

Here Now!—A New  
Airfreight Era with the Swing-Tail  
Turbo-Prop Jet CL-44

# TIGER REVIEW

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

VOL. 20, NOS. 3-4

MARCH-APRIL, 1962

## Canadair Passes 100 Million Ton-Mile Mark

### FTL Reports 6-Month Loss, Revenue Gain

A net loss of \$328,496, equal to 24¢ a share after preferred dividends, for the six months ending December 31, 1961, was reported for The Flying Tiger Line, due principally to extraordinary costs arising from the introduction of new aircraft, but President Robert W. Prescott said that the carrier has been operating profitably since October, 1961.

The loss figure was before a special write-down of Constellation aircraft and also was based on a change in the company's fiscal year from June 30 to Decem-

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### FIRST QUARTER TRAFFIC RECORD

A record-breaking traffic volume totaling \$10,711,638 for the first quarter of 1962, a gain of 78 per cent over the same period last year, was reported by The Flying Tiger Line.

Robert W. Prescott, president, said that traffic in each succeeding month of the first quarter set a new record. Volume by months was \$3,369,848 in January, \$3,561,172 in February and \$3,780,618 in March.

In the same period last year, the carrier's traffic totaled \$6,033,129.

Prescott said the greatly increased volume resulted from fleet operation of the airline's new CL-44 swing-tail airfreighter.

The last ship in a fleet of 10 was delivered several days ago. The new turbo-prop ship airlifts a payload nearly 50 per cent above that of a Super H Constellation, now being replaced by the CL-44.

While the CL-44 has been used primarily in the airline's overseas contract operations, Prescott said it will be in regular domestic airfreight service on May 1, with initial service to New York, Los Angeles and San Francisco.



A dramatic take-off shot of the CL-44.

### AIRFREIGHT GETS HOUSEHOLD GOODS THERE FASTER, CHEAPER

The modern airfreight airplane as a long-distance hauler of household goods, the carriage of which was once the exclusive province of the household van, is offering new time and cost-saving economies of a growing importance to American corporations.

From a trickle of traffic, an occasional shipment now and then, airline movement of such

#### CL-44 Sets Record

A Flying Tiger CL-44 set a new all-cargo record on the North Pacific when it flew from Travis Air Force Base, near San Francisco, to Tokyo and return in 34 hours. The big prop-jet carried a load of more than 60,000 pounds of freight for the Military Air Transport Service. The CL-44 made the round trip in less time than that normally required by a piston-engine cargo ship for a one-way flight, from the United States to Tokyo.

goods is steadily growing toward big business in the world of airfreight.

For example, The Flying Tiger Line, which carried the first plane-load of household effects in 1945, reported that it flew 471,000 pounds of such freight in 1960, 735,000 pounds in 1961 and expects traffic in 1962 to surpass the million-pound mark.

Admittedly, this is only a small part of the total movement of long-distance shipments of such freight and the figures apply only to one airline. The important fact, however, is that in less than two years' time, such shipments

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### Report CL-44's Performance Well in Excess of Estimates

New details of operational air cargo experience with the Canadair CL-44 swing-tail freighter were given by James McLachlan, director of engineering and maintenance of The Flying Tiger Line, speaking at the Society of Automotive Engineers New York meeting in early April.

#### MANUAL FINALLY RETURNS TO FTL

Janet Olson, now in FTL's Accounting Department, but for many years the airline's one-woman-crew-control department, experienced a pleasant surprise recently when she opened a large package with a letter which read in part:

*"For some years now, I have been guarding the enclosed Flying Tiger Line flight operations manual with the hope that I might again one day be a Flying Tiger Line captain. This is FTL property and no one has ever directed that it be returned to the company. Nevertheless, I feel it should be returned; hence our reason for this mailing. Your assistance during my employment with FTL, along with the morale-boosters that you contributed, will always be remembered as 'the good old days' when the airline was struggling desperately and I was a small part."*

The letter was signed by Tom Schuetz, now sales manager of special products for the Frank G. Hough Co., of Libertyville, Ill.

#### Ayres Now CLE DSM

Lew Ayres, who has been in charge of Flying Tiger's Atlanta office, has been named District Sales Manager at Cleveland, Peter T. Albert, General Sales Manager, announced.

The change of assignment followed upon the cessation of connecting service to Atlanta by Riddle Air Lines. Albert said that increased jet service between Atlanta and the midwest would enable FTL to offer shippers the fastest possible connecting service to the southeast.

Ayres formerly was on the Los Angeles sales staff before transferring to Atlanta. He succeeds Jim Melle at Cleveland. Melle is transferring to the San Francisco sales office.

McLachlan's paper, "Flying Tigers' First Nine Months Experience With The Canadair Forty Four" was read in the session on "Current Air Transport Equipment Experience" under the chairmanship of R. F. Stapells, assistant chief engineer, experimental, of Canadair Limited.

The following are excerpts from McLachlan's paper:

*"Up to March 1, we had already carried 20 F-104s (two at a time) to Europe, from Burbank, and two to Japan . . .*

*"Up to March 1st of this year, our fleet of Canadair Forty Fours had flown a total of 275 round trips across the Pacific as well as 25 across the Atlantic. A total of 9,500 hours had been flown with*

(Continued on Page 4)

### Prescott Re-elected To Transport Board

Five new directors were elected to the 12-man board of the Air Transport Association of America (ATA) at the recent annual membership meeting of the Association.

Those elected were C. E. Beard, president, Braniff Airways; C. E. Woolman, president, Delta Air Lines; Robert L. Cummings, Jr., president, New York Airways; John H. Connelly, president, Pacific Air Lines; and Charles C. Tillinghast, Jr., president, Trans World Airlines.

Re-elected directors were C. R. Smith, president, American Airlines; Keith Kahle, president, Central Airlines; Robert F. Six, president, Continental Air Lines; E. V. Rickenbacker, chairman of the board, Eastern Air Lines; Robert W. Prescott, president, The Flying Tiger Line; Juan Trippe, president, Pan American World Airways; and W. A. Patterson, president, United Air Lines.

ATA is the national trade and service organization of virtually all the U.S. scheduled airlines, both domestic and international.

## Tigers Becoming Experts at Hauling Heavy Ship Shafts

What used to be one of Tiger's most difficult pioneering airfreight projects—the loading, off-loading and airlift of long, heavy ship drive shafts—is rapidly becoming a routine operation because of Tiger know-how.

The line's growing reputation as specialists in this field led to the latest contract which saw a 24 foot, 34,618 pound drive shaft airlifted from Newark to Hong Kong early in March. The shaft was the heaviest single piece of freight ever flown by a commercial airline. Even though the size and weight of the huge piece required special rigging equipment and took painstaking care in loading through the side door of the Super-H freighter, the entire loading operation took but 6 hours. Previous loading operations of this type under similar circumstances had required up to 14 hours.

