

# Tigereview

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

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APRIL, 1960

## Higgins Tells Turbo-prop Future In Address to Bay City Group

New turbo-prop airfreighters which will be ready for delivery to the airlines next year will make possible airfreight rate reductions ranging from 30 to 50 per cent, John L. Higgins, Vice President of the Flying Tiger Line, told the Bay Area Aviation Committee at a luncheon in Oakland March 25.

The committee is affiliated with the Bay Area Council World Trade Center and is composed of military, commercial and civil leaders in aviation who invited Higgins to address the group in connection with the carriers' recently announced plans to transfer its general offices and maintenance base to San Francisco International Airport.

### FTL AIRFREIGHT AT MARCH HIGH

March airfreight of The Flying Tiger Line set a new record for the month at \$1,278,629 but total airfreight traffic for the first quarter of 1960 showed a small decline from last year, John L. Higgins, vice president, reported.

March revenues ran approximately three per cent above the 1959 total of \$1,239,460. For the first quarter, traffic totalled \$3,394,732, compared to \$3,457,697 last year. The decrease was attributed to a short-lived strike of navigators during February and a threatened pilot strike in January which resulted in a diversion of business, Higgins said.

Some stations showed important March increases. They included Rochester, 162.5 per cent; Grand Rapids, 160.3; Cleveland, 72.5; Portland, 62.0; Hartford-Springfield, 55.1; Toledo, 29.2; Detroit, 18.4; New York-Newark, 16.4; and Binghamton, 5.6.

The extremely large gains at Rochester and Grand Rapids reflected the results of intensified sales programs for these areas.

For the March quarter, the following stations were able to record these gains:

Grand Rapids, 248.9 per cent; Portland, 67.1; Hartford-Springfield, 53.7; Cleveland, 40.3; Detroit, 28.1; Binghamton, 16.2; Newark-New York, 8.9.

The new turbine-powered airfreighters will bring about a major reduction in airline operating cost and "this is the key to our ability to make the big breakthrough in airfreight—lower rates," Higgins declared.

He pointed out that the largest commercial airfreighter now flying, the Lockheed Super H Constellation, costs the Flying Tiger Line about eight cents a ton mile in direct operating cost. By contrast, he said, the airline expects to achieve a direct operating cost of between 4.4 and 4.9 cents per ton mile with its new fleet of Canadair CL-44D-4 turbo-prop airfreighters, the first of which will be delivered to the airline in January, 1961.

### Two Research Programs

Two research programs now are under way by the air carrier, one on equipment and operating costs and the other on rates. He said the study on equipment shows that "we will be able to offer a daily airlift from each coast

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### Sales Gets Set For CL-44D-4s By Staffing Up

An expansion of Sales Department staff assignments in preparation for the increased sales work expected to result from the airline's introduction of its new CL-44D-4 fleet next year was announced this month by Peter T. Albert, General Sales Manager.

The latest step establishes the position of Assistant District Sales Manager at the airline's Class A stations, New York, San Francisco and Los Angeles. One objective of the move is to provide better training for executive sales assignments.

To fill the new positions, Albert said the following assignments were being made on the effective dates named:

Newark—Walter Bowman, July 1.

San Francisco—Ray Keiser, May 9.

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## Bay-City Sponsor Hails Tiger Move to San Francisco Area

A radio salute to The Flying Tiger Line in connection with its forthcoming move of general offices and maintenance base to San Francisco came recently over KGO, top-ranking San Francisco radio station, on a program sponsored by the Trans-Bay Federal Savings and Loan Association.

The program, a weekly feature pointing up "The Bright Side of Bay Area Business," devoted five minutes to Flying Tiger's development in a broadcast made on April 20.

The script follows:

In 1945, a dozen of General Lee Chennault's legendary Flying Tigers climbed out of the cockpits of their fighter planes, which they had flown heroically against the Japanese over China and Burma, and began the job of building the nation's first all-cargo airline.

