor; Harold Cerniway, Flight Engineer; all of the Flying Tiger Line, are shown here with instructor J. J. Thomas.

Joseph Gaudino, Flight Engineer; Leroy C. Tripp, Flight Engineer; Curtis R. Steiner, Check Flight Engineer; all of the Flying Tiger Line, are snapped with instructor J. J. Thomas.



Tigers P. M. Entz, Flight Engineer; R. E. Smith, Flight Engineer; E. J. Boyd, Flight Engineer; pose here with instructor J. J. Thomas.

LATEST CREDIT UNION NEWS

Here are a few answers to questions which have been asked about Life Savings Insurance.

What Is It? Life Savings Insurance is life insurance on your shares with your Credit Union up to a maximum of $1,000.

What Does It Cost? It is carried by your Credit Union at no cost to you, and premiums are paid out of Credit Union earnings.

Who Is Eligible? All members, ages 1 day to 69 years of age.

Are There Any Papers To Fill Out? No. Your Credit Union carries the Master Policy that affords the coverage.

Are There Any Limitations? Other than the $1,000 maximum coverage, any limitations are mainly due to age restrictions. For instance—from 1 days old to 6 months of age, 25¢ on each dollar deposited is insured; age 6 months through 54 years, 100% coverage; 55 through 59, 75%; 60 through 64, 50%; 65 through 69, 25%; no coverage after age 69.

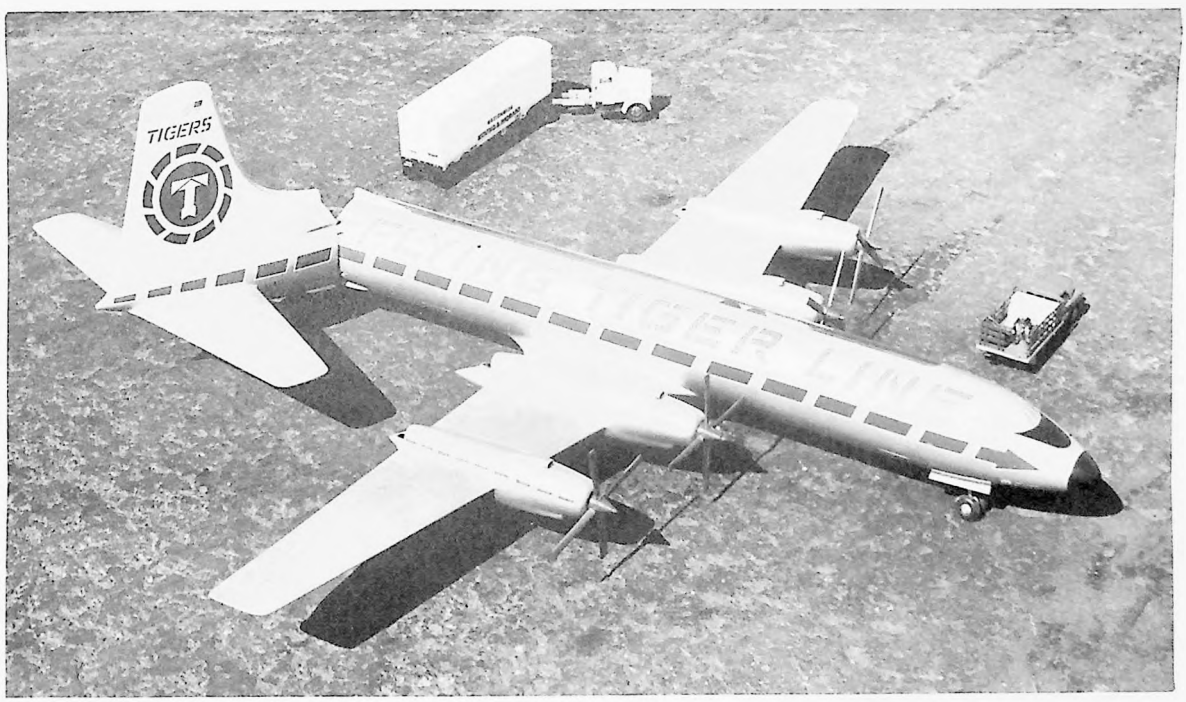
Is a Physical Examination Needed? No. The only requirement is that you be able to perform your normal job.