### Broken Shaft

The latest ship shaft saga had its beginnings when the s/s Trans York, a freighter operated by Transwestern Associates, broke down in Hong Kong. It was discovered that the ship needed a new tail shaft to put it back into operation. Officials of Transwestern in New York City telephoned Tigers' New York Sales Office to determine whether the heavy shaft could be airlifted to Hong Kong thus saving weeks in getting the freighter back on the high seas. Arrangements were made by Transwestern to have the shaft trucked in to Newark and the services of Hoffman Rigging and Crane Service were secured for the dramatic loading operation.

Scores of airline employees and others at Newark Airport were drawn to the scene of the loading operation to observe the work of Tiger specialists and the heavy rigging crews.

Unloading the tail shaft at Hong Kong attracted wide attention since it was the largest piece of airfreight ever brought into that city.

To get the shaft out of the airplane, special platforms had to be constructed and an 18-ton vehicle was secured to the plane nose to preserve balance as the shaft was moved out on to the platform, which was constructed up to the deck level of the aircraft. It required nearly eight hours for 30 engineers and cargo handlers to get the shaft unloaded.

FTL specialists directing and working on the operation were: Pete Healy, EWR Station Manager; Pete Leck, EWR Assistant Station Manager; Mike Michnick, FTL Loading Specialist; Station

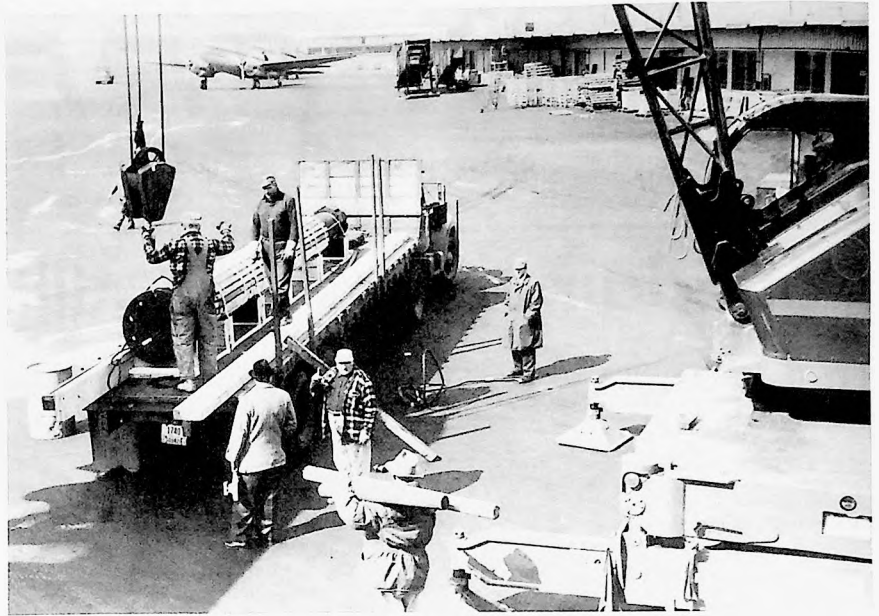
Agents Ron Pfefferle, Larry Suriani and Mike Duffy; Joe Nemiroff, Maintenance Foreman; and Cargo Loaders Tony DePalma, Tom Nichols, Frank Pepe and John Cook.

Also on the scene from the New York Sales Office to help the shipper with any last minute details for the flight were Vincent Burke, Area Sales Manager; Phil King, Sales Representative; and Jim Correa, North Atlantic Operations Manager and Assistant to the Director of International Sales.

Flight crews assigned to the Hong Kong lift were:

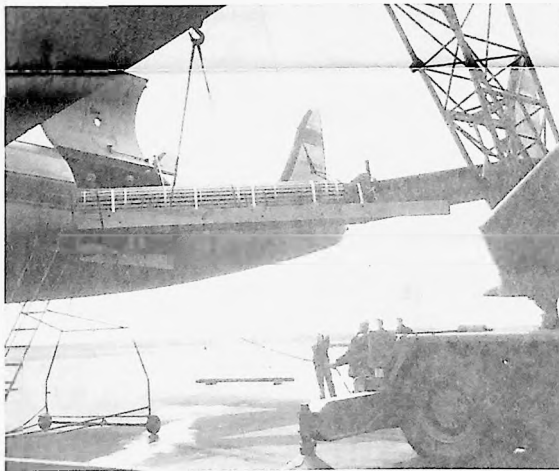
*New York to Seattle*—Capt. L. Luccio, Capt. S. Thompson, Co-Pilot T. W. Farrell, Flight Engineer J. Kray and Flight Engineer F. Therian.

*Seattle to Honk Kong*—Capt. J. Powers, Capt. W. R. Hoey, Co-Pilot F. J. Piche, Flight Engineer M. Kleen, Flight Engineer D. Briest, Navigator J. Jadik and Navigator R. E. DeLeuw.

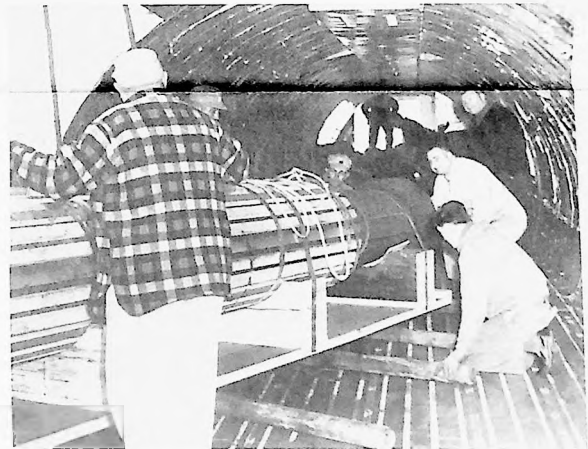


The first stage of the loading of a 34,618 pound marine drive shaft is shown here as the 24 foot long piece is trucked next to the Super Constellation. Work-

men on the truck are shown as they prepare the shaft for pick-up by the crane for swinging into the side-loading door.



One of the most delicate operations is the initial swinging of the shaft into the side cargo door as shown here.



Tiger and Hoffman loading specialists here ease the huge shaft further into the cabin.



In this shot the shaft is shown completely in the cabin prior to its final positioning and lashing down for the cross-continental, cross-Pacific run to Hong Kong.



Officials of Transwestern join with Jim Correa and New York Sales representatives in viewing the shaft before it is placed in final position for the flight. Left to right are Norman Kahn, general partner of Transwestern Associates; Jim Correa, FTL North Atlantic Operations Manager; Vincent Burke, FTL NYS Area Sales Manager; Joseph Sikorski, Purchasing Agent for Transwestern Associates; and Phil King, FTL NYS Sales Representative.

## Seattle Times Writer Features Tigers in Recent Air Series

The Pacific Northwest, terminus of three of the nation's transcontinental railroads and many trucking and steamship lines, is beginning to pay increasing attention to the place of air-freight in transportation. Seattle, as a long-haul point of origin and destination for freight, finds the speed of air transportation of mounting value in its commerce.