Headed by Robert W. Prescott, who is still president of the organization, these ambitious veterans were able to take advantage

of the rock-bottom prices being asked for war surplus airplanes. Aided by Samuel B. Mosher, an oil and shipping tycoon and cur-

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### Airfreight Grows At Fastest Pace

Although air transport is now the nation's leading form of public transportation for inter-city passengers, the fastest-growing type of airline traffic is freight, the Air Transport Association reports.

Since the end of World War II, airfreight traffic carried by the certificated scheduled airlines has grown nine times faster than passenger traffic. As a matter of



Ex 'Miss Perfect Posture of New York State'—Miss Mary Lou Guernsey, 22, of Port Crane, N.Y., who became Miss Southern New York Press Photographer and one of 15 finalists at the annual dinner and beauty pageant of New York press photographers, entered the contest as Miss Flying Tiger. This coup was the result of Bingham District Sales Manager Walt Bowman's enterprise, who says she got more publicity for the airline than a lot of other things he's seen tried. (Editor's note: Walt, you are right!) She is shown here with Walt presenting a trophy she won, plus a free trip to New York, including Broadway and TV shows. She previously had won the title of Miss Perfect Posture of New York State and was runnerup for the national title.

### Baker at Old Post

Joe Baker, who has been a member of the Research and Planning Section in connection with program development for the CL-44D-4 aircraft, has now returned to his regular duties as Superintendent of Facilities and Equipment in the Maintenance Division, James McLachlan, Superintendent of Maintenance, announced.

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## MATS Urged To Pay Full Rates To Airlines for Military Business

(From The Wall Street Journal)

An advisory panel to the Air Force urged the Military Transport Service pay private carriers regular commercial rates for hauling Pentagon passengers and cargo.

The group conceded this procedure—rather than the current method of seeking competitive bids for military business—would cost the Government more money. But it said higher prices would stimulate private carriers to invest in more new cargo planes.

That was a key recommendation of an Air Force-appointed committee assigned to work out details for realigning MATS. A shakeup of the military air fleet, approved by the White House in February, calls for switching more Pentagon business to commercial air cargo carriers. In turn, the new policy limits MATS to performing strictly military roles, such as carrying troops and combat equipment—not routine military cargo passengers.

Air Force Secretary Sharp, in releasing the panel's report, said he would give careful considera-

tion to it in working out future military transport policy. But he gave no promises the Pentagon would definitely carry out the recommendations of the seven-man committee. Gordon W. Reed, chairman of Texas Gulf Producing Co., headed the group.

### Other Recommendations

Other key recommendations of the committee were:

MATS should be modernized through procurement of present models of turbine powered cargo aircraft, and the immediate approval of a program to develop more modern planes for the future.

MATS passenger traffic should be diverted gradually to private carriers equipped with modern jet transports.

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## Quesada Again Lets MATS Have Both Barrels

"MATS has airlifted more dependents—women and children—in the last several years than it has combat troops," said FAA Administrator Elwood R. Quesada in testimony before the House Subcommittee on National Military Airlift.

"I suggest that little wartime training is derived from the movement of family groups over routes flown by U.S. certificated air carriers," he said. "This is a total misconception of the proper role of MATS and the appropriate peacetime training necessary for effective performance of that role in time of war."

A former Air Force general, Quesada questioned the need of MATS to fly five hours a day per aircraft, noting that "The Strategic Air Command, the public image of instant readiness and massive deterrence, trains its bomber crews and activates its complex communications net by flying its bomber crews at about 1.25 hours as a daily average."

He said the Tactical Air Command flies a daily average of one hour. "SAC and TAC apparently realize that realistic training involves a great deal more than mere flying," he said.

How should MATS train and exercise? Quesada said, "The aircraft must be positioned at numerous airfields, not just one or two. Troops and aircraft loads must be marshalled with their aircraft. Loading-unloading operations must be continuous and repetitive to achieve the degree of perfection required. And this training should be going on day and night, week after week."

The nation's airlift deficiency can be corrected by concentra-

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## Dayton-L.A. Flight Is 'Minor' Problem

When Ken Allen of the Burroughs Corp., at Dayton, Ohio, got word he was to be transferred to Los Angeles, he naturally decided to fly.

But, he pointed out to Des Goodwin, Acting General Traffic Manager of Burroughs — what about the automobile?

