

Coming in '61 — A New
Airfreight Era with the Swing-tail
Turbo-Prop Jet CL-44

TIGER REVIEW

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Permanent FTL Certificate Recommended To CAB

British Told Of Tiger Low Charter Rates

London—A new program designed to stimulate increasing numbers of British groups to visit the United States and Canada is now being developed by The Flying Tiger Line, leading U.S. charter and contract airline.

Announcement of the new program which will see a full fleet of Flying Tiger Lockheed Super-II Constellation airliners scheduled for operation on the trans-Atlantic group charter flights in the spring, summer and fall of 1961 was made by Ronald Clark, FTL European Sales Manager in London.

"The program will offer the lowest trans-Atlantic charter rates in its history to recognized groups such as religious, educational, social and industrial or"
(Continued on Page 6)

CL-44 SPEED AND RANGE IMPROVED

Montreal—A range improvement for the Canadair Forty Four of 6 per cent, or 320 miles, and a speed increase of 3½ per cent, or 13 MPH, over the original performance guarantees have been announced by Canadair Limited.

These useful increases in the economic capabilities of the swing-tail Forty Four came just two months after announcement of an 11 to 12 per cent reduction in runway requirements, which are now 6800 ft. for maximum take-off weight and 5980 ft. for maximum landing weight.

All these significant advances on the Forty Four's performance are the direct result of recent flight-test measurements which now replace the earlier conservatively estimated data.

The Rolls-Royce-powered Forty Four first flew on November 16, 1960 and has since been engaged in the type-test certification program which is now entering its final phase.

Sell East, Young Man--Sell East

Horace Greeley is credited with a statement that was supposed to make a young man's chance for fame and fortune more secure. This saying was, "Go West, Young Man—Go West."

This advice may have been good in that day and age and for those particular circumstances. But, in airfreight today we would have to change that statement if we were giving an airfreight salesman advice on making a success of himself and his company to "Sell East, Young Man—Sell East."

It's really that simple. Our success hinges on our ability to generate and sell eastbound freight.

Traditionally, in the United States, there has existed an imbalance in the flow of freight. More freight moves West than East. The explanation is simple. The country was first settled and developed in the East, consequently there are more people in the East and industry as well.

As people moved West they still depended on the industrial East for their supplies and products—and still do to a degree.

True, the West has made great strides to develop its own industrial empire, but to date the imbalance has not been offset—nor will it be in the foreseeable future.

The effect of this on a common carrier is apparent. We can get more freight headed West than we can East—but we have to fly the aircraft in both directions. This means we can only accept Westbound freight in direct relation to the Eastbound we can develop. To do otherwise would result in—for example—100% load factors West and perhaps 10% load factors East. These two load factors total 110%, or, 55% in each direction. If it takes an over-all load factor of 74% to break even, the disastrous results are apparent.

We said the problem is simple—the cure is not. We are fighting this condition. It is no less a problem of our people in the East than those in the West. Much of the freight that is shipped East from the West is paid for by Eastern consignees. Hence, the Eastern salesman has a direct responsibility for and can have a direct influence on Eastbound freight by successfully selling the man in the East who is paying the freight bill. Everyone, while fulfilling his regular assignment should remain cognizant of this over-all problem and strive to overcome it.

We know those of you in the East and Mid-West have been working to correct this imbalance and we appreciate your efforts. But, the job is not yet done. Before we can add more schedules Westbound, we must have more tonnage Eastbound. Hence, our growth is predicated on the amount of Eastbound freight we can generate. "Sell East, Young Man—Sell East!"

JOHN L. HIGGINS
Vice President Sales

New Morrissey Duties

Don Morrissey, Superintendent of the Pacific Region for Contract Operations and Sales, has taken over additional duties connected with the office of Chief Flight Attendant, F. E. Hembree, Superintendent of CONOPS, announced. Mrs. Betty Bernard, who has served as Chief Flight Attendant, has resigned. Morrissey remains based at SFO.

Wright to EWR

William B. Wright, who has served as District Sales Manager at Binghamton, has been appointed Assistant District Sales Manager at Newark. Peter T. Albert, General Sales Manager, announced.

Wright will be succeeded at Binghamton by R. H. Nicholas, who has been with the Newark sales force since December, 1951.

Examiner Ruhlen's Report To Receive Board Action Soon

Examiner Merritt Ruhlen has recommended permanent certification of The Flying Tiger Line as the nation's only transcontinental all-cargo air carrier. The recommendation now goes to the Board for final action, which is expected within the next several months.

Benninger Recovering

Fred Benninger, Executive Vice President-Treasurer of The Flying Tiger Line, was hospitalized for several days shortly before Easter with a throat infection following a severe attack of influenza. He was taken to St. Joseph's Hospital in Burbank for treatment and then returned home for recovery.

Declare Dividend

The board of directors of The Flying Tiger Line has declared the semi-annual dividend of 25 cents on the carrier's five per cent preferred stock, Series A, payable June 15, 1961, to stockholders of record May 1, 1961.

The examiner's report, which also recommended cancellation of the certificate of Slick Airways, represents another step toward a long-sought goal of Flying Tiger—permanent certification of its domestic airfreight route No. 101. The airline has been operating under a series of temporary five-year certificates since 1949.

In his decision issued February 14 in the Domestic Cargo-Mail Service Case, Examiner Ruhlen also discussed the possibility of airfreight rates becoming competitive with those of motor carriers. He said data indicated "that a substantial volume of additional air cargo is available if the service can be provided at rates in the 7 to 16 cents per ton-mile"
(Continued on Page 4)

Tigers Reduce Key Commodities' Eastbound Rates from 20-40%

A reduction of many airfreight rates ranging from 19.7 per cent to as much as 40.3 per cent on a large group of eastbound commodities was announced on March 1 by The Flying Tiger Line. John L. Higgins, vice president of sales, said the lowered rates would go into effect immediately as part of an over-all program for the introduction of turbo-prop jet air freight service later this year.

Cops Aid 'Can-Do'!

Ollie Letts, EWR Sales, showed some typical Tiger ingenuity in covering a strange territory during the recent sales drive in Boston.

Ollie, in covering a list of shippers located in the congested heart of Boston, wasn't getting around fast enough to suit him, so he stopped in at the Boylston Street Police Station and got the help of the desk sergeant in plotting his calls.

Ollie says the calls went very smoothly after the assistance from the Boston Police Department.

The new rates apply to 16 commodity groups which include more than 100 products manufactured on the west coast and marketed in the east. Among the primary groups of commodities which will qualify for the new rates are advertising matter, chemicals, bolts, nuts and screws, chinaware, electrical appliances and equipment, engine parts, aluminum extrusions, foods and foodstuffs, printed matter, pumps and parts, tape or wire recording equipment, paints and hardware.

"These new rates, with many more to come, are part of our long-range program to introduce the first turbo-prop airfreight"
(Continued on Page 5)

NDTA Told Problems To Be Solved in Large-Scale Airfreight Break-through

The break-through of airfreight into transportation as a means of moving property in large volume, comparable to existing methods, presents four problems—equipment, rates, loading facilities and containerization—George T. Cussen, Vice President of The Flying Tiger Line, told a San Francisco-Oakland conference of the National Defense Transportation Association.

Speaking for Sales Vice President John L. Higgins, who was forced to cancel his appearance because of the February flight engineers walkout, Cussen described the progress now under way to conquer the problems presented in creating large-volume air movement of commercial goods.

He detailed the requirements as follows:

1. An aircraft whose operating characteristics make lower freight rates possible.
2. Modern facilities that will service and enable the aircraft to do the job for which it was built.
3. A program of containerization that will expand and promote the use of airfreight.
4. New and lower rates. Rates that will be fair to both user and carrier, and ones that will make the use of airfreight the normal, not just the emergency, way of shipping.

Let us analyze these four items, and review what the industry is doing to bring them into being.

First, the new airplane. The military needs aircraft to do specific things. Accomplishment of an assigned duty is paramount, and the cost is really secondary. Situations could arise that call for the movement of outsized pieces or for special missions, and their aircraft must be capable of handling them.

The commercial carriers, on the other hand, must be most concerned with costs. The aircraft must operate within a cost range that allows them to make a profit in order to stay in business. The ability to carry an occasional outsized piece can be disregarded as they represent the unusual, not the norm. Hence, the requirements of the two groups are almost diametrically opposed.

CL-44 'Real Airfreighter'

Within the commercial field something has been done about the introduction of the new airplane. Canadair, a division of General Dynamics, has developed the CL-44. This is really an airfreighter. It is a four-engine, turbo-prop aircraft that has the swingtailing, and will carry a pay-

load transcontinentally in excess of 66,000 pounds.

It has a cost factor that with the implementation of the other three points of the program, will make the break-through possible.

At the same time, some carriers have been busily engaged in what we believe to be an interim modification program. Obsolete passenger aircraft, under this program, are being modified to act as freighters.

This program really accomplishes very little on a long-term basis, as these aircraft are relatively uneconomical and leave the airfreight industry still in the position of the junior member of the family who wears the hand-me-downs.

Now we come to the second prerequisite to the big break-through—modern, efficient, low-operating-cost, fully automated ground terminals.

The subject of terminals overlaps into all other three phases that I have mentioned. Specifically, and probably most important, is the fact that without efficient terminals we cannot put the aircraft through a given station in the desired time.

Terminal Plans Complete

It is our intent, of course, not to modernize but to replace all our terminals eventually. The plans are complete, and in some instances, we have already obtained the ground. The first of these terminals will be at Chicago. This is because Chicago is a major transload point, and the terminal, therefore, will be working mainly on through flights. This is where time is most valu-

able. It is our intent to put flights through Chicago in thirty minutes or less.

Basically, the system which we hope to use throughout the country consists of two floors. The lower floor deals with trucks, both for the dispatching and receiving of freight.