To point up these factors, Erwin Laurance, Business and Financial Editor of the Seattle Times, recently wrote a series of articles analyzing airfreight in the overall picture of Northwest transportation. Prominently featured was The Flying Tiger Line. A condensed version of Laurance's stories follows:

**By ERWIN LAURANCE**  
Business & Financial Editor

Maybe it was the Second World War that opened the eyes of airline managements with respect to their own future air-freight capabilities.

At any rate the war was a proving ground—it showed airline people that cargo **COULD** be hauled by air, in many shapes, sizes and weights.

And from 1945 those practical lessons were applied to commercial business. The growth of the air-cargo industry since then has been nothing short of tremendous.

Air cargo has grown nine times faster than air-passenger traffic since the war, and it is growing faster than any other form of cargo transportation.

Seattle shares in this air-cargo

industry growth because it is a major port of entry and terminal for a number of domestic and international air lines.

A glance at Port of Seattle tonnage figures for the Seattle-Tacoma International Airport is clear and revealing:

In the calendar year 1951, a total of 11,625,588 pounds of freight was registered, including both inbound and outbound. Other years: 29,962,543 pounds, 1955; 32,259,329 pounds, 1956; 36,752,190 pounds, 1959; 41,842,187 pounds 1960; and 40,224,645 for the first 11 months of 1961.

Of the total tonnage for the first 11 months last year, 18,740,812 pounds was inbound and 21,483,833 outbound from Seattle.

Several of the air lines were inoperative for several months last year, restricting the 1961 tonnage figure.

The dollar value of air cargo, in and out of Seattle combined, in 1960, has been estimated roughly at \$200,000,000; air-line freight revenues at about \$15,000,000. The 1961 dollar volume probably was about the same or a little better.

In 1951 there were but five air lines involved in the airfreight traffic at the Seattle-Tacoma Airport. By 1955 there were seven. In 1959 there were eight.

The Flying Tiger Line, the only all-cargo line operating here, moved its base of operations to Seattle-Tacoma from Boeing Field in September, 1961.

The Flying Tiger Line is the world's largest all-cargo air line. Its average monthly outbound

payload last year from Seattle was about 200,000 pounds—and 350,000 to 400,000 pounds inbound.

Vernon Chase, Flying Tiger sales manager here, said that in comparison, the average payload five years ago was about 100,000 pounds outbound monthly and 250,000 to 275,000 inbound.

Flying Tiger has been using Super H Constellations, with a capacity for 45,000 pounds. It is now putting into service its Swingtail-44 (Capacity 65,000 pounds), which Chase says is the world's largest commercial air-freighter.

Aside from statistics on capacity and volume of traffic, the air lines have certain things in common.

They deemphasize warehousing, because their business depends on getting freight out, if possible, on the next flight. Loading is done with special equipment. Each line uses special containers when possible to eliminate packing and crating.

The big talking point for air cargo, the carrier representatives agree, is the savings provided shippers in inventory and warehousing costs.

Air-cargo carriers push their service as the key to inventory control. As soon as a customer item rolls down a production line, the producer faces a problem of getting it into the hands of that consumer as quickly as possible so that he can get paid for it.

Shipping by air, the air-cargo representatives say, gives the producer an advantage. He doesn't need to wait for a big load. He doesn't need to carry large surpluses. He can eliminate much warehousing.

In addition, they say, the shipper needn't stockpile large quantities of raw materials. He knows he can supply his customers in a certain allocated time. He can control costs.

Chase mentioned the seafood industry as an example. By the time the salmon are loaded and shipped by other means of transportation, the market might be glutted when the fish arrive at destination.

"We carry 5,000 pounds of salmon a day," Chase said. "There is an even flow. Not so much money is tied up. It doesn't glut the market. The shipper gets a better price for better-quality fish at the other end."

But whether it is salmon, or electronic parts, or chicken eggs, or 707 engines, or flowers, or animals, or hundreds of other kinds of freight, air-cargo carriers believe their service is the answer to the prayers of many shippers who need fast service and less inventory—who want to operate under a short reorder cycle and to reduce accounting costs.



Capt. Don Sanders models the new Flying Tiger uniform.

### FLYING TIGERS IN NEW GARB

The pilots, engineers and navigators of The Flying Tiger Line have new uniforms, as well as new Big T insignia.

A vote was taken in October of last year to see if the crew members wanted a change in uniform, and the result is the conservative Ti-Grey (dark blue) specially dyed suit, white shirt, and black tie and shoes, similar to that of other airlines.

Some of our pilots have remarked that because the uniform is so much like an ordinary business suit, they feel more at ease when wearing it on company business or elsewhere while off duty.

It is being worn by a few crew members now, but actually becomes mandatory on May 1st.

The summer uniforms will remain the same.

### Airfreight Record

The largest amount of air-freight ever handled by The Flying Tiger Line over a week-end operation was chalked up on December 16-17 when the airline moved approximately 624,600 pounds of cargo on its domestic system.

The record movement included the largest single load of air-freight ever flown transcontinentally. A CL-44 turbo-prop air-freighter brought 64,744 pounds of freight from Detroit to Los Angeles.



Close-up of cap and jacket insignia.

### BURBANK TIGER INVESTMENT CLUB

A group of Flying Tiger Line employees has its own way for making money. All are members of the 1049 Investment Club.

Thus far the group has growth stocks worth in excess of \$1,300.

It holds monthly meetings to review stock holdings under the direction of Douglas Smith, who is president and who is also in charge of FTL's Flight Control department.

Other members are Homer Whitney, vice president; Paul Stokes, treasurer; Joe Healy, treasurer-agent; Russ Emerson, Jack Elliott, Louis Griffin, Art Ives, Albert Sachs and Dean Sheets.

If there are any other such clubs in the airline, the Burbank group would be interested in exchanging experiences and views.



In the process of loading, a portable winch was installed in the forward part of the cabin at the point where there is located an access to the forward cargo compartment. This was necessary in order to pull the shaft from the rear of the aircraft to its positioning point up front. However, the stress exerted at the point where the winch was installed was so great that a cable had to be connected from the winch to a truck located under the forward belly opening. You will note that even with this additional weight the left rear wheel of the heavy truck was lifted a foot off the ground.

## Canadair Report

(Continued from Page 1)

our *Forty Fours* by this date and the total ton-miles they had made available had passed the 100-million mark . . .

"On-schedule performance reached 80 per cent in January and has maintained that figure ever since . . .

"Canadair have definitely been conservative in their performance estimates and, as a result of flying tests, measured performance showed some substantial improvements over the initial guarantees.

"For take-off at a gross weight of 205,000 lb. FAA field length at sea-level, on a standard day, was measured at 7,000 ft. instead of 7,660 ft.