When Goodwin found out it was a Morris Minor, he quickly solved Allen's problem. The pictures tell the story:

Here is the Morris Minor beside a Transportation Service Inc. truck at Dayton. And as you can see in the next picture, the automobile was no problem for the truck. And, as you can see in the third picture, it was no problem for Flying Tiger's Super H Constellation.

Result? The car got to California just about the time Allen did.

All of which, said District Sales Manager Buck Wolworth of Detroit, who arranged for the shipment, made a pretty simple solution for a transportation problem.

## FTL March MATS Flights Use New Alaskan Route

Flying Tiger's MATS contract flights for April, totaling 52 trips over the North Atlantic and Pacific oceans, included for the first time a North Pacific route via Anchorage, Alaska, and Shemya in the Aleutian Islands.

E. A. Pinke, Director of Flight Operations, said that 27 westbound cargo flights and 14 eastbound trips were being made over a route from Travis Air Force Base, near San Francisco, to Tachikawa Air Force Base, near Tokyo, on the North Pacific routing. Some flights ran as much as eight to 10 hours shorter than the mid-Pacific route formerly followed via Honolulu and Wake Island.

Cabin loads of 42,500 pounds were guaranteed to MATS on both east and westbound flights, which is the highest performance of any air carrier.

Provisions for the flights include crew staging at both Anchorage and Shemya.

The North Atlantic flights, which operate between Charleston, S. C., and Tripoli, Libya, and McGuire Air Force Base near Newark, N. J., and Frankfurt, Germany, provide cabin pay loads as high as 44,000 pounds, also the highest of any trans-Atlantic carrier.

## Higgins Tells Bay Group of Jet Future

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of 560,000 pounds of freight or the equivalent of 28 rail carloads per day."

This results from the fact that the Canadair 44 will provide a payload per airplane of 75,000 pounds or two-thirds more than the Constellations' 45,000 pounds. It will fly 400 miles an hour, or 100 miles an hour faster than the Constellation. This means the airline will get much greater use per day out of each aircraft, which is the key to lower costs.

On rates, he said the airline would approach the Civil Aeronautics Board next fall with a proposal for a new tariff which would produce average revenues around 13 cents a ton mile compared with an existing return of 19 cents. This will be accomplished by recommending a rate structure which on some commodities may run as low as six cents per ton mile compared with the present bottom of about 11 cents.

## MATS Urged To pay Full Rates For Military Business

(Continued from Page 2)

MATS cargo traffic also should gradually be switched to private carriers, but on a slower basis than the switch in passenger traffic, because of the current scarcity of commercial cargo capacity.

But the committee flatly rejected proposals to guarantee loans to airlines for the purchase of modern cargo planes. It said such legislation is not essential for developing new cargo aircraft. Sen. Monroney (D., Okla.) has proposed legislation to set up a program of federally guaranteed loans for the purchase of new jet and turbo-prop cargo planes by the airlines.

### Money Availability Cited

The Reed committee argued by paying standard rates to private carriers, the airlines would have available the money to develop new cargo planes without other Government help.

The military transport force has been in conflict with civil airline industry for many years. The industry contends MATS provides unfair competition for the private airlines. The private carriers have no argument against MATS performing purely military chores, such as hauling missiles, or taking combat troops to a battlefield. But, the airlines maintain they should get the business of purely routine hauling of military cargo and passengers.



Left to right: Clyde Barnett, California State Director of Aeronautics; Dr. John R. Upton, Bay Area Aviation Committee; Paul Lambert, Supervisor, Commercial Sales, Sikorsky Aircraft Division of United Aircraft Corporation; John D. McPherson, President and General Manager of Airborne Freight Corporation; Harvey Page, Vice Chairman, Bay Area Aviation Committee;

James S. Ricklets, Chairman, Bay Area Aviation Committee; John L. Higgins, FTL Vice President, Sales; George Cussen, Regional Vice President; and George Zettler, Flying Tiger Line; and Harold Messersmith, Superintendent of San Francisco International Airport. Flying Tiger's move to San Francisco will take place in July of this year.