What Shares Are Covered? The first $1,000 in each account. And the insurance takes effect at the same time a deposit on shares is made.

What Is Effect on Joint Accounts? The insurance covers the member named first on the membership card.

How Can You Lose? You can't!

Save Where You Are Served—At Your Credit Union



How Canadairs Will Look—A model illustration of Flying Tiger's new CL-44 airfreighter in its new paint and insignia scheme is pictured here, with trucks and truck-trailer shown alongside. All equipment was made to scale, thus giving an indication of the huge size of the CL-44 compared with the largest truck-trailer equipment. The paint and insignia scheme introduces a new concept to aircraft dress, including large-scale lettering of the company name. The letters are more than three feet in height and can be read easily at the greatest distances on an airport. One of the objectives is to make the name readable since Flying Tiger aircraft always are some distance from passenger facilities, either in landing or while parked for loading. With large-size lettering, the company gets the greatest advertising benefit out of its name. Likewise, the new insignia on the tail is believed to be more visible than that of any other airline. The huge "T," standing for Tigers, is eight feet high and the circle is 14 feet in diameter. The change to the new insignia stemmed primarily from the fact that the company's former insignia, the historic shark nose, could not be recognized at any distance in any type of display advertising, whether on the aircraft or on signs. Another feature of the new paint dress is the dashed line and arrow, replacing the conventional solid-line striping. It also will be noticed that the lettering is stencil-type design. These features were developed from the theme of markings on freight, where the arrow, the dashed line and the stencil lettering are common. Since Flying Tiger is primarily a freight line, it was decided to employ the freight marking theme to carry out the new paint dress and insignia. FTL colors remain the same—red, white and blue.

Flying Tiger Brief Seeks Lower Tariffs

'Statement of Position' Calls CAB Proceeding 'Most Important'

(Continued from Page 1)

which must be faced. How and when the Board ultimately faces them will determine whether The Flying Tiger Line, Inc., which has staked an investment of more than $50,000,000 on a fleet of the most modern, turbine-powered, uncompromised cargo aircraft, will live or die because of its daring, if not dangerous, initiative.

"The Flying Tigers maintains and will demonstrate herein that the existing Minimum Rate Orders, bottomed upon economic conditions which no longer attain, cannot equitably, fairly, or economically govern the rate structures for airfreight with the advent of the new, large, low-cost turbine-powered aircraft."

Visualizing operating cost reductions of as much as 40 per cent with the new aircraft and hence rate reductions equally as great in some categories, Meyers said the airline's objective is to create a rate structure which will return about 13 cents a ton mile, compared with 18 cents today, and rates which will be equally low for many commodities.

But urgency, he declared, was a prime factor before the Board.

"This investigation cannot be deferred, but on the contrary, must be expedited. The Flying Tiger Line will dedicate a minimum of six Canadair CL44 aircraft to common carriage service over its Route 100 in the spring of 1961. These large, fast aircraft will provide substantially lower airplane costs for a greatly expanded airlift. Lower unit costs for airfreight will be achieved if satisfactory load factors are obtained. To achieve these lower costs Flying Tigers must greatly expand its airfreight volume.

"The company and the airfreight industry generally are enjoying a moderate growth of airfreight with the present tariff structure; to achieve substantial increases in needed volumes, the average yield under air tariffs must be reduced in keeping with the lower operating costs of the new aircraft. If the new volumes, obtainable only with a tariff structure which will permit lower tariff rates, are not obtained, the new aircraft will provide high, instead of low, units costs for the traffic carried. Flying Tigers will face bankruptcy because it has dared to get efficient aircraft which will be compelled to operate inefficiently if lower tariffs for new traffic cannot be promulgated because of the present Minimum Rate Orders.