Freight comes off the trucks and goes into transfer units, or containers if you will—by destination. These containers are on mobile carts that place the containers in the proper places for the overhead crane.

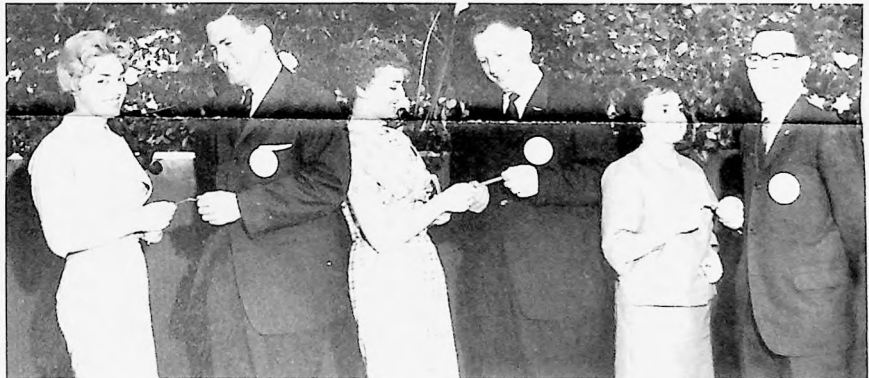
The crane then hoists them to the second level and places them on the load make-up deck in their proper positions according to destinations.

The aircraft is then placed in position to rapidly offload to the center position and without any

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Vice President George Cussen (left) of FTL receives appreciation plaque from President Harlan Copey of NDTA.



Gift tickets for prize drawings are distributed by Flying Tiger's feminine corps. Left to right: Bridget Lee, Don Morrissey, FTL Pacific Region CONOPS Superintendent,

Lynn Rankin, Lt. Col. Harold Allen, Regional Manager, Air Express, Betty Hicks and Al Mazour of Pan American World Airways.



Speakers' table and part of audience at NDTA San Francisco-Oakland meeting.

President's Letter to Employees On Flight Engineers' Statement

The following letter has been sent by President Robert W. Prescott to FTL employees in comment on a statement circulated by flight engineers to employees and also reproduced below:

TO: ALL FLYING TIGER LINE EMPLOYEES:

You have recently received a letter dated March 22, 1961, signed by "Your Flight Engineers, Flying Tiger Airlines, Inc." This communication attempted in some way to justify the recent illegal strike against this company and others in the industry.

This company has not taken a position as to the merits of the Engineers' controversy with the pilots or the National Mediation Board.

There are some things omitted in this communication that you should know.

First, the Engineers in the same union flew all flights, commercial and military, for our competitors, Slick Airways Inc. and Seaboard and Western Airlines. They flew the military contract flights for Pan American, also in competition to your company. They refused to fly anything, including military contracts for us, at great embarrassment and considerable loss of revenues to your company. It also caused you needless loss of earnings. For what reason this action was taken we do not know. We have had no controversy or disputes with this union. We have never even gone to Mediation with them in contract negotiations. Yet they chose to take this discriminatory action. This is the second time our Engineers have walked out in violation of their Agreement with this company. We must conclude that a contract with them is a futile thing.

I will state firmly the following conclusions:

1. This company is entering a difficult transitory period into the new turbine equipment. Its financial strength is stretched to the limit. These machinations by the Engineers have cost it now more than \$1,000,000. It cannot afford to, and will not tolerate any further infractions of this kind.

2. We do not have, nor have had in the past any kind of controversy with this union, nor are we seeking any fight with them.

3. If there is any such recurrence of this last walk-out we will have no alternative but to replace them as quickly and as decisively as we can. Once we start down that road there will be no turning back. We will have to do this to protect the very life of your company, and the secur-

ity of the other 95% of our people. Our Flight Engineers should be well warned.

Sincerely,

Robert W. Prescott
President

To: All FTL Fellow Employees:

You have undoubtedly heard many stories concerning the recent flight engineer walkout. Because you were so vitally affected we feel that you should have the truth in the matter and we also feel that if you do perhaps you can understand our actions a little better.

First of all, let us say that the walkout was not just "another union fight" . . . it was much more than that. For more than seven years now the Air Line Pilots Association has been after our jobs and union. They have been unable to succeed in their plans to dominate the cockpits and eventually all airline employee groups and policies. However, the Mediation Board, in a unilateral and completely arbitrary decision saw fit to give them the opportunity to do what they had not been able to do for themselves.

We would have been thrown into the pilots' union—at the bottom, naturally—without a vote, without a choice to pick our own representation or maintain that which we have had for more than a decade. There was no appeal to this decision because it was the first of its kind ever rendered in the history of the Mediation Board. With the appointment of the Presidential Commission we now have an avenue of appeal.

But it goes even deeper than that. We do not feel that the Air Line Pilots Association can represent the interests of any group of employees except the pilots. They have proven this with their complete mismanagement of the Air Line Stewards and Stewardesses Association which recently left ALPA and affiliated with the Transport Workers Union. They have proven it time and again with rump groups of mechanics and flight engineers they have attempted to represent. You have seen their actions with regard to respecting the rights of the Brotherhood of Railway Clerks, Machinists, and other organized groups. We believe that to this organization we are all just another "slice of the pie" and if they're doing the cutting



Tiger Ad Award—A merit award for advertising excellence came to The Flying Tiger Line from Affiliated Advertising Agencies Network for a newspaper ad created by Dode Penrod, FTL's Advertising Manager. Miss Penrod holds the prize-winning ad, which emphasized the direct service of airfreight. The AAAN is an international group of advertising agencies cooperating in the exchange of information and ideas.

you know what the portions will be.

We believe that if they are successful they will not only run all our jobs, fix wages and the like, but they will economically control the Company as well. This would be disastrous for all of us.

When the rights of free men are taken away, they react and your flight engineers reacted in the only way we knew how. We do not ask you to condone what was done but we do ask you to understand it. We sincerely regret that others had to be hurt in this fight . . . but we believe that you are as much a part of it as we are for we all stand the same risk of losing our democratic rights to organize and bargain in good faith with management—and the right to be secure in our jobs as long as we fulfill that job.

Sincerely,
Your Flight Engineers
Flying Tiger Airline Inc.

Air Payrolls Up

Nearly half of the total airline expenses are accounted for by wages and employee benefits. In 1960, both payroll and number-of-employees were at an all-time high. As of June 30, there were 168,457 employees, a net increase of 3,573 over 1959. The annual payroll projection for the year was \$1,106,189,076, a \$22,533,534 increase over last year.

FTL Third in Chi

Flying Tiger has moved up to third place in total pickup and delivery traffic in the Chicago airfreight field, Dave Gardner, MDW Station Manager, reports.

The carrier's standing is topped only by American and United Air Lines, which have a distinct advantage in that their systems provide service to many points not served by the Tigers.

"We have shown this gain in the past 18 months," Gardner said, "and we think it represents a very good improvement in view of the great amount of short-haul traffic which goes to the other lines and which is not available to us due to the long-haul characteristics of our service. In long-haul business, I believe we are probably at the top of the pile."

Fronzak Named

Leonard J. Fronzak has been appointed Boston Station Manager for The Flying Tiger Line, Joseph J. Healy, Director of Ground Operations, announced.

He succeeds Charles McCarthy, who resigned to accept another opportunity.

A ten-year veteran of the airfreight business, Fronzak comes to Boston from Cleveland, where he handled ground operations assignments for the carrier.

ACI Directors OK Air-Truck Program Plan

A program to put Air Cargo, Inc. into the air/truck business has been approved by ACI's board of directors—the airlines. The mechanics of agreements and presentation of truck/air information have to be resolved, but money for this work has been provided, and it is anticipated that truck/air service will be available in the late spring.

The ACI program is modeled substantially after that pioneered by The Flying Tiger Line and will serve to supplement the Tiger program. ACI now serves as pickup and delivery agent for FTL at many points.

To get the service under way, ACI will negotiate between the truckers and the airlines, standard agreements which borrow much from the agreements used with the cartage contractors and the agreements used by the airlines for interline traffic.

All Airlines Included

At each airline point, where sufficient interest is generated, agreements will be drawn to include all of the airlines serving the point and the trucker, or truckers, participating.

It is presumed, but not required, that most of the agreements will be negotiated with truckers who are local specialists, and it is anticipated that many of the initial truck/air agreements will be with truckers already in the ACI fold as cartage contractors.

After the agreements are negotiated, ACI will prepare a listing showing everyone concerned, what service is available, and where. Since this is to be a connecting or continuing service, truckers' rates from the airport to the off-airline point will be included.

Supplementary Service

The new service will not replace or supplant existing air carrier-trucker arrangements, but will only supplement.

Several ground rules have been laid down for the development of this service. Generally, only those points normally scheduled to receive same day service between the airport city and the off-airline point will be selected. In no event shall points served later than the next day be selected.

Selection of off-airline points for the initial presentation will depend heavily on the recommendations of local cartage committees who have intimate knowledge of local traffic conditions.

ACI is a wholly owned subsidiary of the scheduled airlines.

Permanent Tiger Certificate Recommended by CAB Examiner

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range." Further, he discussed the scheduled utilization of new all-cargo aircraft for which preliminary operating data, he said, indicated "rates below the 14 cents per ton-mile level."

Service Recommendations

Examiner Ruhlens' recommendations and findings concerning the pattern of airfreight service in the United States included the following:

— "Transcontinental air cargo service by one all-cargo carrier can be provided without substantial subsidy support.

— "Transcontinental air cargo service by one, and only one, all-cargo carrier is required.

— "Flying Tiger, instead of Slick, selected to provide all-cargo transcontinental service.

— "All-purpose carriers not entitled to modifications of air cargo authority without showing of need for the proposed service.

— "Subsidy is necessary at the present time to support north-south air cargo service by an all-cargo carrier.

— "Subsidy to support all-cargo air service should not be denied because it will divert some traffic from surface carriers.