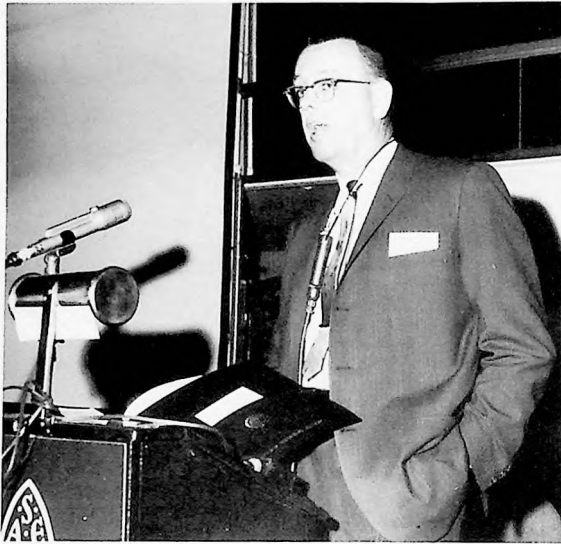
"For landing, the FAA field length at the maximum landing weight of 165,000 lb. proved to be 5,980 ft. instead of 6,780 ft.

"Operating weight empty was found to be 700 lb. less than the guarantee.

"Actual cruising speed is also better than the original guarantee. At an altitude of 20,000 ft. and a gross weight of 190,000 lb. with the engines running in normal conditions, 13,500 r.p.m. and 1,180 deg.K. turbine-inlet temperature, cruising speed is 335 knots (386 m.p.h.), 11 knots (13 m.p.h.), more than the guarantee.

"At the time our contract with Canadair was signed, maximum take-off gross weight of the *Forty Four* was 205,000 lb. In the middle of 1961, Canadair obtained FAA approval for an increase to 210,000 lb., which was made possible at the cost of some minor modifications to the structure.

"This had the effect of increasing range with the same payload by about 300 nautical miles. The *Flying Tiger Line* has purchased kits to modify the aircraft which were delivered before the modi-



Jim McLachlan, Director of Maintenance and Engineering, is shown here as he addressed an aeronautics meeting of the Society of Automotive Engineers at the Commodore Hotel in New York. McLachlan's report on the first nine months of Tiger's operation of the *Canadair Forty Four* highlighted the Society's section meeting on "Current Air Transport Equipment Experience."

fications were introduced on the production line.

"Canadair is at present studying an increase of the zero fuel weight and landing weight by 10,000 lb. in two steps of 5,000 lb. each. Such an increase will be specially beneficial to *Flying Tigers* in the U.S. domestic operations since it will increase maximum payload by almost the same amount . . .

"The *Canadair Forty Four* has proved itself easy to fly. Our pilots report that there are no tricks. On take-off, the aircraft feels over-powered, even at maximum gross weight, which is a pleasant feeling for any pilot. Acceleration is very good. For a pilot accustomed to piston aircraft, the only problem to master

in training is that of accurate speed control, through proper use of the throttles. The average time for FAA check-out has been nine hours, which compares with 25 to 30 hours for a jet. Maneuvering on the ground at terminals is, thanks to the reversible propellers, easy and very precise.

"It is interesting to note that no problem has been encountered so far with the swing-tail, its structure, its mechanical locking or with the control transfer system although it was an all-new design. . . .

"In January, our average time between engine overhauls reached 400 hours, with a high of 960. T.C.A., which is six months ahead of us, has already reached an average of 750 hours, with a high of 1,300. If we follow the same trend, the figure of 1,000 hours for the average time between overhauls will be reached and exceeded by *Flying Tigers* before the end of this year."

## Healy Named to Magazine Board

The appointment of Joseph J. Healy, Director of Ground Operations for The *Flying Tiger Line*, as a member of the Editorial Advisory Board of *Handling and Shipping* magazine was announced by Editor Albert M. Joseph.

Healy will serve with 11 other traffic and operations authorities.

The board will advise on editorial policies and articles on traffic problems for the magazine, which circulates to 75,000 traffic and transportation subscribers.

### THE FLYING TIGER LINE AVERAGE DAILY UTILIZATION OF CANADAIR FORTY-FOUR FLEET

Period	Number of Aircraft in fleet	Average Daily Utilization (Including Training)
June 1961	1	N.A.
July	Average 2.5	N.A.
August	4 up to August 15th 5 after August 15th	6.8
September	5	7.2
October	5	7.8
November	5	9.0
December	5 up to December 18th 6 after December 18th	7.3
January 1962	6 up to January 26th 7 after January 26th	7.5
February	7	Approx. 9.0

## "THANK YOU"

The President  
Flying Tiger Line Inc.  
Lockheed Air Terminal  
Burbank, California

January 12, 1962

Dear Sir:

On January 6, 1962, I received word that my Labrador Retriever dog was being shipped to me via air from Wheelus Air Force Base, Tripoli, Libya, starting the shipment via KLM, route unknown, and handling line in the United States, if different, unknown.

Needless to say, I began some fast telephone calls to the major airlines serving San Francisco with no result until one line suggested that I contact *Flying Tiger*, who might possibly handle such a shipment. On January 8, I made phone contact with your Mr. Phil Beitz, who stated he had no knowledge of such a dog in transit, but would check immediately. To make a long story short, he did, and located the dog at Idlewild, New York, obtained an exact itinerary and phoned me once two days ahead and again three hours ahead of San Francisco arrival, to include the information that he was in good health, apparently, as he had gnawed through the side of his shipping cage.

You will, perhaps, recall the bad weather during the period over Europe and the Eastern United States, and appreciate an owner's worry over an aging hunting dog five days in transit as it turned out. Perhaps all dog-owners in our city areas are a little sluggish, and those who would move one half way around the world, the worst. Your people took a lot of that worry away.

If your Mr. Phil Beitz is a fair example of *Flying Tiger* service, may I apologize for not having discovered *Flying Tiger* sooner.

Sincerely,

(signed) Donald A. Young  
Lt. Col., USAF (Retd)

WATERBURY CHAMBER OF COMMERCE  
P.O. Box 1469, WATERBURY, CONNECTICUT

March 28, 1962

Mr. Frank L. Guberlet  
District Sales Manager  
The *Flying Tiger Line* Inc.  
P.O. Box 302  
Windsor Locks, Conn.

Dear Mr. Guberlet:

It was a real pleasure to have you with us at the meeting of the Transportation Association last evening. I regret very much that we got into the hassle regarding the by-laws changes because I think it was a bit unfair to you, the speaker, inasmuch as we lost a few of our customers.

I believe you will agree, however, that the audience was interested in the comments which you had to make and also the film—a very delightful presentation, indeed—held them at rapt attention.

I thought that you would be interested in the newspaper story which appeared in the *Waterbury American* this afternoon.

Very sincerely yours,  
REX BROWN,  
Executive Vice President

STATE OF OREGON  
PUBLIC UTILITIES COMMISSIONER  
SALEM

Mr. Joseph Ryan, Sales Manager,  
*Flying Tiger Line*,  
International Airport,  
Portland, Oregon

Dear Mr. Ryan:

Thank you for your participation in our Delta Nu Alpha program last Thursday night. Your guided tour through the Portland Airport and airfreight facilities was very interesting and educational. I am sure that this was a program about which our members will be talking for some time.