Left to right, James S. Ricklets, Chairman of the Bay Area Aviation Committee; John L. Higgins, FTL Vice President, Sales; George Cussen, Regional Vice President; and George Zettler of the Flying Tiger Line, grouped around the model of the Flying Tiger Line's new CL-44 freighter.



Luncheon group is (left to right), John Slingerland, Flying Tiger District Sales Manager at San Francisco; Lt. Commander Emil Anderson, Officer in Charge, Naval Overseas Air Cargo Terminal, Alameda; Frank Masse, Supervisory Freight Traffic Officer, Naval Air Station, Alameda; Bryce Fuhrman, test pilot, Sikorsky Helicopter; and, in foreground Pete Kinney, Bay Aviation Services, San Francisco.

### THANKS!

The Flying Tiger Line Inc  
5833 So. Central Avenue  
Chicago 38, Illinois

Attention: James Daneke, Airfreight Representative

Gentlemen:

This afternoon I called your company requesting information on your flights to Philadelphia, Pennsylvania. I talked to your Mr. Phil Beitz, and when we discovered that your flights would not meet our customers' demands, he most courteously assisted me in obtaining flight information for other carriers.

I feel his services to your customers should be brought to your attention, because he supplied the necessary information although it was for a competitive company; and he enabled me to shorten an otherwise tedious job of contacting the other carrier personally.

Thanks to you, Jim, and your organization for their courtesy shown me today.

Very truly yours,  
Rockford Screw Products Co.  
Howard E. Hillman,  
Assistant Traffic Manager

cc: Mr. Phil Beitz  
The Flying Tiger Line  
5833 So. Central Avenue  
Chicago, Illinois

## Airfreight Grows At Fastest Pace

(Continued from Page 1)

days as they carried in the entire year of 1946. The service has grown, too. It is now available to approximately 5,000 points in the United States and 160 cities in foreign countries throughout the world.

About one-half of the total air-

freight traffic is transported in so-called "combination aircraft," those in which airlines carry passengers, mail, freight and express simultaneously. In addition, about 135 airliners, including late model piston-engined aircraft, are capable of all-cargo service.

## SFO Sponsor Greets Tiger Move

(Continued from Page 1)  
Chairman of the Board, these ex-fighter-pilots put the airline together as a sort of tramp outfit. They ran a flight when they had a load.

### Times Better Now

But times have radically changed the air transportation field. Today Flying Tiger operates six flights daily in and out of the Bay Area—four between here and the eastern seaboard and two linking the San Francisco area with the Pacific Northwest.

Flying Tiger conducts the only transcontinental service by an all-cargo airline, making the trip to New York in 8 hours and 35 minutes.

The Flying Tiger Line was a unique organization at the time of its inception, but subsequently more than three hundred similar companies were formed. Today, competition and ever-mounting costs have narrowed down the field to a mere handful.

Although it is true that just after the war airplanes could be picked up for a song, today it costs millions to buy one modern aircraft. For example, Flying Tiger's new fleet of ten Canadair turbo-prop airfreighters, which it will place in service next year, cost fifty-one million dollars, and

it will take another 10 to 12 million dollars in parts and facilities to operate them efficiently.