— "Air transportation of cargo and mail by an independent all-cargo carrier with subsidy eligibility is required by the public convenience and necessity.

— "One, and only one, all-cargo carrier should be certificated to provide north-south air service in the eastern part of the United States.

— "Riddle, instead of AAXI-CO, selected to provide north-south all-cargo service.

— "All-cargo southern transcontinental route not required by public convenience and necessity.

— "Delta authorized to provide all-cargo service between Houston and Dallas.

— "Direct all-cargo air service on a flagstop basis is authorized to each domestic defense base. Such service shall be provided by a commercial carrier serving the certificated point nearest to such base.

— "Investigation instituted to determine whether relationships existing (1) between Flying Tiger and New York Central Railroad or (2) between the chairman of the board of Flying Tiger and other organizations engaged or interested in common carriage may adversely affect the public interest.

— "The board can grant a certificate authorizing air mail transportation even though there is no postal need for the service.

— "Truck-air and demand service authorized to certain inter-

mediate points.

— "Flying Tiger authorized, for indefinite period to provide air transportation of property and mail on a nonsubsidy basis between the terminal point Los Angeles, the intermediate points San Diego, San Bernardino, Santa Ana, Ontario, Riverside, San Francisco-Oakland, Sacramento, Stockton, Merced, Fresno, Portland, Seattle-Tacoma, Salt Lake City, Denver, Des Moines, Omaha, Louisville, Akron, Cincinnati, Cleveland, Columbus, Dayton, Toledo, Youngstown, Milwaukee, Detroit, Grand Rapids, Indianapolis, South Bend, Chicago, Albany, Binghamton, Buffalo, Rochester, Syracuse, New York-Newark, Harrisburg, Philadelphia, Pittsburgh, Bridgeport, Hartford, Springfield, Baltimore, Dover, Providence, Wilmington, Washington, and the terminal point Boston. Provided, that service to Salt Lake City, Denver, Des Moines, and Omaha, may be furnished on a demand basis; and provided further, that service to Providence, Bridgeport, Albany, Buffalo, Rochester, Syracuse, Baltimore, Washington, Dover, Wil-

'Brain-Washer'

By CHUCK SNOKE

(Answer on Page 9)

How quickly can you find out what is unusual about this paragraph? It looks so ordinary that you would think that nothing was wrong with it at all, and, in fact, nothing is. But it is unusual. Why? If you study it and think about it you may find out, but I am not going to assist you in any way—you must do it without any coaching. No doubt, if you work at it for long it will dawn on you—who knows? Go to work now and try your skill. Par is about half an hour.

mington, Harrisburg, Philadelphia, Pittsburgh, Akron, Cincinnati, Columbus, Dayton, Toledo, Youngstown, Louisville, Indianapolis, South Bend, Grand Rapids, Milwaukee, San Diego, Sacramento, Stockton, Merced, Fresno, San Bernardino, Santa Ana, Ontario, and Riverside may be furnished by means of truck to the nearest regularly served airport."

Examiner Ruhlens described the case, which originated in 1958, as one to determine the



Bear Feat—Believe it or not, a hunter killed this mighty Alaskan Brown Bear with a bow and arrow at a distance of 20 yards! It was a record kill, made by Fred Bear on the Kodiak peninsula in May, 1960. Brought to Seattle by Alaskan Airlines, the bear toured part of Flying Tiger's system. During a stopover at Detroit, more than 500 adults and six busloads of school children came to the Tiger terminal to see the bear, which, for display purposes, had been stuffed and mounted on a movable platform. Capt. John Holmes, in foreground, and Ivan Towler of the BUR Station get an idea of the size of the bear as he stands at the forward cockpit door of an FTL Super Constellation. Up on his hind legs, the bear stands more than nine feet tall and his weight was estimated at 1,500 pounds.

CAB Notice of Intention Points To Lower Airfreight Rates Soon

An order which would clear the way for the long-sought break-through in airfreight—low rates to stimulate large volume movement of cargo—has been proposed to the industry by the Civil Aeronautics Board. In a notice of intention to act, the Board advised the industry that it believed the time had come for the elimination of long-standing minimum airfreight rate orders established in 1948.

Canadair OK'd

Montreal—Permission to operate the Canadair Forty Four swing-tail cargo airplane from Newark and New York International Airport has been granted by the Port of New York Authority. This follows acceptance of noise-measurement data submitted by Canadair in January to show that the turboprop-powered Forty Four is no noisier on take-off than conventional aircraft now in use.

need for air cargo service in the United States at the present time.

Air Cargo Growth

Contained in the 136-page decision were comments relating to the past and potential growth of air cargo in the United States.

"Transportation of cargo by air has increased steadily during the last 10 years . . ." Examiner Ruhlens said.

"The board originally authorized service by the all-cargo carriers to provide a continuing spur of competition to the all-purpose carriers and as a yardstick to measure (1) the alertness and efficiency of other carriers of cargo, and (2) the cost of carrying airfreight.

"Both the all-cargo carriers and the all-purpose carriers, particularly American, United, TWA, and Delta, have devoted substantial time and effort to the promotion of airfreight and have in the last 10 years generated a substantial volume of this traffic. Substantial progress has been made, not only in the generation of more traffic, but in expediting cargo, experimenting with new types of services, establishment of directional and specific commodity tariffs, and the development of scientific marketing techniques. . . .

"Although the transportation of cargo over the last decade has grown steadily, it has not experienced the dynamic expansion envisaged by either the applicants or the board when the air cargo experiment was inaugurated. The 'breakthrough' into a period when a substantial percentage of domestic freight is carried by air has still not occurred.

"Since World War II the airlines, aircraft manufacturers, economists, and government offi-

These orders which were issued to stop a rate war specified minimum floors for rates. The Board said that orders were based on a record now obsolete and that the far-reaching changes now occurring in the industry required a new approach to rate problems.

"We have tentatively concluded," the Board declared, "that the existing minimum freight rates are no longer desirable or necessary and therefore propose to adopt an order which will revoke the outstanding minimum freight rate orders now applicable to interstate airfreight moving within the 48 contiguous states."

The Board gave all interested parties 20 days in which to comment on the proposed order, after which it would render a final decision on the projected move.

Surveyed by CAB

The current action of the Board is based on an investigation begun in August, 1960, at which time the Board asked all interested parties to comment on a proposal to modify the 1948 rate orders. Six of the seven domestic passenger trunk lines objected to the proposal. However, both Flying Tiger and American supported elimination of the 1948 order and 10 forwarders and five shippers or shipping groups favored modification or revocation.

The Board then declared:

"The responses leave no doubt that the imminent introduction of turbine-powered all-cargo air-

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Work During Layoff

Operations of The Flying Tiger Line were interrupted for a week, from Feb. 17 to Feb. 23 when flight engineers joined a walkout of engineers from other airlines to protest a National Mediation Board decision that on United Air Lines, flight engineers should be represented by the pilot's union—ALPA.

As a result, Flying Tiger personnel were given notice of furlough, which began for office and sales employees on Feb. 20. All employees were recalled to work on Feb. 24.

During the furlough, a number of office and sales employees continued on their jobs despite being technically off the payroll. As one of them put it: "We caught up on a lot of work."

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BUR Tours Are Popular

An organized program of tours by Flying Tiger's Personnel Department for children and adults desirous of seeing the airline's Burbank base has brought hundreds of people through the maintenance and freight station facilities in the past year.

Besides circulating the air-freight story to a lot of future men and women, it very likely has brought some freight, too, and provided a lot of valuable word-of-mouth advertising about the nation's only certificated transcontinental all-cargo line.

The pictures here show a recent tour conducted by Ken Marietta of Personnel for 25 Brownies and their leaders of San Fernando Valley Troop Three of the Girl Scouts. Many such groups of children in scouting and service club groups of adults have been escorted through the Flying Tiger plant.

Participating in the group shown here was Mrs. Esther Benninger, wife of Flying Tiger's Executive Vice President, Fred Benninger, and two other troop leaders, Anita Boyar and Barbara Brown.

The first picture shows the children lined up for a sprint up the cargo hold of one of Flying Tiger's Super H Constellation freighters. In the background are Mrs. Benninger (left) and Mrs. Boyar. One of the aspects of the tour that frequently startles visitors is the size of the freighters and the cargo hold, which is twice as long as a freight boxcar.

The second photo shows a group of the Brownies exploring the cockpit.

A third picture shows Ken Marietta demonstrating some electrical test equipment to the Brownies and their leaders, in the background from left to right, Mrs. Benninger, Mrs. Boyar and Mrs. Brown.

Other stations which may be interested in developing such tours can accomplish the job by contacting scout and service club groups. It is one of the best ways to get the Flying Tiger story across to the public and provide them with an insight into transportation's newest method for moving goods—airfreight.

Eidt Wins Certificate

A certificate of appreciation for work performed in behalf of veterans in Los Angeles County has been presented by the Los Angeles County Board of Supervisors to Gilmore J. Eidt, of Burbank, senior vice commander of the Seventh District of the California Veterans of Foreign Wars.

Eidt is foreman of material controls for Flying Tiger.

Tigers Reduce Rates

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service later this year," Higgins said.

"The Civil Aeronautics Board, in approving these rates, recognizes the fact that we must give the shipper a chance to adjust his use of airfreight transportation to a lower rate basis before we bring in the new CL-44 planes. It will also give us a chance to test the response of business and industry to lower rates.

"The CL-44 will give the shipper a greatly improved service at lower cost and by putting these rates into effect now with our present Super Constellation equipment, we hope to get some valuable experience on our overall program as well as direct the shipper's attention to the advantages of airfreight in the most effective way we can—lower rates."

Largest Reductions

The largest rate reductions, ranging between 39.6 and 40.3 per cent, apply to paints, hardware, foods and foodstuffs and bolts, nuts or screws. All other commodity groups receive reductions ranging from 19 per cent to 20.2 per cent.