While we do not promise steak dinners at every meeting we sincerely extend the invitation to meet with us whenever you can. Thanks again for a most enjoyable and informative meeting.

Very truly yours,  
FRANK E. LARWOOD  
Program Chairman  
Delta Nu Alpha No. 123

## Tragedy Hits Two FTL Ships On Same Day

Twelve crew members and two Flying Tiger Super H Constellations, 21 Charlie and 11 Charlie, were lost in separate accidents on the same day, March 15. Both were in trans-Pacific operations for the Military Air Transport Service.

These were the first passenger accidents in the 17-year history of the airline which up to this time had flown more than 2½ billion passenger miles safely.

The first accident occurred at 4:14 a.m. (PST) at Adak, Alaska, when 11 Charlie undershot the runway, sheared off the landing gear and skidded to a stop on the runway, where the aircraft caught fire and burned.

Six of the seven crew members escaped but Flight Engineer J. M. Johnstone, 25, of Jersey City, N.J., was pinned in the cockpit by a landing strut which crumpled the floor. He was lost.

Surviving the accident were Capt. Morgan W. Hughes; copilots Wayne Lowe and Thomas Mitchell; Flight Engineer H. Guttman; and Navigators Kenneth Drusch and Michael E. Green.

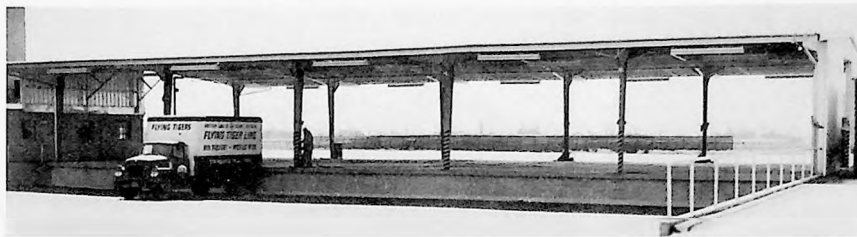
The aircraft, flying military cargo, was enroute to Okinawa from Travis Air Force Base.

The second accident occurred between approximately 6 and 7 a.m. (PST) when 21 Charlie, flying 96 military passengers to Saigon, disappeared after leaving Guam, enroute to Manila. This flight also had originated at Travis Air Force Base.

### No Trace Found

No trace of the aircraft has ever been found despite the most intensive air-sea search in Pacific history. Military units flew more than 4,000 hours in a week's time seeking some clue to the airplane, but every piece of debris recovered proved to have no connection with the aircraft.

Because there has never been an instance of a Constellation exploding in flight during more than 17 years operation of this type of aircraft, it was widely



**BUR Truck Dock**—Flying Tiger's new Burbank truck dock has been completed at Hangar West and went into operation in mid-April. The big new dock, 120 feet long and 50 feet wide, accommodates 12 trucks and has ramp space for two C-44 airfreighters. It replaces the

old terminal, located two blocks east of the Maintenance Base, which has been in use since 1947. The new terminal is in an area embracing the propeller and engine overhaul shops, and is directly opposite the airline's general office building.

suspected that sabotage might have occurred. Aboard the aircraft were 93 Rangers, among America's top soldiers and three U.S. trained Vietnamese soldiers, enroute to the troubled Asian area of Laos.

Last report from the aircraft was at 6:16 a.m., when it gave a normal routine position, altitude and speed report. It was due to report again in an hour and 14 minutes but no further word ever was received.

One of the most trouble-free ships in the Tiger Constellation fleet, 21 Charlie had not even required any mechanical service when it stopped at Guam for fuel.

### Clean Record

Intensive investigation of the aircraft's history by the CAB, the FAA and the Military disclosed that its record of maintenance was without any discrepancy. Similarly, the records of the crew operating the aircraft at the time of its disappearance were in excellent order.

Lost aboard the aircraft were Capt. Gregory Thomas, 48, of Red Bank, N. J., who, in 1958, had received a safety award for his feat of successfully landing a disabled DC-6A in New York; Co-Pilots Robert Wish, 48, Calabasas, Calif., and Bob J. Gazzaway, 37, Fillmore, Calif.; Flight Engineers George Nau, 38, Paicoima, Calif., and Clayton McClellan 33, San Mateo, Calif.; Navigators Grady Burt, Jr., 34, Baldwin Park, Calif., and William Kennedy, 45, Braintree, Mass.; and Flight Attendants Barbara Wamsley, 29, Burlin-

game, Calif., Christel Reiter, 24, San Mateo, Calif., Hildegard Muller, 31, San Francisco, and Patricia Wassum, 34 San Francisco.

### Along the Interline with George T. Cussen

Lufthansa German Airlines provided The Flying Tiger Line with approximately 50 per cent of the carrier's interline revenue in the month of March. It was one of the largest interline revenue months in FTL history and the traffic received from Lufthansa exceeded that carrier's total interline business with FTL in 1961.

★ ★ ★

A reciprocal agreement between The Flying Tiger Line and Alitalia Airlines granting FTL employees vacation and interline tour discounts from Alitalia's published rates has been completed between the two companies.

Permanent employees with six months service, spouse and dependent children under 21 years of age will be offered a 50 per cent discount on vacation travel and 75 per cent discount on interline tours.

Alitalia serves Europe, North and South America, Africa, the Middle and Far East and Australia.

★ ★ ★

In a move designed to provide additional service to transatlantic air cargo shippers in Michigan and the Northwestern Ohio area centering around Toledo, Seaboard World Airlines has established a new service office in Detroit. Orville Tungate, former sales representative in the Detroit area for Air France, has been appointed Seaboard World district sales manager for the area.

★ ★ ★

Cargo revenues of North Central Airlines in 1961 exceeded a million dollars, the first time any local airline has passed this mark. Total cargo traffic was \$1,231,759,

## Air Cargo's Slow Growth Reasons Told

(NEW YORK JOURNAL OF COMMERCE)

New York—Costly delays on the ground, competitive selling rather than promotion designed to widen the market, and a lack of cooperation between various segments of the industry are preventing a more vigorous growth of air cargo.

This was the word given at a meeting of the Eastern Regional Cartage Conference attended by approximately 200 industry representatives, including shippers.

The meeting also heard a leading shipper blueprint a four-point program that the industry should undertake in order to "score 'that great breakthrough' that has been predicted for some time."

At the same time a leading cartage agent called for the establishment of a "strong" air-freight industry advisory group to recommend changes and improvements in methods of handling cargo in the air and on the ground.

### Suggestions Made

E. M. Maney, manager of traffic for International Business Machines Corp. suggested that the industry

1. Organize and activate an effective ground handling and distribution system.

2. Develop a marketing approach that reflects over-all distribution costs in terms of product unit costs.

3. Concentrate marketing efforts in products and materials which lend themselves naturally to air transportation, from the stand-point of product cost, selling price, marketing characteristics and value of service.