"A new tariff structure must be concomitant of the new aircraft. Reduced tariffs cannot be deferred until after actual experience with the new turbine-powered aircraft. The staggering losses operating the new aircraft without a satisfactory load factor which new tariffs will generate cannot be sustained for a leisurely period of contemplation. 'Actual experience' entails lower tariffs as well as larger aircraft.

"For all practical purposes there is little that a brief period of actual experience with the new aircraft will provide in regard to costs that is not already known within precise limits by Flying Tigers.

"The Flying Tiger Line, in acquiring a fleet of ten Canadair CL44 aircraft at a capital investment in excess of $50,000,000, obviously could not stake such an investment and a revolution in its entire operation without being assured that it has a solid basis of cost determination for the new aircraft. Detailed cost studies and research, begun long before the purchase of the aircraft, have been continued and are continuing. Check and cross-check have established solid figures for planning and for tariff making. . . .

"In operations on Route 100 a CL44 will have a pay-load of 66,000 pounds, will fly at 350 miles per hour, and have transcontinental ranges. This aircraft will carry loads greatly in excess of the load capacity of the Super Constellation now in use, and because of its speed will make more flights in the same hours of utilization. The plane-mile operating costs of the new aircraft will reduce Flying Tigers' operating expense by approximately 40%.

"But it is patent that in doing so it will provide a greatly increased load capacity. It will be essential to increase volume to maintain reasonable load factors if unit costs are to be brought down to reasonable levels. The only feasible way to increase the load factors and total revenues is to lower tariffs to attract new traffic not now moving by air. Such tariffs must be effective when the new turbine-powered aircraft are placed into service.

"Minimum Rate Orders now in effect have 1) established a minimum rate formula which is applicable to commodities generally, 2) provided for directional specific commodity rates 'below minimum rates' for incentive and promotional purposes, 3) provided for assembly and distribution rules to govern volume movements, and 4) provided for equal rates for adjacent points," Meyers declared.

"The Minimum Rate Orders were born in emergency. The filing of tariffs by the all-cargo carriers in August 1947 was followed by new tariff filings by various competitive certificated carriers sharply reducing rate levels below those filed by the all-cargo carriers. The Board moved to stop the rate war. In effect the Board froze the minimum rate levels at the rates made effective by the filings of the certificated carriers and initiated the investigation of all tariffs; the minimum rate order which followed resulted in a general increase in the airfreight rates. . . .

"The minimum rate formula which thus evolved provides what purports to be a minimum rate for commodities generally, based upon a weighting of tonnage and distance of equipment. Under this formula, airfreight tariffs developed piecemeal on a hit-and-miss basis as experience was gained in airfreighting with the then existing equipment converted for freight operations. There is no nomenclature which has been scientifically, or even logically, devised for commodity classifications in tariffs of the various carriers. . . .

"As a result of the topsy-like development of the airfreight tariff structure, only a small volume of commodities fall either within the General Commodity classification or the still smaller premium categories which move at rates above the General Commodity Rate. . . .

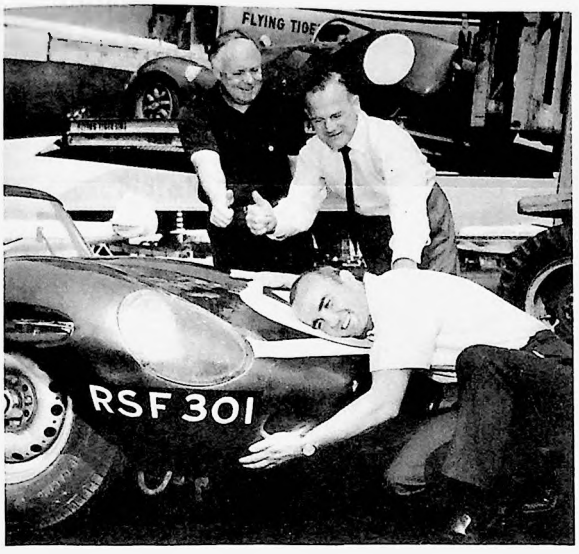
"The composite of the rates obtained from this miscellany of tariffs result in an average ton-mile yield which has substantially achieved the objective of the emergency minimum rate orders. The resultant revenues from airfreight have made it possible for carriers to recoup costs flying the all-cargo equipment they now have available. Flying Tigers, for example, in recent years, has achieved a profitable level of operations with cargo 1049H's.