Higgins said the reductions would be effective from all Flying Tiger west coast terminals—Los Angeles, San Francisco, Portland, Seattle and San Diego—to all midwestern and eastern seaboard terminals.

Typical reductions within that group of commodities receiving

40 per cent rate cuts are the following:

Los Angeles to New York, new 100-pound rate, \$15.95, former rate, \$26.60; San Francisco to Chicago, new 100-pound rate, \$12.25, former rate, \$20.35.

Typical reductions applying to commodities receiving 20 per cent rate cuts are the following:

Seattle to New York, new 100-pound rate, \$15.95, former rate, \$20.00; San Diego to Chicago, new 100-pound rate, \$11.60, former rate, \$14.45.

Air Mail Totals

In 1960, the domestic trunk airlines had estimated revenues of \$44,500,000 for the movement of U.S. mail. This is made up of two categories: priority and non-priority mail. Priority mail includes both letter mail and air parcel post and requires airmail postage. Non-priority mail is letter mail only and is regular first-class mail that moves on a space available basis. During the year the Post Office Department expanded the non-priority mail program to 25,000 tons of letter mail annually. This represented an income to the airlines of \$1,800,000 and a saving to the Post Office Department of \$134,129 over sending that amount of mail by surface.

Ton-mile carriage of mail was up. In 1960 the airlines flew 236,000,000 ton-miles of priority and non-priority U.S. mail. This represents a gain of 18 per cent over 1959.



Permanent Tiger Certificate Recommended by CAB Examiner

(Continued from Page 4)

cial have predicted the rapid growth of the air cargo industry. The board in the original Air Freight Case, in 1949 found that there was an existing potential domestic market for airfreight of not less than one billion ton-miles annually. Ten years later, in 1959, that potential had not been achieved. During 1959, 386,710,000 ton-miles of airfreight were carried by the domestic trunklines and all-cargo carriers.

Rate Comparisons

"Although the potential the board found in 1949 has not been achieved, the record indicates that an enormous untapped airfreight potential still exists. By motor carrier in 1954, only 700 million ton-miles of freight moved at rates above 16 cents per ton-mile, but seven and a half billion ton-miles moved at rates between 12.25 and 16.34 cents per ton-mile, 10 billion ton-miles at 9.54 to 12.25 cents per ton-mile, and 14 billion ton-miles at 6.82 to 9.54 cents per ton-mile. Air cargo rates averaged more than 20 cents per ton-mile.

"These data indicate that a substantial volume of additional air cargo is available if the service can be provided at rates in the 7 to 16 cents per ton-mile range. Some of this traffic may travel distances too short to be benefited by air service, but more than 30 billion ton-miles of freight move by common motor carrier for distances in excess of 600 miles at rates of 7 cents per mile or higher. If rates in this range can be achieved, the airplane can compete for this type of traffic. An enormous air cargo potential exists, but events of the past 10 years demonstrate that the 'breakthrough' to capturing a substantial part of this market will not be achieved without substantial developments in the air cargo field.

"Establishment of rates competitive with those of surface carriers is one change which is essential before a substantial share of the cargo market can be captured. . . .

All-Cargo Aircraft

"The cargo 'DC-7' has direct operating costs of about 8 cents per available ton-mile. A modern all-cargo plane with direct operating costs of less than 4 cents per available ton-mile would permit a substantial reduction in rates. With such a plane and indirect costs in the 2-4 cent range, total break-even costs at a 70 per cent load factor would be 8.6 to 11.4 cents per ton-mile. This would permit rates below the 14 cents per ton-mile level.

"Slick and Tiger and the manufacturers claim that the proposed cargo planes, the Canadair 'CL-44D,' the Douglas 'DC-8a,' the Lockheed 'Super Hercules,' and the Boeing '735' can be operated with a direct operating cost in the range of 4 cents per ton-mile. All of these planes may not be built, but Tiger and Slick have ordered the Canadair 'CL-44D' and it is now in production.

"Inasmuch as this plane has never been operated in domestic service and the operating costs of a large cargo plane are dependent on the economies of a mechanized loading system which has not been perfected, it is impossible to determine on this record whether costs as low as those predicted are attainable. It is clear, however, that a large jet plane specifically constructed for cargo purposes with an integrated loading system should provide substantially lower direct costs per available ton-mile than the existing converted piston equipment. Consequently, when such equipment is in service some reduction in rates should be possible.

"Air cargo has been increasing steadily over the past 10 years and will, because of the enormous potential above indicated, continue to grow, but this growth will be gradual for the next several years and the anticipated 'breakthrough' into heavy diversion from surface modes of transportation is still several years away."

All-Cargo Service Needs

Discussing the need for a northern transcontinental all-cargo air carrier, Examiner Ruhlen said there appeared to be sufficient air cargo potential to justify "continuing experiments with this type of service." Flying Tiger's profitable operation in late 1958 and early 1959 and that carrier's "willingness to accept a certificate without subsidy eligibility indicates that east-west transcontinental air cargo service can be provided by one all-cargo carrier without substantial subsidy support," he said.

"The record, however, fails to demonstrate," Examiner Ruhlen said, "that competition by two east-west all-cargo carriers is necessary, economical, or justified at the present time."

Examiner Ruhlen reviewed operations and the financial conditions of Slick and Flying Tiger and concluded "that Flying Tiger's financial condition" is much stronger than that of Slick. He said Flying Tiger had shown steady growth while Slick remained static, and he added:

"The comparative public interest requires the selection of



Roger B. Ulvestad (right) and President Bob Prescott take a moment out from a conference for a picture in connection with Ulvestad's appointment as Special Assistant to the President.

Flying Tiger rather than Slick to provide the needed transcontinental all-cargo transportation."

Air-Truck Flexibility

Examiner Ruhlen also said that all-cargo carriers should "be given maximum flexibility" in developing truck-air and demand service. He recommended that Flying Tiger be authorized to provide such service to the following cities, through the nearest regularly served airport: Providence, R.I.; Bridgeport, Conn.; Albany, Buffalo, Rochester and Syracuse, N.Y.; Baltimore, Md.; Dover, Del.; Harrisburg, Philadelphia and Pittsburgh, Pa.; Akron, Cincinnati, Columbus, Dayton, Toledo and Youngstown, O.; Louisville, Ky.; Indianapolis and South Bend, Ind.; and Grand Rapids, Mich.; Milwaukee, Wis.; San Diego, Sacramento, Stockton, Merced, Fresno, San Bernardino, Santa Ana, Ontario and Riverside, Calif. (for air-truck service) and Salt Lake City, Denver, Des Moines and Omaha (for demand service).

Examiner Ruhlen further noted that Flying Tiger "has arranged to borrow \$5 million from the New York Central Railroad in exchange for 5½ per cent promissory notes, convertible into common stock of Flying Tiger, and Samuel B. Mosher, chairman of the board of directors of Flying Tiger, is interested in other organizations which are engaged in common carriage." The examiner recommended that the board institute and conduct an investigation into such relationships "to determine if they may adversely affect public interest."

Ulvestad Named To Aid President

Roger B. Ulvestad, a member of the faculties at the University of Washington and University of California at Los Angeles for the past three years teaching transportation and marketing, has been named special assistant to the president of The Flying Tiger Line.

President Robert W. Prescott said Ulvestad, who has served as consultant to the airline for the past two years, would be immediately concerned with development of the carrier's tariff structure and its marketing research programs. These two areas have been of primary importance to the airline in connection with its plans to place into service later this year a new fleet of CL-44 turbo-prop airfreighters.

Ulvestad is a native of Montana and served with the Air Force in World War II. He is a graduate of the University of Washington with a master's degree in transportation. After working with the Great Northern Railway and City of Seattle, he spent two years studying at the Graduate School of Business Administration, Harvard University, under a grant from the Ford Foundation and then began his teaching career.

Over the past five years, he has served as consultant or conducted research for the Boeing Airplane Co., Douglas Aircraft Co., Port of New York Authority, Washington Motor Transport Association, Washington State Legislature, and the Committee for Economic Development.

He is married and lives with his wife and two sons at 3106 Glendon Ave., West Los Angeles.

British Charter Rates

(Continued from Page 1)

organizations, with pro-rated costs per group member for London or Paris to New York for as low as \$162," Clark said. He added that these rates set a new industry low for trans-Atlantic flights on modern pressurized airliners and could serve to open the door to middle-income Britons who otherwise might not be able to afford a vacation to the United States.

"The reputed high cost of travel within the U.S. has long been one of the major hurdles in providing short vacation trips within the reach of middle income European groups," Clark said. "We have discovered, however, in our fourteen years of operating Atlantic group charter flights that comfortable accommodations and economical tours can be arranged and the program we envision for the season of 1961 will be well within the reach of middle income groups."

Motor Traffic Men Meet With Air Representatives

The National Motor Freight Traffic Association—said to represent 4,000 motor carriers—has instructed its special airfreight committee to arrange meetings in the near future with airline representatives in an effort to develop better "communications between the two industries," according to a spokesman of the American Trucking Association, Inc.

Disclosing the NMFTA plans at a meeting of air cargo representatives in New York City, was Thomas M. Auchincloss, administrative assistant to the director of traffic of the ATA.

He told the group there were many areas in which the airline industry had not begun to develop as possible sources of traffic. Airfreight carriers could gain new sources of cargo through expeditious air-truck and truck-air coordinated service, he explained, and added that the combination service also held "great promise for the shipper who wants a superior service."

Airfreight Up in '60

Airfreight ton-miles for 1960 are estimated at 645,100,000, a gain of 9.4 per cent over 1959, by the Air Transport Association. Of this total, 318 million was carried by domestic passenger lines, 197 million by international and overseas U. S. lines, and 126 million by domestic all-cargo carriers. The balance of six million was moved by local service and Hawaiian lines.