4. Develop a different, more specialized type of transportation and distribution service and strive to produce the highest standard of service.

The recommendation about an industry advisory group was made by A. J. Roper, president of Mercury Air Freight, Inc. He suggested that it be financed by airlines and ground cartage agents.

A spot survey by *The Journal of Commerce* of airline representatives attending the meeting revealed that most of them endorsed the idea. However, some felt that it might be better to have an independent group do the survey and recommend changes.

The speakers generally agreed that the industry has made huge advances in recent years but technological changes in the air have outstripped gains in ground procedures.

## CREDIT UNION NEWS

### C. U. "Estate Loans"

Here's where you make money while you borrow. Borrow \$1,000 to be put into Credit Union savings, with savings as security. This must be paid back within five years. Interest is ¾ of 1% per month on the unpaid balance. With payments of \$20.76 monthly and paid back within five years the total interest would amount to \$245.60, but you would receive insurance plus dividends on the savings, and insurance on the loan, if you qualify. With a 5% dividend paid you would receive \$250.00 and with a 5½% dividend paid you would receive \$275.00 at the end of the five years.

### We All Need Vacations

Vacation time is coming sooner than you think. Let your Credit Union assist with yours. A vacation, with rest and changes, can do wonders toward improving our everyday lives. You'll have a care-free vacation with a low-cost loan from your credit union. In most cases, your loan is insured against your death or total and permanent disability with CUNA Mutual—the Credit Union Insurance Company. This insurance is provided by your credit union at no extra cost to you—the member.

a gain of 29 per cent over 1960.

★ ★ ★

Airfreight volume on the scheduled airlines has increased 50 times since 1946, to 725 million ton-miles in 1961.

★ ★ ★

Northwest Airlines has announced that, effective March 1, all of its flights are being operated at O'Hare International Airport.

NWA has moved into the new O'Hare terminal.



Three of the crew members aboard 21 Charlie were, left to right, Capt. Gregory Thomas, Co-Pilot Robert Wish and Flight Engineer George Nau. Pictures of other crew members were not available.

## Berven Carpets Saves Money, Gains Time Shipping by FTL

A graphic story of the use of airfreight to bring the nation's markets within overnight distance, speed-up distribution to match local competition and cut inventory and warehousing costs by substantial margins has grown out of one of the oldest tools of the salesman's trade—a customer call, plus curiosity.

The story was partially reported in the last issue of *Tigereview* but because of its many implications and its value as an example of how airfreight can be sold with benefit to both customer and carrier, it is being reviewed at greater length here.

The tale begins with a member of Flying Tiger's San Francisco sales team, Mike Gurley, who had been servicing the account of the Berven Carpets Corporation, one of the west's major carpet manufacturers.

### Study Begun

The more he studied the Berven account, the more Gurley became convinced that airfreight might fulfill many needs of the company. At this point, he called in FTL's Sales Market Development Department, headed by Robert Blanks, and a study was started of Berven's distribution pattern, sales areas and warehousing.

When these studies were completed they were presented with a suggested pattern of regional warehouse elimination with central distribution to be accomplished by airfreight movement. The plan analyzed the total cost in connection with the distribution pattern and facts indicated that the direct distribution by air could be performed at lesser cost than the surface means employed.

William Boggs, Executive Vice President, having spent a good part of his life flying and well aware of the merits of air transportation, proved to be an interested listener. Philip Berven, President of Berven Carpets,

long an advocate of air movement, gave his endorsement to pursue the study.

At this stage Mr. Berven decided to call in a management consultant firm to analyze the company's entire transportation and distribution system, and review the cost and feasibility of the distribution proposals of The Flying Tiger Line.

Berven Carpets Corporation, established 25 years ago, has gained a reputation over the years for pioneering in an industry that is literally as old as the home.

### Twin Problems

Selling the products of its factories in all parts of the United States, both broadloom and custom-manufactured products, Berven has been confronted repeatedly with the twin problems of distribution and transportation.

Until recent years, it had approached these problems in the conventional way—manufacture of a product at a central point, shipping of the broadloom or volume carpet to central warehouses and distribution of the product to the warehouse area.

Berven, like other companies, had faced the problem of quickly supplying carpets in short supply to capture a sale. It had experienced all the normal problems of added transportation costs between warehouses filling one and another's needs as well as the sales resistance from the far-distant customer who could, so to speak, look around the corner and get his merchandise from a near-by manufacturer.

Berven had, however, one im-



Bill Sutherland, who was with the ground services of the Flying Tigers in China, was one of the victims of the American Airlines jet accident in New York in March. Vice-president of a Whittier, California, manufacturing company, Sutherland was a familiar figure at all Flying Tiger reunions and last met with a group of his war-time buddies in January at a Los Angeles Press Club tribute

to the Tigers. Funeral services were held at Whittier and here, Mrs. Sutherland expresses her gratitude to Bill's pallbearers, all members of the Tigers in China. Left to right are Bob Locke, P. J. Greene, Bill Blackburn, Don Rodewald, in chair and secretary of the Flying Tiger organization, Harvey Wirtz, Dr. Bob Gallagher, John Uebele and Charles Older.

portant experience advantage. Executive Vice President Boggs had quite a career in aviation before he got into carpets. He had flown with United Air Lines; and, with his brother, he had operated his own flying service in the San Francisco Bay area, transporting both people and small shipments of cargo.

Rates were an immediate barrier to Berven, as is often the case in a company's appraisal of how it can afford airfreight service. But it did not take Berven Carpets long to find out what airplane speed can do to offset the original cost of service.

Operating seven warehouses, Berven was quickly attracted to the possibility of using its central manufacturing plant as a distribution center, shipping directly out from this center to customers and by-passing warehouses.

### Loads No Problem

With the capacity and speed of the modern airfreighter, Berven Carpets realized that loads were no longer a problem for today's airplane. Berven also saw that today's speed of the airplane made true overnight service across the nation a reality rather than a dream.

As a result, the first step was made into expanded air distribution of its products.

Berven began moving a limit-

ed assortment of carpets by air to a few principal terminals of The Flying Tiger Line, such as Chicago and New York and it closed the warehouses at those points.

Some immediate advantages accrued to Berven. Besides reducing its warehouse costs, it also reduced inventory, which in turn reduced its financing costs. Additionally, it was able to reduce its inventory staff of clerks and files. Despite closing of the warehouses, it was still able to effect customer delivery as quickly as though its carpets were coming out of nearby warehouses.

Then, Berven began to talk about what it was doing, both by direct mail and space advertising. Soon, it was deluged with inquiries, both from customers and competitors. Many customers began asking for air service and competitors proved extremely curious as to how Berven was shipping. In an industry as old as carpets, any change in the traditional modes was no less than shocking.

Still Berven was only moving a part of its business by air. It realized that a wholesale turnover of its entire traffic to air would be foolhardy. The change it was making was radical and common sense made it apparent that the change had to be accomplished gradually, first with its

broadloom business and some of the custom traffic.