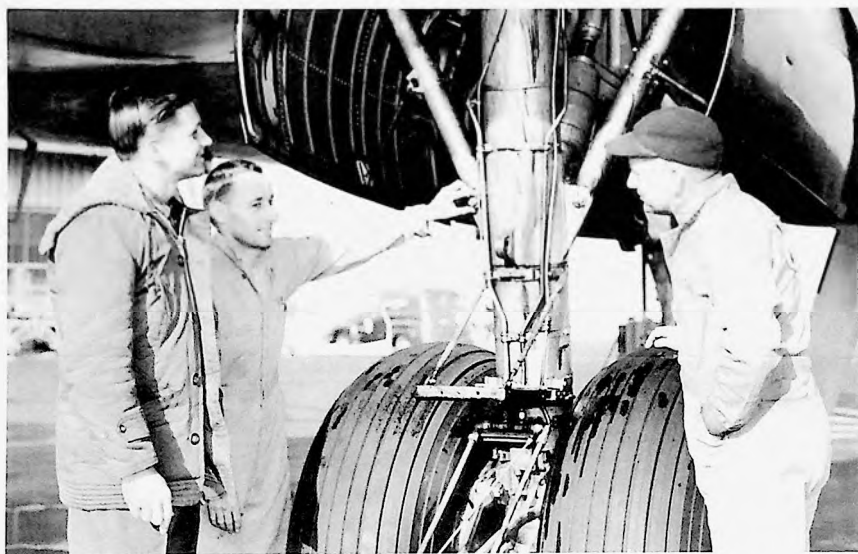
### Tiger Line Grew

But as the field of commercial air transportation grew, so did The Flying Tiger Line. Back in 1946, when the first full year of air freight was recorded, all airlines in the United States carried less than two million ton miles of goods. Last year they packed more than 600 million ton miles.

Soon, Flying Tiger will make a significant expansion in the Bay Area. The airline recently completed an agreement with the San Francisco Public Utilities Commission and Mayor George Christopher to take over a major portion of the huge base at the International Airport, most of which is being vacated by Pan American World Airways.

Flying Tiger will also move its principle maintenance base as well as the general offices to San Francisco to become the Bay Area's first home-based transcontinental airline.

Trans-Bay Federal Savings welcomes the Flying Tiger Line as a permanent new member of the vast industrial complex of the San Francisco scene, and certainly one of the Bright Sides of Bay Area Business.



This shot taken during a routine check shows, left, foreman Hank Haszko, mechanic Bill Cooper, and veteran FTL maintenance man Walt Wilkinson, checking over the Super-H landing gear.

## EWR Maintenance Services Four Other Terminals Also

Although Joe Nemiroff and Henry Haszko, maintenance foremen at EWR, frequently refer to their 15-man maintenance crews as the "unsung heroes" of Flying Tiger, they also offer to match them against the best in the business.



Here mechanic Vince Chiaromonte is shown in the maintenance shops as he touches up a maintenance stand.

The maintenance staff at EWR is responsible for maintenance at Newark, Binghamton, Bradley Field, and Boston. In addition to checking each of the transcontinental freighters upon arrival and departure from EWR, these maintenance crews are also responsible for maintenance checks and any necessary replacements or repairs on Atlantic international flights performed for MATS and contract flights such as the Lufthansa schedule now being operated by FTL.

Every incoming and outbound aircraft gets a complete check at EWR. If replacement parts or maintenance service is required at Binghamton or Bradley, EWR mechanics or radio men are dispatched immediately to either of these two points to service it in as little time as possible.

These operations, according to Nemiroff, are frequently performed with little or no delay to scheduled operations, sometimes even by the use of chartered light aircraft. This type of operation sometimes even requires the dispatching of FTL maintenance specialists to MATS bases such as Dover, Delaware, or McGuire Air Base in New Jersey.

### EWR Rep at Boston

At Boston, EWR has stationed its own maintenance representative, Joseph Bour, to care for aircraft at Logan International Airport. Joe Nemiroff, who is foreman of the day shift, says he is not only proud of the maintenance record at EWR but also points to the length of service of practically all of the maintenance crew members as proving the high caliber of work and loyalty of the maintenance representatives to FTL.

As examples of long periods of service, Nemiroff mentions Walter Wilkenson, mechanic, who has been with the line since 1948, and Gerald (Duke) Nallen, mechanic, who came with FTL in 1951. Nemiroff's own period of service, by the way, dates back to 1950 when he joined Tigers after a period of service with several other carriers and the Air Force.

Working at EWR Maintenance under Nemiroff and Haszko are the following A&E mechanics: Walter Wilkenson, Jan Tammenga, Peter Moskowitz, Russell Haines, Leo Cohen, Anthony Vono, William Tracey, William Cooper, John Zaimis, Gerald Nallen, Charles Koehl, Joseph Cornelius and Vincent Chiaromonte. John Whitclaw is radioman and Eiro Aro is electrician.