Flower-Shippers, Tigers Meet—Sales officials of The Flying Tiger Line, headed by General Sales Manager, Pete Albert, met with the Board of Directors of Consolidated Flower Shipments, Inc., of the San Francisco Bay Area, to discuss flower rate structures and airfreight needs of the flower shipper. Discussions centered around plans for the introduction of Flying Tiger's CL-44 turboprop-jet airfreighters into service later this year. The picture here shows the joint meeting. Left to right are: Robert Gilmore, Mutual Flower Shippers;

William Zappettini, Jr., Wm. Zappettini Co.; John Branigan, Western Regional Sales Manager for FTL; Leon Gregoire, Gregoire's Flowers; Al Leone, Wm. Zappettini Co.; Kuni Shibata, Mt. Eden Nursery; Charles Bona, Avansino Mortensen & Co., and president of Consolidated; John Slingerland (standing), FTL District Sales Manager at San Francisco; Peter T. Albert, General Sales Manager of FTL; John C. Barulich, Airport Drayage Co.; James F. Bonaccorsi, Golden Gate Wholesale Florists; and Masoa Oku, Mt. View Greenhouses.

Storm Proves EWR 'Can Do' Spirit Achieves Near-Miracles

Flying Tiger's Newark station, with spring at hand, bids good-bye to a winter that will be remembered by everyone who worked at EWR in 1960-61 from fall to spring. Several reports have been published on the job done under the most trying weather circumstances but a final report has just come from Joe Healy, Director of Ground Operations.

It is wrapped up in an inter-office memo from Mike Mielnick of EWR to Paul Stokes, Eastern Regional Operations Manager, and concerns the early February snowstorm, which buried the east and brought virtually all transportation to a standstill.

We say "virtually" because The Flying Tiger Line was one of the few transportation companies and the only airline to function out of the snow-blocked New York area at the height of the storm.

Mielnick's report to Stokes relates a graphic, simply-told story of how Flying Tiger managed to move the only airfreight out of

New York during the February emergency. It follows:

I would like to take a few minutes to write on the recent snow storm, which covered the eastern part of the country. The snow started to fall at 1230 EST on the third and continued thru to 2130 EST of the 4th. During this time and at the height of the storm FTL maintenance, Flight personnel and ground operations worked two arrivals, flights 182/2/14C ATA 1828 EST and flight 382/2/13C. Both aircraft were set up for departure that evening as 181/3/14C and 281/3/13C.

The maintenance crew with the tremendous work effort in deicing and clearing the snow off the aircraft, ground operation personnel in working off- and on-loads, and flight crews in flying the aircraft in this weather were able to get the aircraft out plus move 74,495 lbs. of freight.

Here was a real "CAN DO" job, a credit to the company, since all passenger and freight carriers cancelled all their flights at 2000 EST, of the 3rd, in the metropolitan New York area.

The FTL crew, L. Luccio, W. Town-er and F. E. Taylor on 181/3/14C ATD 2255/0015/0045 EST, and 281/3/13C crew of J. Bliss, R. Tag-gari and F. E. Ciavardone, a job well done in flying the aircraft out of Newark.

FTL station mechanics, Wilkinson, and crew a job well done on having the aircraft ready for flight.

FTL ground operation good job on handling 119,948 lbs. during the height of the storm.

Here is a story for Mrs. Prescott's book. The leader in the Airfreight Industry—again as in the past we get thru where others still stay on the ground at origin.

The storm subsided at 2130 EST of the 4th. All airports in the metropolitan area were closed till 1530 EST of the 5th due to snow clearing and snow removal. The states of New Jersey, New York and Connecticut were in a state of emergency and moving vehicles were banned off all city streets and highways. The ban in New Jersey was lifted on the 5th and in New York on the 6th at 2300 EST.

The above for your info.

Mike Mielnick

P.S. It sure gave me a hell of a good feeling in having a small part in delivering the goods. Plus was able to pickup two outside services, "Air Express for \$61.20 per 61-03 and Zantop Airlines for \$116.00 per report 61-04."

Electronics Gear Sets PDX Record

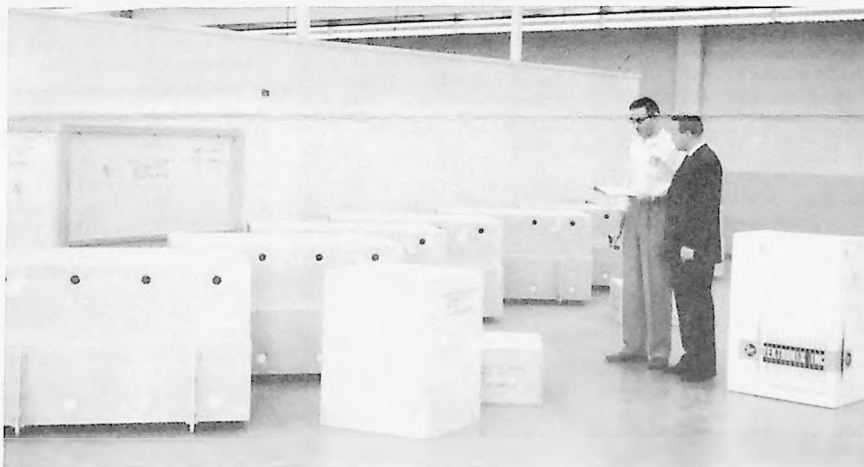
Ten tons of electronic gear, one of the largest and most valuable air cargos ever moved by The Flying Tiger Line out of its Portland terminal, were successfully flown to New York in March for Tektronix, Inc., one of the nation's primary electronic manufacturers.

The shipment constituted the entire display material of the customer for the annual Institute of Radio Engineers' show in the New York Coliseum. Bob Hendricks, FTL Sales Manager at Portland, said the movement marked the first time that Tektronix had used air entirely for movement of its show equipment.

Arrangements for the move were made by Harold Fritzler, Tektronix Traffic Manager, and Derel Countryman of the Tektronix Advertising Department, with Station Manager Bob Beckman of FTL and Hendricks handling the details for the airline.

Besides the large amount of electronic gear, which included existing and pilot models of oscilloscopes and other devices, Tektronix moved a total of 19 engineers from its plant to supervise display of the material. Included in the shipment were more than 70 oscilloscopes.

Portland newspapers published stories on the movement, citing it as the largest of its kind ever flown out of that area.



Chuck Ruten of Tektronix and Bob Hendricks of FTL check part of the record electronic shipments at PDX.



Three trucks were needed to move the shipment from the Tektronix plants in Beaverton, Ore., to FTL's Portland terminal and they are shown lined up here ready for unloading. (Pictures by Bob Hendricks).

NATD Told of Big Airfreight Break-through

(Continued from Page 2)

delay or movement be on-loaded in a matter of minutes.

After on-load, the aircraft leaves, and the entire process is repeated in reverse for the freight offloaded and destined to be delivered locally.

Now in the natural sequence falls item number three, containerization.

Some of these programs have been immensely successful. A good example would be the movement of Boeing's jet engines by air from Hartford, Connecticut, to Renton, Washington.

It took jet engines out of containers that weighed as much as the engines themselves, put them on lightweight shipping stands, and has already resulted in hundreds of engines by air at a lower over-all cost than they had moved by their previous surface method.

Paul Bunyan Box

In a slightly different direction, but still achieving the same end result, has been the Paul Bunyan box. This program more truly exemplifies containerization as most shippers know it today. This program has been very successful and has most certainly accelerated an industry move toward more complete containerization.

Perhaps another excellent example of how plus business can be generated through containerization is the air-van program of household goods.

First, by research, experimentation, trial and error the container was developed. It consists of a pallet base with sides and top of water repellent, heavy corrugated cardboard. The furniture is nested on the pallet, secured, and then surrounded and covered by the carton. It is then secured with steel bands and it is ready to go.

The airplane is basically a delicate thing; containerization would help protect it.

The curvature of the fuselage of an airplane causes much lost space. Properly designed containers could help utilize much otherwise lost space.

Airplane hours are valuable. Containerization can keep ground times at a minimum, thus increasing utilization.

Containers can reduce damage; they can discourage pilferage. They can reduce losses through eliminating over-rides of parts of shipments.

We feel the aircraft of tomorrow will be filled almost altogether by containerized freight, freight containerized by either the shippers or the carriers.

Now we come to the fourth and final program—that of tariffs, rates if you will.

Today's tariff resembles a lean-

to—built onto a lean-to. If any one governing factor in its construction predominates, it must be that of "what the traffic will bear." This is poor rate-making as evidenced by efforts on the part of the Civil Aeronautics Board to force major changes in the industry's tariffs, primarily by asking the industry to adopt a more specific and less generic type of tariff.

Here, then, when we propose drastic downward revisions in many rates, is the opportunity to correct the many inequities in our present tariff by replacing it with an entirely new one.

We studied rail tariffs, truck tariffs, sea tariffs, all of them! We were attempting to extract from them the better points and to put them together. It then became apparent that one basic fact was true—the classification system was more equitable to both shipper and carrier. Under this system each commodity pays its own way.

Based Mainly on Density

The classification system in many instances is based, primarily, on density factors. This then, was really getting at the heart of our problem—that of "bulking out" aircraft before a full payload could be realized.

Many times, almost daily in fact, we experience loads of perhaps 28,000 to 32,000 pounds on an aircraft capable of carrying 42,000 to 44,000 pounds. This is because they "bulk out." Obviously the industry cube rule of 6.9 pounds per cubic foot for hard freight is not adequate. Simple arithmetic shows that in an aircraft such as our 1049H Constellations, an aircraft capable of carrying a 44,000-pound payload, the aircraft with a usable cubic footage of about 4300 cubic feet—would bulk out at 29,670 pounds.