### Use Expanded

As both the manufacturer and the customer became acquainted with this new form of distribution, its use was gradually expanded.

Today, Berven is flying a substantial part of its carpets with the prospect that as it solves additional manufacturing and distribution problems, all of its traffic eventually will go by air.

Thus far, Berven looks at these results of its changeover to air in a substantial part of its business:

Carpet warehouses have been eliminated in seven cities—Seattle, Chicago, New York, Dallas, Los Angeles, San Francisco and Fresno.

The reduction in warehouse expense has resulted in a five per cent saving in over-all costs. For example, Berven, located in a beautiful new warehouse and display location in Los Angeles, retains the forepart of the building for magnificent display rooms and leases out the warehouse area to a soap company.

By reducing its warehouse cost, Berven has cut its inventory by 50 per cent, which halves its financing costs on inventory, to say nothing of the savings result-

(Continued on Page 7)



Mr. Philip Berven discusses air distribution program with FTL Salesman Mike Gurley.



### Revenue Gain

(Continued from Page 1)

ber 31, effective with the close of 1961. The change-over in the fiscal year was in response to a request of the Civil Aeronautics Board for uniform accounting periods for all airlines. As a result, no earnings comparison was available for the preceding year.

In addition to the net loss, the company incurred a special write-down of \$3,627,055 applicable to its present fleet of Constellation piston-powered aircraft and equipment. This brought the net loss and special items for the period to \$3,955,551.

### Revenue Gain

The company reported total contract and airfreight revenues gained 32 per cent in the six-month period, totaling \$18,573,495, compared with \$14,118,344 in the preceding year.

Prescott said the operating results for the six months reflected the costs of introducing into service the airline's new fleet of 10 CL-44 turbo prop-jet aircraft, which are replacing the Constellation fleet. Deliveries of the new aircraft have been completed and their efficiency "is being reflected now in improved earnings," he said.

"The company expects to increase its revenues from \$28,000,000 in the fiscal year of 1961 to \$45,000,000 for calendar 1962. We have been operating at a profit since October 1961."

Prescott, in commenting on the special write-down, said that although the company expects to realize substantial resale value upon the disposal of the Constellation aircraft, the uncertain market for such equipment made the company decide upon a conservative financial policy of writing down the book value.

This does not affect the company's financial strength, he said.

### Berven Carpets

(Continued from Page 6)

ing from a reduction of personnel costs.

This has produced an immediate benefit of a five to seven per cent increase in volume because of the better service rendered to customers, who now get direct factory service on their carpet needs.

For example, Berven, manufacturing on the west coast, now can keep its cut order department on broadloom traffic open as late as 5 p.m. daily. This means that cut orders received late in the day in the east can be telephoned or twx'd to the west coast and filled immediately, with the carpet being delivered to a Flying Tiger airfreighter at San Francisco in time for an 11 p.m., eastbound departure. Thus, custom-cut carpet can be laid down at eastern terminals overnight—something never possible under the old system of warehouse distribution.

Some other unforeseen advantages also follow in the path of this new type of service.

Berven, saving money on warehousing, now is in a position to open new display rooms in many new parts of the nation, assured of getting quick air delivery of orders.

For the manufacturer, itself, it gains upwards of a 10-day advantage in credit. Carpets are sold on a basis of five per cent off in 10 days, or four per cent off in 70 days. Since most customers prefer the 70-day credit period, air delivery, cutting days off surface delivery time, means that the manufacturer shortens this credit period by 10 days, freeing his capital by that much additional time.

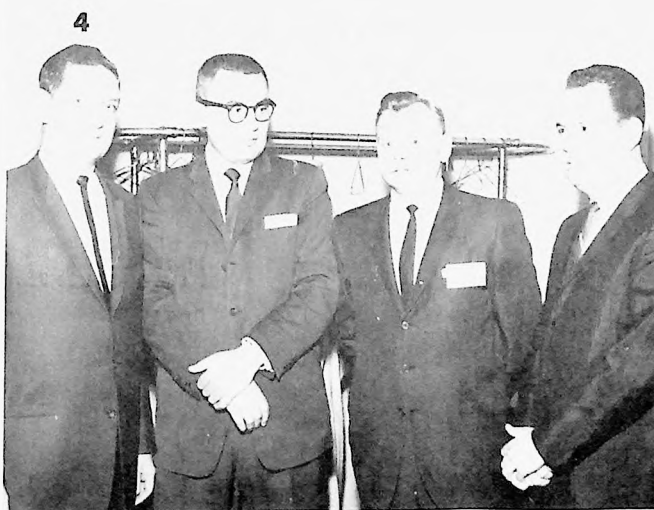
Mr. Berven says that the day lies ahead when all of his long-distance shipments will move by air "and the volume will be vastly greater than it is today."

### AIA MEETING PHOTOS



Members of the Aerospace Industries Association, representing the nation's major aviation and space manufacturers, and officials of The Flying Tiger Line met to discuss mutual problems at the western meeting of the AIA in Hollywood in March. Shown at a reception here following the business conferences are:

1. Col. Stanley Pate (left) and President Robert W. Prescott of FTL.
2. Leo Meyers (left) of Boeing Airplane Co.; Allan O'Brien, Director of Traffic Service, AIA (center); and Vice President John L. Higgins of FTL.
3. Maurice Savard of Hughes Aircraft (right) with FTL General Sales Manager Peter T. Albert (left) and George Zettler, Assistant to Albert.
4. Joe Healy (left), FTL Director of Ground Operations with (left to right) Ronald G. Ray of Thiokol Chemical Corp.; Ray Keiser, FTL District Sales Manager; and Tom Grace, FTL Director of Ground Services.
5. George Zettler (left) of FTL with Tony Lauer of Lockheed Missiles, Sunnyvale, Calif.



From March, 1962, HANDLING &amp; SHIPPING

## AIRFREIGHT GETS HOUSEHOLD GOODS THERE FASTER, CHEAPER

(Continued from Page 1)

on one airline will have more than doubled.

### Manifold Reasons

Reasons for the strong growth factor are easy to find and they represent some of the most interesting factors behind the attention corporations are giving airfreight in solving the problem of transferring employees back and forth across the United States and even to foreign lands.

A current example of the use of airfreight for such moves is the transfer of Boeing Airplane Co., of Seattle, of some 700 families from Seattle to New Orleans. Flying Tiger will airlift about 3,500,000 pounds of these employees' household goods. The airline will move the goods to Chicago, where special containers used for air shipment will be transferred to truck trailers and then piggy-backed by rail to destination.

Because FTL's containers eliminate all unnecessary handling, total cost of the move will be competitive with other available methods. Beyond this, however, many intangible benefits are realized.

### Boeing Choice

Boeing chose airfreight for the initial part of its move for reasons such as the following:

Basically, the use of air enables the company to get personnel transferred and at work on new assignments with a minimum of disruption and delay.