"But the average ton-mile yield which presently permits both the generation of sufficient airfreight to maintain high load factors on present equipment and to recoup the costs of its operation will not generate sufficient airfreight to maintain the essential load factors of the newer, faster, larger and lower-cost aircraft soon to be put into service. The present composite rate structure is held by the Minimum Rate Orders at too high a level to make economic operation of the newer aircraft possible. Minimums set to recoup costs of piston-engined aircraft threaten to destroy the low cost operation possible with turbine-powered equipment. The Minimum Rate Orders, having resolved the emergency for which they were created and which has passed, are now themselves creating a new and more dangerous emergency."

Now Meyers stated, *"The air cargo industry is about to enter a radical and revolutionary new phase. Planes are about to enter revenue service specifically designed for freight operations. . . .*

"The new cargo aircraft will provide lift at reductions in cost of as much as 40%. At one and the same time the new cargo aircraft will provide much greater lift capacity which will require a tremendous expansion in airfreight volume. The addition of increasing numbers of converted old aircraft likewise calls for increase in total volume of airfreight.

A contract for overhaul of Flying Tiger's Super H Constellation engines has been signed with Trans World Airlines, which operates one of the world's largest shops for the C-W 3350 engines. The engines are transported between Burbank, the Tiger's principal maintenance base, and Kansas City, Mo., the TWA overhaul base, in the containers shown in these pictures. Loading of an engine in one of the cans is shown in the picture on the left while Al Cormier, foreman of the Building and Facilities Department, stands beside a newly painted can on the right bearing the new lettering and insignia of the airline. These cans are good examples of the 'containerization for airfreight' idea Tigers have pioneered.



Tigers Fly Jaguar, Cooper—The world-famous Ecurrie Ecosse racing team from Edinburgh, Scotland, is shown arriving at the Flying Tiger hangar at Lockheed Air Terminal, Burbank, for the Grand Prix race at Riverside, Calif., in mid-October. The team is composed of two cars, a Jaguar and Cooper-Monaco, which are being unloaded from this Flying Tiger air-freighter after an overnight flight from Binghamton, N.Y. The team placed third in the big Watkins Glen, N.Y., race near Binghamton and then headed westward for Los Angeles. From there, the team goes to the annual Monterey, Calif., road race and thence to the Bahamas. On hand for the arrival of the cars are: (left to right) David Murray, of Edinburgh, owner of the team; Wilkie Wilkinson, of Edinburgh, chief engineer; and Driver Paul O'Shea, who piloted the Jaguar. O'Shea said everything sounded all right in the "Jag."

"The increase in traffic can come only if the savings in costs can in large measure be passed on to the shipper through lower rates which will provide the incentive for the new traffic. Air-freight tariffs must come down substantially and in short order. *Only with the resulting increased volumes can the new fleets of cargo aircraft achieve the yields which will make possible the profitable operation of the low cost aircraft—which will be low cost only for high payloads.*

"Not only must the general level of tariffs come down, but a completely new tariff structure must be erected on scientific tariff principles to provide for more specific rates for a great variety of commodities more accurately defined and differentiated than is possible under the haphazard general classifications now extant. A sound and modern tariff cannot be constructed within the framework of the present topsy-turvy structure of a General Commodity Rate for general comodity descriptions, specific rates for groups of commodities, and below the minimum rates for specific directional rates for broad classifications, each of which includes numerous commodities which can and should move at varying rates in accord with sound tariff practices.

"In order to make the new cargo aircraft economically operable, therefore, tariff rates for many commodities must come down below the existing minimum rate formula and the carriers must have freedom and flexibility in fashioning a new tariff structure without the obstructions of the deadwood in the existing tariffs. Flying Tigers, therefore, asks that the Board amend the outstanding Minimum Rate Orders to make possible substantial rate reductions and to allow for flexibility in the construction of new tariff structures.