To cover all aspects of this new tariff would take me hours, not minutes, so I'll cut across lines and say that:

1. The new tariff will be a classification-type tariff.
2. It will be based on density and other related cost factors.
3. It will, in addition to the classification section, have a specific section that will allow us to file any desired rate, on any segment, on any commodity, in any direction.
4. It will offer in many instances reductions of up to 40 or 50 per cent.
5. It could make available on some commodities, eastbound rates out of this market as low as \$6 to \$8.00 a hundredweight.

And now we come to the Defense aspects of this big break-through. What effect will it have on the Defense program as a

whole?

I believe we will all agree that the existence of a fast, modern and reliable Civil Reserve Air Fleet is of extreme importance to the Military, as well as to the nation.

The new, long-range, fast-flying airplanes are the only ones that could do the job in an emergency. It behooves us all, therefore, to see to it that these airplanes are available for Civil Reserve Air Fleet use.

There is only one way to do it, and that is to expand the airfreight industry to the point where this type aircraft can be purchased and used at a profit by the airlines.

The Military is encouraging the acquisition of modern aircraft within the airfreight industry by specifying a preference for them in their contracting for commercial lift. This is a tremendous help to the industry and is a big factor in making it possible for the various operators to acquire them.

One must never discount the role of the Military in making the big break-through in commercial airfreight possible, for without their help in the contract phase of the business, many of us would not be here today.

With the new fleet, soon to be operating, we will continue to support the Defense program. We have already committed all ten of our new airplanes to the Civil Reserve Air Fleet.

This modernization of the CRAF fleet will be tremendously accelerated by the big break-through in airfreight.

'THANK YOU!'

A recent movement of exhibition equipment for Marubeni-Iida (American) Inc., of Chicago, from Seattle to Chicago for the Chicago National Boat Show brought these thoughtful letters of commendation from J. Forester of the customer's Operations office, to James Danek, FTL's Chicago District Sales Manager, and Vern Chase, Seattle District Sales Manager of the airline:

Dear Mr. Danek:

This is just a brief note to extend our sincere thanks to you and your staff for your splendid cooperation and assistance in the matter of moving our exhibition goods from Seattle to Chicago in time for the Chicago National Boat Show.

The coordination of your Chicago Office with that of your Seattle Office made the whole operation move smoothly, and relieved a great amount of our personal concern in the handling of this shipment. We are particularly grateful to your Mr. Phil Beitz with whom we were directly working in coordinating this shipment. His courteous and efficient cooperation is worth this special mention.

Kindly pass our appreciation along to those of your staff so directly concerned with this matter.

Dear Mr. Chase:

This is just a brief note to extend our sincere thanks to you for your splendid cooperation and assistance in the matter of moving our exhibition goods to Chicago in time for the Chicago National Boat Show.

The coordination of your firm in Seattle as well as Chicago, and your liaison work with B. R. Anderson & Co., in Seattle, who acted as our correspondent brokers, played every part in the best efforts to move this cargo.

Kindly pass our appreciation along to those of your staff so directly concerned with this matter.

Airlines Invest \$3½ Billion in Jets

By December 1960, the end of the second year of the Civil Jet Age, the airlines had received 485 turbine-powered aircraft. Of this total, 278 were turbo-props, and 207 were pure jets. On order for delivery between 1961 and 1963 are 28 turbo-prop and 193 pure jet aircraft. The total airline fleet at year's end was about

1,800 aircraft of all types; helicopter, piston-engine and turbine-powered.

By the end of 1963, when all deliveries will have been made, the scheduled airlines will have invested almost three and one-half billion dollars in new flight equipment.



Another set of tickets from the girls. Left to right are: Rankin, Al Mazour, Betty Hicks and Bill Fowler, FTL's Military Sales Director.

TIGE-AIR-VAN PUBLICIZED TO TRADE BY CO-DEVELOPER CONTAINER CORP.

(Editor's Note: The following story was prepared by the Container Corporation of America for distribution to trade publications in the container field as a result of the successful development of a household goods container for The Flying Tiger Line by the corporation).

A unique new corrugated container—developed jointly by a pioneer airfreight system and the world's largest paperboard packaging organization—makes air transport of household goods more than competitive with other forms of shipment.

Heretofore, household goods had to be shipped loose in an aircraft. Costly to load and handle, they were subject to excessive damage en route. Now, with the new container, household goods can be packed and sealed at the home and shipped to the ultimate destination by a combination of air, sea and road transportation without costly repackaging.

The new container—called Tige-Air-Van—was perfected by the Flying Tiger Line's air cargo experts at Lockheed Air Terminal, Burbank, California, and Container Corporation of America's packaging engineers at Los Angeles.

According to Peter Albert, Flying Tiger's general sales manager, work on the Tige-Air-Van began with a search for a container that would handle safely, efficiently and economically overseas shipments of household goods for the armed forces.

As finally developed, says Albert, the new container is so successful it is now being used for domestic and overseas air shipments of heavy industrial items as well as household goods. It is large enough to handle bulky pieces like sofas, he adds, and strong enough to carry heavy appliances like stoves and refrigerators.

"The Tige-Air-Van," Albert

explains, "makes it possible for household goods to be packed at a home in Tokyo, customs-inspected and sealed on the spot, shipped by flat-bed truck to the aircraft, fork-lifted into the aircraft, flown to the airport nearest the destination, unloaded onto a truck, and delivered to the door of the family's new home."

The new container is constructed of 350-pound-test, double-wall corrugated fibreboard, made water resistant by a paraffin coating, and will hold up to 1,200 pounds. It has a plywood floor and is supported by a four-way entry pallet to facilitate loading. The Tige-Air-Van is 71 inches deep, 45 inches wide, and 86 inches long. It weighs only 96 pounds.

The top and one end of the new container can be removed for easy packing. When loaded, the container is sealed by 5/8-inch steel banding.

In addition to the full-size container, Albert says, a half-size version is also in use. The smaller type was developed to meet shippers' needs for a container to hold less bulky household items.

In addition to handling household and heavy industrial goods, the Tige-Air-Van is expected to be used for such varied items as bulk photographic film, office records, electronic instruments, and many other products requiring secure packaging for long-distance shipment.

'Brain-Washer'

(Question on Page 4)

The letter "e" is not used at all.



On-loading of Tige-Air-Van container using fork-lift.

Air-Cargo Group Forming in Pacific Northwest Area

Establishment of an association of people interested primarily in the development of the air cargo industry in the Pacific Northwest has been launched by Bob Hendricks, Portland District Sales Manager of The Flying Tiger Line, and Wallace Russell, Cargo Sales Representative of Pan American World Airways.

Hendricks said the first response to a letter sent to a group of freight forwarders, agents and airline cargo personnel asking about their interest in such an organization had produced "an

80 per cent favorable reply and willingness to participate."

"I think there is a need for such a group to discuss mutual problems and progress and exchange general information," Hendricks said. "The existing transportation clubs are 99.9 per cent slanted toward and controlled by surface transportation people with the result that air problems get little attention."

As a result of the response, plans are under way to set up an organizational luncheon to develop a program.

Londoner Sees Airfreight's Supremacy

LONDON (Canadian Press)—Sir Percy Hunting, one of Britain's aviation pioneers, thinks the era of the freight train and the cargo ship is drawing to a close. And, he says, aircraft like the Canadian-developed Canadair CL-44 freighter will hasten the day.

Sir Percy, who retired recently from the chairmanship of a group of companies involved in both shipping and air transport, foresees no alternative to an almost total preponderance of aviation over all other forms of cargo hauling.

Airfreight still is far from a major industry. At present, only one ton of every 10,000 of the world's freight goes by air. But, this form of transport is growing fast.

By October, 1960, there were thirty-six two-way trans-Atlantic flights a week by all-freight aircraft. Most authorities now agree that airfreight rates are far too high—they run about 36 cents a ton-mile in Europe.

Dip in Rates Seen

Sir Percy, who discussed the world's future transport requirements at a recent meeting of the Institution of Production Engineers, foresees a fall in rates to 12 cents a ton-mile and ultimately much lower.

He referred to the Canadair freighter, which is theoretically capable of cutting direct operating cost to 4 cents a ton-mile, so that the 12-cent rate goal is feasible with present aircraft types.

By the end of the Nineteen Seventies, Sir Percy believes, a cent-a-mile rate will be reached. This allows time for the development of three generations of aircraft with the primary aim of cutting costs.

Sir Percy contends that a cargo aircraft with eight engines and a payload of 200,000 pounds could make fast ocean-going freighters obsolete. Aircraft that could carry that much, he said confidently, would be a direct challenge to cargo ships.

"They could, in fact, be designed to carry bulk cargoes, never before considered potential airfreight, and to discharge them through the equivalent of bomb bays or in detachable fuselage containers," he added.

The Guardian of Manchester, in a special supplement on airfreight, says years of making-do with converted passenger aircraft has convinced airlines of the need for planes specially designed to carry freight.



Container opens at top and end for easy stowing of household goods.



After filling container is sealed with steel banding.

CAB NOTICE OF INTENTION

(Continued from Page 4)

craft, the use of more efficient cargo aircraft and handling facilities, the conversion of conventional Douglas and Lockheed passenger aircraft to all-cargo operations, and the added space and lift capacity available for cargo in the jet passenger aircraft will result in significant increases in airfreight capacity."

The Board said that many respondents urged rates below existing minimums and also took the position that the Board should not hold hearings for the purpose of establishing lower rates until there has been an opportunity to accumulate experience with new aircraft, facilities and increased freight operations.

Accordingly, the Board decided that "hearings for the purpose of modifying the current minimum freight rate orders should not be held at this time . . . The Board, however, is convinced that the air transportation industry is about to enter a new era in the carriage of freight; that there will be substantial increases in airfreight capacity in both conventional and turbine-powered aircraft; that lower cost levels are projected for the new types of turbine-powered all-cargo aircraft; that significant increases in airfreight volume must be developed to utilize efficiently the cargo capacity of enlarged fleets of such aircraft; and that it is essential to provide a regulatory climate that will best stimulate initiative within sound economic boundaries."