## EWR MAINTENANCE STORY IN PHOTOS



Joe Nemiroff, day foreman of maintenance at EWR, discusses a work program with John Zaimis (left), mechanic; and John Whitclaw, radio man, in Nemiroff's EWR office.

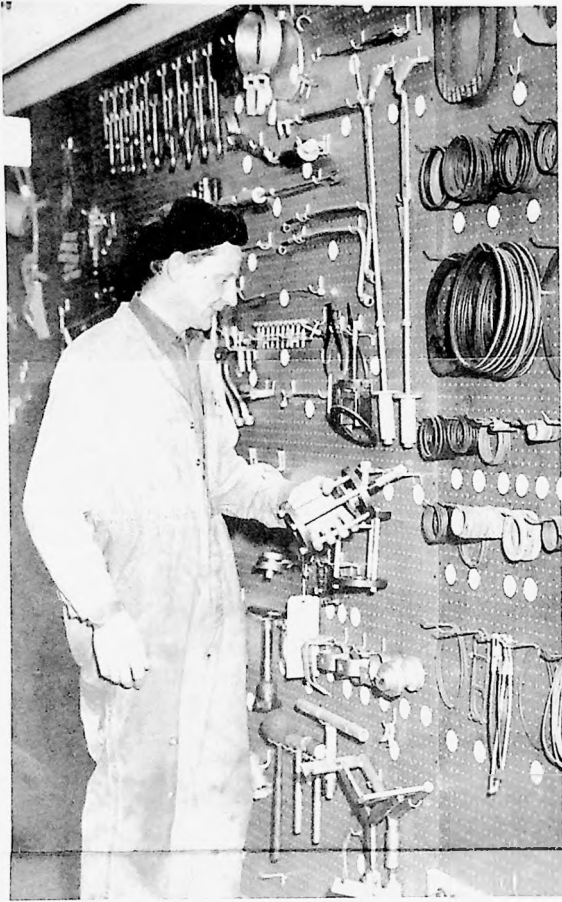


Here mechanic John Zaimis, left, and Vince Chiaromonte, right, are shown as they look over one of the Super-H engines.



Lead radio mechanic John Whitclaw is shown as he checks out equipment in the radio section of the EWR maintenance operation.





A newly designed tool board in the EWR maintenance stock room makes it easy for mechanic Russell Haines to pick out what he wants.



Lead mechanic Bill Tracey and mechanic Jan Tammenga check on the Newark-designed ground pins for nose gear.

## CREDIT UNION NEWS

With the announcement of the move of The Flying Tiger Line Inc. to San Francisco, your Credit Union has already lost one employee — Penny Johnson.

Geneva Chilcote is now with us learning all the intricacies of running a Credit Union office from Leona Ross. Welcome aboard, Geneva!

**Good News:** The limit formerly placed on savings per family in your Credit Union has been increased to \$10,000. Untie the sock, and invest in shares. We do pay a good rate of interest! But remember, CUNA insurance still covers only the first \$1,000 of such savings.

**More Good News:** Second-mortgage loans are now available to qualified members. With the SFO move in mind, this should be of great help.

Your Credit Union wants to remind you that it is a Federal Credit Union subject to Federal laws. It is *not* a part of The Flying Tiger Line Inc., but is a separate and distinct entity made up of you, the Credit Union members. If you leave The Flying Tiger Line you may keep your savings in the Credit Union and continue to borrow against your shares. However, when payroll deductions are not available, payments on all loans should be made in the same way as if you were borrowing from any other savings and loan association or bank.

Don't forget the "SMALL TALK" baby picture contest. First deadline—May 1st. Second deadline—August 1st.

Your Credit Union is here to SERVE you and LIKES to help you in any way it can.

**Want to Save?  
Use Your Credit Union!**

### Quesada

(Continued from Page 2)

ting MATS on hard-core military training and readiness exercise and by shifting routine Defense air traffic to the commercial airlines, ATA President Tipton told the same Subcommittee.

"Of the routine MATS traffic this fiscal year, 93% of the passenger and 89% of the cargo traffic will move over the routes and between the areas these carriers are regularly serving," he said. "The U.S.-flag scheduled airlines presently have the capability to handle the vast majority of MATS' passenger requirements and a substantial part of the cargo requirements."