"Flying Tigers does not propose a reckless broadside cut in tariffs because new aircraft produce over-all low costs. In building a new tariff structure it is the better part of valor for the industry as well as for Flying Tigers to build upon what has been attained before indulging in the luxury of tearing down existing rates. . . .

"Historically, Flying Tigers has enjoyed an average ton-mile return of approximately $.18 per ton-mile for 'present' airfreight. In a new tariff structure Flying Tigers would preserve that yield for 'present' traffic diluted only to the extent corrections of inequities for some commodities are made, as discussed hereinafter.

"To attain the additional traffic required for an economic operation Flying Tigers would seek additional 'future' airfreight volumes through lower tariffs to bring new commodities, or large volumes of commodities presently carried in modest amounts, into the air. Study indicates that this new 'future' traffic can be obtained only if tariff rates can be reduced to yield an average ton-mile return of $.10 per ton-mile, making a composite yield for all traffic of something over $.13 a ton-mile. This tariff program for future traffic will not be possible under the Minimum Rate Orders as they now stand. Unless the operators can set new tariffs based on current costs of new aircraft they will be ruined by the Minimum Rate Orders. . .

"Flying Tigers will in due course, and as soon as the research work now under way reaches a point to make it possible, submit a tariff structure adapted to the new era in air-freight movement in turbine-powered aircraft. This tariff will provide for a range of rates for various commodities and volumes down to levels which will be below the presently permissible minimums. The new traffic thus to be generated should achieve the average ton-mile yields indicated above. . . .

"Flying Tigers will abandon the present group classifications in the existing tariff. . . .

"The new tariff will specifically name each commodity in readily definable terms. Instead of 'auto parts,' each part—fender, door panel, axle, etc.—will be designated and a specific tariff rate for each will be provided. Each commodity will be charged its appropriate rate. No longer will a commodity, such as an axle, of high density and compact in shape, be assessed the same rate as a commodity of lighter density, bulky and difficult to stack, such as a fender, all because of a broad general description. New definitions will separate out commodities now loosely grouped together, bearing the same rate and bearing inequitably upon shippers, and appropriate rates for each commodity will be assessed.

"All commodities defined in the new Flying Tiger tariff will be given a Density Rating in accordance with the average density per cubic foot of each commodity.

"An appropriate procedure will be provided so that any shipper or airline which elects to challenge any Density Rating can have an objective, independent determination made as to the appropriate Density Rating for any specific commodity. Density Ratings will be adjusted based upon the results of such scientific determinations.

"All commodities will be fitted into the following Density Scale:

Rating	Density Range	Average
5	Over 20 lbs.	20+
4	15-20 lbs.	17.5
3	10-15 lbs.	12.5
2	5-10 lbs.	7.5
1	4-5 lbs.	4.5
1X	3-4 lbs.	3.5
1XX	1-3 lbs.	2

"The Flying Tiger tariff will provide tariff rates between each pair of points on Route 100 for each Density Rating. Thus, unless a specific rate is provided for any commodity, that commodity will automatically take the rate for the Density Rating which it is given as outlined above. . . .

"Density Rates will be set at levels designed to recover from a given commodity in each Density Rating the desired return per cubic foot of space utilized by such commodity. To the extent that the density of commodities is heavier than the average density per cubic foot of the available cabin load, the rates for such commodities will be lower than the mean return per cubic foot; to the extent commodities are lighter and are less than the average density per cubic foot of the available cabin load, the rates of such commodities will be above the mean return per cubic foot. . . .

"The objective is to make light commodities, which will make the aircraft 'bulk out' before it 'grosses out,' pay for the space they occupy and the weight lift potential they displace; and to accord heavy commodities a rate in keeping with the space they occupy and the contribution they make of space for light commodities to occupy without causing the aircraft to 'bulk out' before it 'grosses out.' Thus all commodities are assessed charges which are equitable in the light of their shipping characteristics.

"A schedule of flights with the CL44 to service Route 100 is projected. The cost (including the desired profit thereon) per mile of the flying entailed is ascertained as is the total cost of a flight between any two points. Since the maximum pay load and available cubic feet are likewise determinable, the cost per cubic foot and the cost per available ton-mile is then ascertained for each Density Rating weight level. Upon determination of the desired return per available cubic foot and for Density Rate levels, tariff rates can be computed to achieve the desired results. . . .