To bring about a lower rate structure, the Board said it was convinced that "carriers can pro-

perly be given a wider area of managerial discretion than afforded under the existing rate orders by the prompt revocation of such prescribed minimum rates . . ."

To this end, the Board said interested carriers should file tariff proposals upon which the Board could act. In this connection, it laid down the following guide line:

"The imminent introduction of new turbine-powered all-cargo aircraft in scheduled cargo service and the rapid increase in cargo capacity for the industry make it important that the industry have maximum flexibility and opportunity to experiment with promotional rates designed to increase air cargo traffic within the limits imposed by the rate-making criteria of the Civil Aeronautics Act."

Flying Tiger expects to be the first carrier to file new rates, which probably will serve as a guidepost for the industry. Final studies are now being completed by the airline with the expectation that a tariff will be ready for presentation to the Board within the near future. This tariff will be based upon the carrier's projected use of its new swing-tail CL44 turbo-prop jet airfreighter, which will be the first turbine-powered freighter to go into service on domestic routes, probably late this summer.

Carry Huge Shaft

A 20,000-pound machined shaft, the largest piece of airfreight ever loaded out of the Hartford-Springfield station, was flown to San Francisco in January by The Flying Tiger Line.

Shipment was made by the Electric Boat Division of General Dynamics Corp.; and special rigging equipment was used to load the 34-foot shaft into a Super H Constellation airfreighter.

The movement was handled by District Sales Manager Jim Haggerty and Station Manager Don Lembke, who arranged with Russ Emerson of GTO at Burbank to have an airplane at Bradley Field less than six hours after receiving a call asking Flying Tiger to handle the equipment. Four hours after the airplane reached Bradley, it was enroute west, stopping at New York, where the load was topped off with another 20,000 pounds of freight.

Although the shipment was not the largest ever handled by FTL—Newark loaded a 34,000-pound shaft two years ago—Haggerty claimed it was the coldest loading for one of the biggest pieces of freight ever carried.



Here are the members of the New Jersey women's bowling team known as the "Flying Tigers." Left to right are Doris Nightingale, Marge Pace, Mel Mega, Doris Julian and Dot Bowman.

TIGERS CHANGE GARB TO SPOTS

The "Flying Tiger" is a leopard in New Jersey.

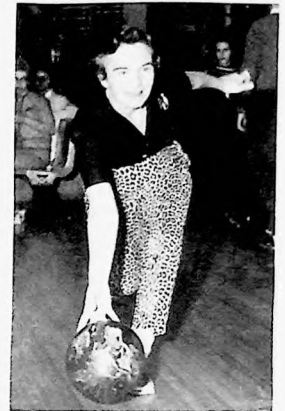
When a group of housewives led by Dot Bowman, wife of Walter Bowman, Flying Tiger's District Sales Manager at Newark, decided to form a bowling team, Dot came up with the name—Flying Tigers.

They got a favorable reception in the bowling game but when the girls took the floor, they captured first place in attention if not in scores. Their dress was black blouses and leopard slacks,

all of which helps to prove that you never can tell what a woman will do.

So the tiger in New Jersey is a leopard and not doing too bad at that. Although it is the girls' first season of bowling, they are in sixth place in a 12-team league and for the benefit of other Tiger bowlers, here are their high marks:

High game (team) with handicap, 1016; high team series with handicap, 2721; high game (net), 215 by Capt. Doris Julian.



"Tiger Dot Bowman" tosses a strike for the club.

Ten-Year Pin Awards

Maintenance

- BUR Mourad S. Boyajian
- Arthur R. Cole
- Raymond L. Counts
- Donald M. Geist
- Omer F. Geist
- Guy L. Kassing
- Carl J. Kenny
- Frank H. Sargent
- Robert J. Scoble
- Joseph J. Urda
- EWR John C. Whitelaw

Flight Operations

- EWR Ernest W. Loane

Ground Operations

- BOS Leonard J. Franzak
- BUR William A. Russell
- Charles S. Williams
- PDX Robert A. Beckman

Sales

- BUR Harrison G. Ayres
- EWR Vernon Gray
- PHD John J. Walsh

Accounting

- BUR Thelma R. Williams

Five-Year Pins

Maintenance

- BUR Dale Camomile
- Frank Grier
- Fred Stunkel
- Joseph F. Miller
- Kenneth L. Ham
- Lewis F. Griffin
- Belva P. Crows

Ground Operations

- DTW Elmer Janofski
- Joseph J. Walters
- BUR Ryozi Tanji

Flight Operations

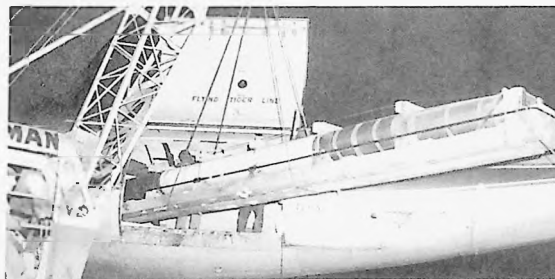
- SFO Derrel T. Gibbins

Executive

- John C. Cosgrove

Sales

- N.Y. Brian Hayhoe
- SFO Larry Kerr
- DTW Lorraine Eagle



Rigger steers the big shaft into the Super H cargo hold.



Cargo loads use chains and cables to roll the shaft into position within the airplane.

'Skip' Lane

Capt. James V. (Skip) Lane, one of Flying Tiger's first pilots, died suddenly on March 12 at his home in Los Angeles from a heart attack.

He was 46 years old.

Lane joined The Flying Tiger Line on January 26, 1946, and was ranked No. 6 on the airline's pilot seniority list.

Before the war, he was a flight instructor with the Dallas, Texas, Aviation School and during the war, he flew with the Air Transport Command as a ferry pilot and also participated in the famed "Hump" airlift of India, flying for the China National Aviation Corporation.

He is survived by his widow and a daughter, Susan.

Aviation Week Reports on SS-486L Turbofan Contract

(Editor's Note: Although Flying Tiger Line operation and research officials are doubtful that a successful commercial airfreighter can be developed jointly for both military and commercial use because the needs of each vary so widely, the following story in Aviation Week is reproduced for the information of Tigereview readers interested in keeping abreast of developments in the airfreight field.)

Washington — Lockheed Aircraft Corp. won the design competition to build a workhorse airfreighter that is intended ultimately to modernize the Military Air Transport Service fleet and cut the cost of carrying commercial cargo.

The new SS-476L transport, called the Super Hercules by Lockheed, is expected to blur the distinction between strategic and tactical airlift after it becomes operational in late 1964 or early 1965. This is because the high-wing, turbofan-powered freighter will combine the features of relatively short-range troop carrying transports, such as the Lockheed C-130-A, with the large load-carrying ability of aircraft in the Douglas C-124 category.

The White House took the unusual step of announcing the contract award itself, citing the "large number of press queries" as its reason. But the move also was an apparent attempt to demonstrate that the new Administration intends to move swiftly on technical decisions. The competition was completed so quickly that many significant details—such as the choice of engines—were still under discussion in the Pentagon after the announcement was made.

White House and Defense Department estimate that the SS-476L development program will cost approximately \$1 billion. Current plans call for production of 132 aircraft, but the transport is to be compatible with airline requirements, and commercial orders also are expected.

Monitored by FAA

Federal Aviation Agency and some of the airlines cooperated with the Air Force in preparing specifications for SS-476L, and FAA monitored the project through the selection of Lockheed as the contractor. The company will conform to both USAF and FAA standards to make sure the transport will be eligible for certification under Civil Air Regulations transport category.

The 476L transport, as designed by Lockheed in response to Air Force's Specific Operational Requirement (SOR) 182, will be able to:

Haul a 60,000-lb. payload as far as 3,000 naut. mi. or a 20,000-lb. payload up to 5,500 naut. mi. while cruising at airspeeds between 440 and 500 mph. Thus,

the aircraft is to be capable of nonstop flight across either the Atlantic or Pacific Oceans, depending on its takeoff payload.

Operate from 6,000-ft. runways at maximum takeoff and landing weights. At its top weight of 155,000 lb., Lockheed's new C-130E Hercules will require a 5,860-ft. runway for a standard day takeoff. With 140 additional feet, the same runway could accommodate a Super Hercules weighing close to 315,000 lb.

Slow to an airspeed of 120 kt. or less to discharge paratroopers and heavy equipment. Air Force acquisition of 476L transports with air drop capability may fundamentally reshape the wartime missions assigned to MATS and to Tactical Air Command.

The White House reported that Lockheed was "substantially the lowest bidder" in a competition with Douglas, Convair and Boeing.

Andel Switch to Air

(Continued from Page 12)

was reduced from 45 days to 10 days. This meant that air could give us a capital turnover ratio of nine-to-two, with attendant savings at the bank.

We have found that our clients are now in a better position to cope with their inventories, and intelligently plan ahead without overstocking. Assured of overnight service if need be, they are able to keep their stocks of American auto parts and accessories at safe minimums, thus avoiding needless cash outlays.

No Inventory

As a matter of fact, in certain instances there is no necessity at all to maintain an inventory. There are company cases on record where we have received a cabled order at 9 a.m.; procured the goods by noon; delivered it to the airport the same afternoon, ready for export; and had it safely in the custody of the purchaser the following day.

Our utilization of airfreight is a solid sales weapon. We will be able to sell this as effectively as we did to a Vienna importer, who was the personification of amazement when we were able to prove to him that air service as a normal, rather than as an emergency, means of distribution, was at least as cheap as surface, and often considerably cheaper.



"Hercy," grand champion steer of the Chicago International Livestock Exposition, is led off a Flying Tiger airfreighter by Bob Taylor, Las Vegas and Ventura restaurant owner, while his wife, Ila, keeps a watchful eye on their prize beef.