The cost of extended per diem allowances for meals and lodgings in motels, hotels and the like is often shortened by as much as a month because a family's goods can get there about as quickly as the family. This represents important cost savings to the company.

While the pleasant holiday spirit of such moves is often welcome to the employee, the company can hold this to a minimum by getting employees into their new homes and back into a dollar-producing routine in the the shortest possible time. On the other side of the coin, the disruption caused the employee by being forced to live in a strange community without his own possessions is reduced to days instead of weeks.

### Air Costs Less

Another vital factor to the company treasury is that airfreight in most instances costs less than van line shipments. The accompanying table is illustrative, showing that in three of four cost columns, airfreight

proves less in direct cost than surface van.

The cost factor of the actual shipment by air involves no hidden charges. All costs are computed on a hundred-weight basis and there are no extras or unforeseen expenses when a through charge of 100 pounds is quoted.

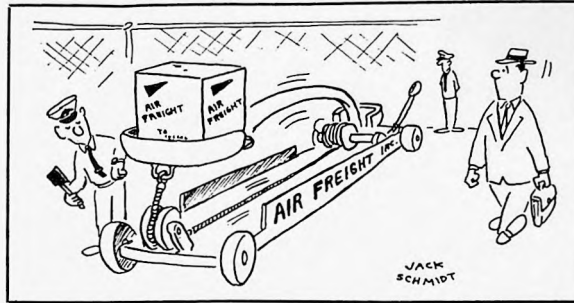
All-risk insurance, available on Flying Tiger shipments, can be obtained at a substantial saving. This proceeds from the fact that household goods are sealed in Flying Tiger's fibreboard Tige-Air-Van containers at point of origin, are not rehandled during the air portion of the journey over the Tiger system, and are opened only upon delivery.

### Flexible Delivery

Airfreight also permits a certain latitude in delivery schedules without penalty. The shipper can select preferred delivery dates consistent with deferred airfreight release schedules and up to 15 days delay may be incurred without storage-in-transit charges, thus giving the employee ample latitude in solving his problem of finding a new home.

Finally, use of airfreight by AIA members represents good business practice, since it returns business to the airlines which, themselves, are multi-million dollar customers of equipment produced by AIA companies.

Flying Tiger, as the nation's only transcontinental all-cargo airline, has pioneered today's concept of containerization to give ultimate handling efficiency in the movement of household goods.



P.S. Joe Healy, please note!

The Flying Tiger Tige-Air-Van container is designed to meet specific needs of airfreight users. Its dimensions are 86" long, 45" wide and 72" high, a convenient size for fork-lift handling and for stowing as it is in aircraft, highway vans, rail cars, ship holds or warehouses. Container loads usually average 1100 pounds, but the sturdy design will safely hold up to 2000 pounds.

### Tige-Air-Van Container

The Tige-Air-Van container is made of 350-lb.-test double-wall corrugated fibreboard, mounted on a plywood pallet with under-clearance for fork-lift handling. The side opening and top and bottom covers are generously flapped to exclude dirt and weather, and to discourage pilferage. Sealed steel strapping is placed around each container at point of origin to reinforce the fibreboard and to keep the contents intact upon delivery.

The light-weight, low-cost design of the container provides important savings to the shipper. It eliminates the dead weight and bulk of crating, minimizes in-transit damage and loss, and

is so inexpensive that it may be discarded after use.

A variation of airfreight container has been developed by Domestic Air Express, Beverly Hills, Calif., and has been in successful use for about a year. The DAX container is similar in most respects to the Tige-Air-Van, but is framed with wood to make it reusable. When emptied, the DAX container may be knocked down and shipped flat in order to occupy minimum volume.

Domestic shipments of household goods by airfreight are becoming standard procedure for many large companies. International Business Machines, General Electric, Olin-Mathieson, A-C Spark Plug and many others have used Flying Tiger for maximum economy and speed when relocating personnel.

### Overseas Rates Low

Shipments to points outside continental United States are also going cheaper and faster by airfreight, as Shell Development Company recently proved in moving a team of specialists from San Francisco to Europe. The armed forces also make extensive use of Flying Tiger airfreight for transoceanic shipments, and have flown the household goods of thousands of military personnel from Japan and other points to the United States.

## TIGER AIRFREIGHT AT RECORD HIGH

A new airfreight record of 137,348,000 ton miles on domestic scheduled airfreight and overseas contract operations was achieved in 1961 by The Flying Tiger Line according to Civil Aeronautics Board figures.

The 1961 record represented an increase of 30.6 per cent over the previous year, when the carrier flew 105,112,000 ton miles. The increase was attributed in part to the introduction into service last fall of the first of the airline's new fleet of Canadair CL-44 turb-prop jet airfreighters, which can airlift almost 50 per cent more freight per flight than the Super H Constellations which they are replacing.

CAB figures showed that other leading U.S. carriers of airfreight were American Airlines, with 125,016,000 ton miles and United Airlines, 101,346,000 ton miles.

## Tigers Leading in Atlantic Charters

The dominant position of Flying Tiger in the trans-Atlantic group charter industry is emphasized by carrier reports in the Civil Aeronautics Board's Trans-Atlantic Charter Investigation.

As an example, a recent exhibit submitted in the investigation by Capitol Airways, the leading supplemental carrier, showed that Tiger in 1961 carried 14,633 commercial charter passengers for a total of 40% of the Atlantic group charter market. This figure, taken from Tiger's own report to the Civil Aeronautics Board, topped all other carriers, the closest, in second place, being Capitol with 8.375.

Among the all-cargo applicants in the trans-Atlantic charter field, the closest to Tiger's total was Riddle with a total passenger count of 4,270.

### VAN LINE VS. AIRFREIGHT COSTS PER TYPICAL HAULAGE DISTANCE

Carrier	Item	8,000 Lb. Shipment		12,000 Lb. Shipment	
		Direct Delivery	30-Day Storage In Transit	Direct Delivery	30-Day Storage In Transit
VAN LINE	Prepack .....	\$ 240	\$ 240	\$ 360	\$ 360
	Line Haul .....	1,304	1,304	1,926	1,926
	Storage & Handling .....		80		120
	Delivery from Storage .....		120		180
		<b>\$1,544</b>	<b>\$1,744</b>	<b>\$2,286</b>	<b>\$2,586</b>
FLYING TIGER LINE	Origin Agent .....	408	408	612	612
	Containers .....	80	80	120	120
	Deferred Airfreight ..	652	652	966	966
	Piggyback .....	372*	372*	372*	372*
	Storage Only .....		40		60
	Destination Agent ....	108	108	162	162
		<b>\$1,620</b>	<b>\$1,660</b>	<b>\$2,232</b>	<b>\$2,292</b>
	SAVING BY VAN LINE .....	\$ 86			
	SAVING BY FLYING TIGER .....		\$ 84	\$ 54	\$ 294

\*Piggyback minimum based on 12,000 lbs.

## THE FLYING TIGER LINE

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