## Airfreight 'Day-to-Day Necessity' Canadair Official Tells Detroit

Detroit, Mich.—Changing patterns of commerce and industry are rapidly transforming airfreight from the concept of high-priority or emergency operations into a day-to-day economic necessity, J. Geoffrey Notman, president of Canadair Limited, the Canadian subsidiary of General Dynamics Corporation, declared in an address here April 13.

Notman was principal speaker in the Air Cargo Week organized in Detroit to celebrate the 35th anniversary of the first flight in a regular air cargo service which carried Ford automotive parts and mail between Dearborn and Chicago.

If the forecast for the next decade holds true, air freight revenues will exceed passenger revenues and the air cargo share of the 1975 U.S. domestic traffic will be 25 billion ton-miles. In terms of aircraft required to carry such a volume, this represents a domestic fleet requirement of 500 airplanes.

Notman pointed out that if air cargo is to reach its full maturity, the combined efforts of aircraft manufacturers and airlines will be necessary, in cooperation with the shipping public.

### Manufacturers 'Musts'

"The aircraft manufacturers," he said, "must continue their efforts to produce aircraft capable of operating at the lowest possible ton-mile cost, and to build into these aircraft the means of loading and unloading at minimum costs.

"The airlines must recognize the necessity of acquiring a modern transport fleet and to use every effort to reduce ground costs through improved terminal facilities and procedures, and make available to the shipping public the most convenient form of transportation at rates more nearly approaching surface rates by rail, truck and sea.

"The shipping public must be convinced of the economics and feasibility of an air logistics philosophy for the transport and marketing of goods to augment or replace surface transport. A major decision on marketing techniques must be taken here by the business interests involved and this will not happen overnight.

"Such a decision clearly entails revamping the existing marketing procedures and distribution patterns in the light of eliminating warehousing and reducing the amount of money tied up in inventories. In fact, the shippers must think in terms of the new picture of distribution costs which is presented by the air cargo concept."

### Tribute to Ford

Notman started by reviewing air cargo history since the 1925 flight. Paying tribute to the encouragement given to aviation by Ford, he said "the contribution of Henry Ford to the develop-



ment of aircraft manufacturing in the production of 196 Ford Tri-Motors, and to the airlines, will continue to be an inspiration to all of us in the business."

The main factor that has retarded growth of air cargo in the past has been the lack of an efficient cargo aircraft that would break through the cost barrier.

"With a modern turbo-prop cargo plane like the Canadair Forty-Four, the economics of operation are such that the direct operating costs are around 31.5 cents per ton-mile and shipping rates as low as 10 cents can be offered."

Flying Tigers and Seaboard & Western, the two largest all-cargo airlines, were the first to recognize the potential for the development of air cargo that exists in the Canadair Forty-Four, he added. When the fleets of ten Forty-Fours for Flying Tigers and five for Seaboard & Western are delivered early next spring, more than 750 million ton-miles per annum of economical transport capacity will be available to the shipping public.

## 'Brain-Washer'

By CHUCK SNOKE

(Answer on Page 6)

Two ferryboats, the DC-4 and the DC-6, leave directly opposite sides of the Pacoima Wash at the same moment. The DC-4 is faster (it was an FTL six). They pass each other at a point 720 yards from one shore. Each boat docks for 5 minutes, then goes back again. On the return trip the boats pass each other at a point 400 yards from the opposite shore. How wide is the Wash at that place?

## Aviation Daily Reports on New 1st Class Mail Service by Air

The following story about the most recent Post Office use of air-carrier service for non-priority mails is picked up from the April 13 issue of Aviation Daily.—Ed.

The Post Office Department told Aviation Daily that it has begun carriage of non-priority mail by air carrier between a number of points where the transportation would improve postal service yet have little effect upon surface transportation. The Post Office move follows CAB action in setting interim rates for the movement of the mail over 62 segments and comes amid a controversy in Congress on the extent of the Postmaster General's authority to carry the mail on aircraft.