TIGERS FLY \$25-LB. HAMBURGER

Steak at \$54.60 a pound and hamburger at \$25.48 a pound arrived in Los Angeles during the holidays but it wasn't for sale even if there had been any buyers.

The high-priced beef was in the form of "Hercy," grand champion steer of the Chicago International Livestock Exposition.

He was flown west on a Flying Tiger airfreighter from Chicago by Mr. and Mrs. Robert Taylor, Ventura and Las Vegas restaurant owners, who paid the sixth highest price in the history of the exposition—and mostly in silver dollars—to a 15-year-old Iowa farm girl so they could show "Hercy" off at their Ranch House Supper Club near Las Vegas.

CL-44 Performance Cited to Shippers

The "CL-44" turbo-prop airplane, scheduled for operational use this year by two all-cargo airlines, was described as "the best cargo transport in the world" by an official of Canadair, Ltd., the company which developed and built the airplane.

Speaking March 7 in San Francisco to members of the Northern California Flower Shippers Association at a meeting sponsored by The Flying Tiger Line and other air carriers, Miller Smith, manager of Canadair's Los Angeles office, said that more than 3 million engineering hours had gone into development of the "CL-44," a craft featuring a "swing-tail" which opens for mechanized in-line loading. Describing the development process, he said:

"We were convinced that, with the airplane coupled with a mechanized cargo-handling and loading system, we could offer the airlines an item that would reduce operating costs to a point that would not only beat all known aircraft, but would com-

pete with many modes of surface transportation. . . .

"We feel that our efforts have given us the best cargo transport in the world. . . ."

Mr. Smith described the operating characteristics of the new aircraft, which has a payload capacity of more than 62,000 pounds. Concerning loading and handling, Mr. Smith said the mechanized loading system built into the "CL-44" would allow the plane to be unloaded and fully loaded with palletized freight in about an hour compared with about five hours' time required for conventional aircraft. Comparing various cargo aircraft, Mr. Smith said the "CL-44" would haul 30 tons over a 2,500-mile range for about the same cost as required for a "DC-6A" to haul 10 tons and a "Constellation" to haul 15 tons.

"I hope," he said, "that you have the picture of the 'CL-44' as a real workhorse for your shippers and a profit-maker for your carriers."

CREDIT UNION NEWS

The annual meeting of Credit Union was held January 25th at Hody's Restaurant and the following Board of Directors were elected:

President—Leon Johnston
1st V.P.—Don Conley
2nd V.P.—Tom Haywood
Treasurer—Dick Yung
Secretary—Laurie Marks
Director—Bob Bennett
Director—Aldo Dipre

At this meeting a dividend of 5½% was declared and it was also announced that over \$30,000 in dividends was paid in 1960.

According to Leona Ross some of the employees are still not aware that the Credit Union has moved. They now occupy the building formerly belonging to Timekeeping and Mr. Koger has taken over the old Credit Union headquarters.

Attention employees not belonging to the Credit Union: If your pay is spent before you get it, it's high time to see your Credit Union.

The Credit Union's job is to give you any help you need in managing your money. It helps you save, and it also helps you make your money go farther through wise borrowing. Its only purpose is to be useful to members, because it is a nonprofit organization. Remember, all employees are welcome.

We would like to take this opportunity to thank Shelley Green for the wonderful job done by her as your Credit Union reporter for the Tigereview for the past two years.

The Credit Union showed total loans outstanding of \$792,831 with only \$15,190 delinquent. Total assets were reported \$866,987. Loans were up \$127,000 over last year, delinquencies were down nearly \$9,000, while total assets had increased by \$194,000. Shares, or deposits made with the Union, stood at \$805,496, a gain of \$182,000. Reserves, undivided earnings and current earnings made up the balance of assets held, or approximately \$61,000.

Jet-Age Jobs

In the first two years of the Civil Jet Age, more than 13,000 new jobs have been created in the air transport industry.

GE CHARTERS TO FAIRBANKS VIA TIGERS

Two weekend charter flights from Syracuse to Fairbanks, Alaska, with electronic gear for the new Ballistic Missile Early Warning System at Clear, Alaska, resulted in scenes reminiscent of Flying Tiger's classic DEW Line lift of 1955 and 1956.

Flying Tiger flew a total of some 75,000 lbs. of the sensitive electronic components for the Heavy Military Electronics Dept.—Missile Detection System Section of General Electric at Syracuse for installation in the new missile-age warning system.

General Electric is the prime subcontractor to the Radio Corporation of America, the prime contractor in the construction of this system.

COMPARABLE AIR AND SURFACE SHIPMENTS

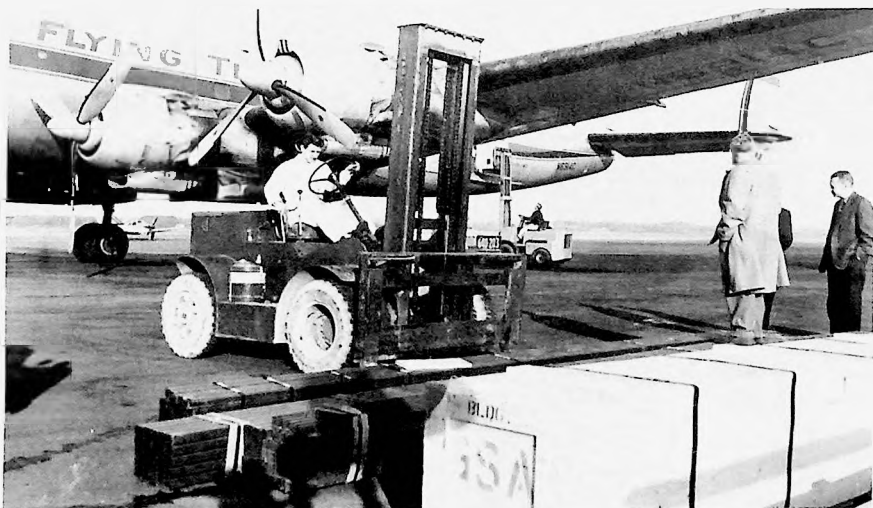
Boston to Frankfurt

	Illustration I		Illustration II	
	AUTO PARTS		WINDSHIELDS	
	Air	Surface	Air	Surface
Total shipping weight	187 lbs.	337 lbs.	200 lbs.	360 lbs.
Packing charges	\$5.00	\$48.00	\$15.00	\$90.00
Forwarding charges	\$5.00	\$13.00	\$5.00	\$20.00
Insurance	\$1.00	\$3.64	\$1.00	\$5.70
Transportation	\$60.61	\$49.50	\$66.00	\$75.00
Transport from Antwerp	none	\$30.00	none	\$45.00
Forwarding charges in Europe	none	\$5.00	none	\$10.00
Totals	\$71.61	\$149.14	\$87.00	\$245.70
Delivery time	5 days	30 days	5 days	30 days
Capital outlay period	10 days	45 days	10 days	90 days



General Electric and Flying Tiger supervisors watch another loading operation on the Alaska charter flights. The two men in the left background near the airplane

are (left) Bill Davis, Binghamton Station Manager for FTL; and Walter Mackling of General Electric (pad in hand).



This photo shows part of the electronic gear being loaded aboard Flying Tiger's Super Constellation air-

freighter at Syracuse enroute to Alaska and the nation's system of Ballistic Missile Early Warning.

Andel General Parts V.P. Tells Why Switch to Air Distribution

(Reprinted from *Air Transportation*)

by William H. Roehrs

There are two excellent reasons why we have converted from surface to airfreight.

The first one is that we are in a service business, and this demands the speediest distribution of the products we handle.

The second is that, from the economic point of view, we have discovered that we come out better in the end.

In short—the customer is better off, and so are we.

It was not always this way. Like most other firms, ours was totally tied to ocean export and import. In the relatively short time since the start of operations of Andel General Parts, Inc.—it was organized in Boston in 1956—we had encountered all sorts of discouragements with regard to the customers' eternal demand for speed with economy.

Andel's exports of automotive parts and accessories are destined to Western Europe. Located in Boston, we had to take into account the single bi-weekly North Atlantic sailing from this port. Longshoremen's strikes produced their negative effect. Apart from this, ocean packing expenses ate into our profits. It also was sometimes burdensome having our capital tied up for a month, and even longer, because of the slowness of transport.

Search Begun

We began searching for a means of improving the service to our customers abroad. The traditional method we were using was becoming increasingly difficult. It was felt that if we were to remain competitive, we would have to provide a greatly improved service without hurting our price levels.

In 1958 we put some extra

effort in tracing the comparative factors and costs involved in ocean and air shipping. As we had been generally acquainted with the fact that the transportation rate for airfreight was higher than for ocean freight, we had no great confidence in the use of the airplane for the movement of our exports.

But further study taught us that we had been completely ill-advised in weighing the rate for one form of transportation against the other. The actual rates paled into insignificance when other vital factors were considered. There was, for example, the case of a shipment of auto parts to Frankfurt.

We found that only in the charge for the actual transportation of the merchandise from the port of embarkation to the port of debarkation was surface lower than air. However, in every other respect, the tangible savings produced by airfreight reduced the landed cost of the shipment to the point where it dropped to less than half that had it gone by sea. (See illustration.) Every bit as important as the direct dollars-and-cents savings were these two important factors:

1. The merchandise was placed in the hands of our customers in five days (a maximum figure), in contrast to 30 days required by surface means. Ocean shipment required unloading at Antwerp, in the north of Belgium, then surface transportation to Frankfurt which is roughly in the center of Germany. Aircraft make the inland German city in a single hop. Obviously this new direct service factor would have a desirable impact on our market.

2. The tie-up of our capital (Continued on Page 11)

THE FLYING TIGER LINE

LOCKHEED AIR TERMINAL • BURBANK, CALIF.

C E BELLONS
741 -L- STREET APT I
DAVIS CALIF

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