"Having determined the basic cost factors which indicate the yields that must be recovered for various commodities, certain basic assumptions must be made upon which to base the tariff rate structure. It is patent that the airline will not operate at 100% load factor. Management judgment must set a load factor which it deems attainable. For illustrative purposes here we have assumed a 70% load factor.

"Experience has indicated that the bulk of traffic now moving falls within the range of Density Rating 2 of 5-10 pounds. It is therefore indicated that the tariff for Density Rating 2 should be computed by taking the total cost per trip divided by 70% of the maximum payload (in tons) to obtain a rate per ton-mile carried. . . .

"To provide the leeway necessary for carriers to reduce tariffs and to make flexible provisions for incentive rates, carriers must be permitted to go below the existing minimum rate levels and to do so without regard to the present group rates, directional rates, etc. . . . Certainly once new tariffs are promulgated and geared to costs, the Minimum Rate Orders can, and should be, abrogated. . . .

"In this transition period—when Flying Tigers admittedly will be taking the initiative—there may be fear that rate readjustments and rate reductions will lead to rate wars. And it may be felt that the Board should retain supervision during this transition period.

"If the Board so concludes, the necessary leeway and flexibility can be achieved by amendment of the Minimum Rate formula to lower the floor. This can be done simply by providing a minimum of 13 cents per ton-mile for the first 1,000 ton-miles of any one shipment and 10 cents per ton-mile for all ton-miles in excess of 1,000 ton-miles of any one shipment, with the existing provision for below minimum rates (which should be permissible in all directions).

"In this fashion the present regulatory procedures would be maintained, except that the floor for rates would be lowered. This would not be too burdensome upon the industry in the transition period. And such regulation will prove unnecessary shortly."

Sales Execs Shifted

(Continued from Page 1)

company since 1949, holding District Sales Manager posts at Cleveland, Dayton, and Binghamton, and was Manager of Military Sales in Washington at one time. He was serving as assistant to Ryan in Newark at the time of his promotion to sales managership of the airline's largest domestic office.

OCTOBER FIVE-YEAR PINS

Frederick Heinrich, Material Control; *Raymond D. Keiser,* SFO Sales; Flight Attendant *Joyce Oslund;* and Flight Engineers *Carold V. Gholden, Guy D. McAlister* and *Arthur D. Strassle.* Also Ground Operations: *Joseph A. Blyden,* KIDL; *James H. Breese,* SFO; *Paul Cohen,* and *Larry E. Suriani,* EWR; and *Donald R. Kerr, Harold W. Westholm* and *Harold Zentz,* all of BUR.

COMPETITIVE AIRFREIGHT

(Continued from Page 1)

shipments, diverted from rail travel. I even had typically feminine qualms about ever seeing my only available belongings again.

Early on Tuesday, Sept. 6, I called your Los Angeles office to inquire hopefully. I was astounded and delighted to hear my things were at that moment enroute to me and they arrived in perfect condition long before noon. (The old footlocker held together, the suitcase had no scratches and the wooden chest, cleaned and polished a bit, is now serving as, and admired as, a coffee table!)

I would like to thank the Flying Tigers for its speedy and efficient service and especially Mr. O'Leary who took the time and trouble to explain procedures and rates to me. My husband and I are more than satisfied with your airfreight and delighted to have received our belongings which we needed so much, from one coast to the other so quickly and reasonably.

Please be assured when occasionally someone voices dissatisfaction, are always happens, that for each one who is displeased, there must be hundreds, such as myself, who are extremely pleased but haven't told you so.

Very sincerely,
(signed) Mildred S. Carson
(Mrs. E. Bruce)

As Mrs. Carson says—and we believe—there are hundreds of satisfied shippers who use Flying Tiger service because it is "Service." There is no substitute for it. We can have the finest salesmanship, the best advertising, and skillful plans for the use of airfreight in distributing goods, but without the product, itself—"Service"—we have, so to speak, laid all the plans but lost the battle.