Following the CAB order the Post Office authorized carriage of first-class mail by air between Los Angeles, San Francisco, Portland and Seattle and Honolulu; and

between Seattle and the Alaskan cities of Anchorage, Fairbanks, Juneau plus several other points in southeastern Alaska. These points, the Post Office said, were designed to improve service since ordinary first-class mail, which had moved by boat, had required a week or more for delivery.

On April 4, the Post Office Department authorized service between Washington-Baltimore and Milwaukee; between New York-Newark and Milwaukee; and between Detroit, Cleveland and Pittsburgh and Jacksonville, Tampa-St. Petersburg and Miami, Fla. It was this latter transportation that was attacked Monday by Sen. Clinton Anderson (D., N.M.). The Post Office said these segments involve only first-class mail which previously was being moved by air for part of the distance involved.

Service also has begun between

### 'Brain-Washer'

(Continued from Page 5)

Exactly 1,760 yards—one mile on the button. Too much space to diagram and explain—but it's right. If you can't figure it out, call Chuck Snoke, Ext. 346, BUR.

Chicago and Minneapolis and between Atlanta and Tampa-St. Petersburg where the Post Office said first-class mail should have been receiving next day delivery but had not been in using existing surface transport facilities. The Board order established a rate for the carriage of the mail over 62 segments on which the Postmaster General had said there is a pressing need for air transportation. Forty-eight of the segments are within continental U.S.; three to Puerto Rico; four to Hawaii; and 7 between the 48 contiguous states and Alaska.



**Vacationtime!** Europe-bound is this Flying Tiger contingent from the Pacific Northwest. Left to right are Mr. and Mrs. Bob Beckman and Mr. and Mrs. Ray Keiser. Bob is Station Manager and Ray is District Sales Manager for FTL at Portland, Ore. They are shown boarding an SAS flight to Scotland on the first leg of a tour which took them to London, Copenhagen, Paris and Rome.

## Second, Third Classes Finish Sales Training at Burbank

The second and third Sales Training Classes of the Sales Department were conducted in the past few weeks with the fourth and final class to come up late in April. These pictures show the second and third classes in session at the General Offices in Burbank.

Second Class (at top) left to right around the table clockwise: Vice President John Higgins, showing a model of the CL-44D-4; Jim Giffen, Burbank; Charla Brennan and Bob Blanks, Burbank, in background; Pat Hall, Burbank; Joe Ryan, Newark; Pete Albert in background; Bill Carthy, Newark; Hal Kolp, Burbank; Bernice Graner, Newark; Ernie Boack, and John Slingerland, San Francisco; John Walsh, Philadelphia; Warren Davis, Burbank; John McAdams, Boston; Jim Danik, Chicago; Rufus Roberts, Burbank; and Jim Melle, Cleveland.

Third Class (below) left to right around the table clockwise: Norman Schiffman, Newark; Bill Chaddock, Burbank, and Buck Wolwarth, Detroit, in background; Leo Stevens, Boston; Dan Newton, San Francisco in background; Larry Kerr, Seattle; Hal Edgerton, Chicago; Bill Wright,

Burbank; Bob Blanks, Pete Albert and John Higgins, Burbank, standing in background; George Derringer, Newark; Jack Smith, Cleveland; Jim Haggerty, Newark; Lynn Rankin, San Francisco; Felma Escobeda, Burbank; Bob Hendricks, Oakland.

### Sales Staffs Up

(Continued from Page 1)

Los Angeles—Larry McFarland, May 9.

Bowman is serving as District Sales Manager at Binghamton, Keiser at Portland, Ore., and McFarland at Hartford-Springfield.

Their positions will be filled by the following re-assignments:

Binghamton — Bill Wright, from Los Angeles Sales.

Portland — Bob Hendricks, from Oakland Sales.

Hartford-Springfield—Jim Haggerty, from Newark Sales.

Specific duties of the new assistant sales managers will include training of customer service and sales personnel; handling special sales programs; and assisting in administration.



### THE FLYING TIGER LINE

LOCKHEED AIR TERMINAL • BURBANK, CALIF.



G E BELLOWES  
741 - J - ST APT I  
DAVIS CALIF

651