'Brain-Washer'

By CHUCK SNOKE

(Answer on Page 2)

Q—Actress Jane was put on a long, narrow, single-track RR bridge, with train due and director hollering "Make It Close!" Train is barrelling 60 mph and Jane spotted it when it reached a point exactly twice the length of the bridge away from the bridge, at which time Jane had gone five feet beyond the center of the bridge. Can't jump or step aside—only run forward or backwar—so she ran toward the train, which missed her by one foot, as she jumped at the end.

Later we figured that if she had run backward, the train would have caught her 3 inches short of reaching the other end of the bridge. How fast did she run, and how long was the bridge?

Bill Thompson

Joe Baker

Chuck Steeves

John Dewey

Don Fry

Executive Re-alignments Set For Maintenance, Engineering

A consolidation of management functions in the Flying Tiger Line Maintenance and Engineering Department was announced this month by Superintendent James McLachlan, tying in with a streamlining of department activities.

Aimed at both cost reduction and a re-grouping of shops in preparation for the operation of CL-44 turbo-prop aircraft next year, the program places all line maintenance and overhaul work under Superintendent C. W. Thompson, with J. E. Baker named Superintendent of Shops and Facilities.

Thompson's assignment includes all domestic and foreign stations as well as flight line support and aircraft overhaul, with Baker combining both shops and facilities in his department.

Don Fry continues as Superintendent of Material and Production Control and C. A. Steeves as Superintendent of Engineering.

John Dewey will serve as Superintendent of Quality Control as well as head of the inspection department.

TIGERS FLY AUTOMOBILES

See Story at Right

BRITISH AUTOS FORM PERFECT TIGER CARGO

A record shipment of automobiles by air was chalked up by The Flying Tiger Line last month when Jay Chamberlain, of North Hollywood, Calif., U.S. distributor of the British Lotus cars, sent 17 of them by air to dealers in Chicago, Binghamton and New York.

Arrangements for the shipment were made by Lew Ayres and Larry McFarland of Burbank Sales. The pictures show (top) the arrival of the cars at the Tigers' Burbank terminal with (left to right) McFarland, Chamberlain and Ayres discussing shipping deals; and (below), loading of the cars with Chamberlain and Ayres in the cargo door.

Report FTL Fiscal Year Operations

(Continued from Page 1)

upon the company in the past year as passenger lines released piston engine equipment to put new jet aircraft into operation.

"Smaller carriers began leasing this surplus equipment and, apparently through lack of experience, bid military contracts at prices below their costs, bringing a number of these companies to the verge of bankruptcy," he said.

Remedy Seen

This situation is now being remedied and if policies announced by the military and the Civil Aeronautics Board *"are put into effect, our immediate future will be brightened considerably,"* he declared.

These policies include a declaration of the Board that it would not give authority to fly unless contract prices adhere to specific standards set up by the CAB and a statement of the military that, beginning next January, it would discontinue strict competitive bidding in favor negotiated contracts to allow reasonable pricing, give preference to aircraft enrolled in the Civil Reserve Air Fleet for purposes of a national emergency, and give prior consideraton to companies which have modern turbine-powered cargo airplanes on order.

"Since Flying Tiger's order for CL-44D turboprop-jet aircraft, which we will receive next year, is the largest of any in the industry, we believe our future position is good," Prescott said.

The company's report showed a net loss from operations of $778,728, which was increased to $1,566,477 after interest and debt expense, with the final figure of net loss reduced to $998,668 after a tax carryback credit of $394,000 and a net gain of $173,809 from the disposal of aircraft.

In addition to the introduction of new freight aircraft next year, the company also is programming a major expansion of terminal facilities, including the first automatic freight terminal at Chicago.

It also expects to introduce the first modern airfreight tariff, with a radical revision of rates aimed at a broad expansion of airfreight traffic and, in its overseas contract operations, it is enlarging its low-cost group tourist program to offer vacation travel to the Orient and Australia as well as Europe, with round-trip rates as low as $240 per passenger.

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