

TIGERVIEW

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

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JANUARY-FEBRUARY, 1963



President Robert W. Prescott (seated) and Executive Vice President Fred Benninger (left) go over plans for FTL's Eastern Region with Vice President Joseph Healy, newly appointed to take over administration of that part of FTL's system.

Concentrated Drive Aims at 50% Tiger Freight Rise

A 15-point program aimed at boosting airfreight revenues more than 50 per cent and raising monthly volume in excess of \$1,350,000 a month was outlined to conferences of sales and operating staffs in San Francisco and New York during January by John L. Higgins, vice president of sales for The Flying Tiger Line.

Tiger Contract Sales Executives Confer on Charters In Chicago

The first general meeting of Flying Tiger's expanded Contract Sales Division headed by Vice President George T. Cussen was held in Chicago in December. The meeting brought together FTL Contract Sales executives from the West Coast, Midwest and East Coast to kick off the 1963 domestic and international charter seasons.

In opening the meeting, Cussen pointed out the great potential now open to FTL with the granting to the line of the right to carry domestic passenger charters. Cussen stated that the line could now look forward to the same growth development which had taken place with trans-Atlantic international charters.

Brian Hayhoe, Director of International Sales, reviewed the line's promotional program for the 1963 North Atlantic group charter program and outlined the

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Frontier Discounts

Travel discounts of 75 per cent for Flying Tiger employees on a positive space basis have been made available by Frontier Airlines. John L. Higgins, vice president of sales for Flying Tiger, was advised.

Frontier operates in 10 states in the west and midwest, serving such national parks as Grand Canyon, Yellowstone and Grand Teton. Many vacation spots in Wyoming, Colorado, Utah, New Mexico and South Dakota are reached by Frontier schedules.

Products of months of research by the Sales Department under the guidance of Higgins and Executive Vice President Fred Benninger, the program actually was launched late last year with the expansion of the airline's domestic freight schedule by the addition of two CL-44 swingtail freighters to the domestic system.

Also brought into action as the year closed was a revised freight tariff program, which is still being adjusted to develop maximum traffic; the airline's new OCP (ocean common points) tariff to generate increased ship-air freight from the Orient; and the Skyroad program inaugurated in January, initial results of which are mentioned elsewhere in this issue of *Tigerview*.

A fourth program point which also became effective in January was an eastbound parcel post bulk shipping arrangement on

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Healy Named Vice President

Joseph J. Healy, who began work 15 years ago as a cargo handler for The Flying Tiger Line, has been appointed vice president of the eastern region for the air carrier.

Announcing his appointment, Executive Vice President Fred Benninger said Healy would direct all ground operations of the airline and co-ordinate all other activities including sales, maintenance and flight operations for the areas between Chicago and the Atlantic seaboard.

His headquarters will be the Newark station, where he first went to work for the airline in 1948 loading cargo.

Formerly director of ground operations at the Burbank, Calif., general headquarters of the airline, Healy, who is 36 years old, has served variously as station manager at Newark in 1950, eastern regional manager in 1953, assistant director of ground operations in 1955 and director of ground operations since 1956.

Healy was born in Caldwell, N. J. He is married and has five children. He served in the Navy during World War II and began airline work with California Eastern Airways at Newark at the end of the war, leaving there in 1948 to join the Tigers.

Airfreight Growth

Airfreight is the world's fastest-growing form of transportation. In 1961 the freight volume of the U. S. scheduled airline industry totaled 732.9 million ton-miles, surpassing by 14 per cent the record volume of the year before. In 1961 growth rate was five times greater than that of passengers.



Flying Tiger executives enjoy a humorous anecdote at the San Francisco conference. Left to right are Vice President Len Kimball, public relations; John Brannigan,

western region sales manager; Paul Finazzo, eastern region sales manager; Peter T. Albert, general sales manager; and Vice President John L. Higgins.

Initial Sea-Air Cargo to Chicago Well Covered by Press and Radio

The first shipment in Flying Tiger's sea-air service from Japan to Chicago's O'Hare Airport received a warm welcome in the Windy City despite below-zero temperatures. The arrival of a shipment of Argus cameras in Chicago on Tuesday, February 12th was properly celebrated by a luncheon at the O'Hare Inn which drew press and radio representatives and was attended by executives of Argus Incorporated, for whom the shipments were made, and U. S. Customs officials.

George Zettler, manager of project sales for FTL, outlined details of the unique program which he predicted should result in a significant gain in air cargo handled by the O'Hare terminal.

Zettler, Murray Merson, vice president-sales of Argus, and Louis J. Urland, import-export manager of Argus, and John H. McDonnell, Customs Deputy Collector at Chicago, participated in a radio interview conducted by Ed Grennan, station manager of WRSV, just prior to the luncheon at which time they discussed the new program and its impact on the Chicago area.

Joe Hogan, veteran writer for the *Journal of Commerce* in Chicago, talked at length with Zettler. Dick Shaklee, FTL's manager of import sales in Chicago, and the Argus officials on the new program and his coverage story which appeared in the *New York Journal of Commerce* recounts:

"A combined sea-air service which reportedly saves up to 30 per cent in transportation costs was introduced in the Chicago area today with arrival of a shipment of Argus cameras which left Japan Jan. 31 by steamer and arrived at O'Hare Airport on a Flying Tiger Line Swingtail-44

airfreighter.

"Flying Tiger project sales manager George Zettler said the new service provides for ocean delivery of freight to West Coast terminals and air transfer to points such as Chicago and New York.

"He said the system is possible because of Flying Tiger's participation in the Trans-Pacific Freight Conference.

"He said the agreements permit the airline to establish a special airfreight import tariff which combines the steamship rates with special airline rates.

"This has the effect of reducing higher airline domestic service rates for this type of tariff," Mr. Zettler said. "It also permits single bill of lading, greatly reduced paperwork, containerized movement of goods with direct transfer from the steamship company to the airline without repacking, and customs clearance at any major destination point."

"He called today's shipment a pilot operation which probably will precede a long series of shipments from the Argus plant in Tokyo to Chicago.

"Mr. Zettler said several mid-west firms are considering this new service from the Orient to Chicago and predicted that continued use of the system 'should see a significant gain in air cargo handled at the O'Hare Terminal.'"



Shown here receiving one of the containers of the initial Sea-Air shipment for Argus are, left to right, Murray Merson, Vice President-Sales of Argus Incorporated; Louis Urland, Import-Export Manager of Argus;

Dick Shaklee, FTL's Manager of Import Sales in Chicago; Chuck Kridle, part owner of Kridle Container Corp. of Berkeley, Calif.; and George Zettler, FTL's Manager, Project Sales.



Photographed during the radio broadcast from the O'Hare Inn are, left to right, George Zettler, FTL's Manager, Project Sales; Murray Merson, Vice President-

Sales of Argus Incorporated; John T. McDonnell, Customs Deputy Collector; Louis Urland, Import-Export Manager of Argus, and Ed Grennan, Manager, station WRSV.

'Thank You!'

E. I. du PONT de NEMOURS & COMPANY
Incorporated
7 South Dearborn Street, Chicago 3, Illinois
Traffic Department

Flying Tiger Lines
Willow Run Airport
Detroit, Michigan
Attention: Mr. Hackersmith

Dear Mr. Hackersmith:

Thank you for your help in locating a rush shipment consigned to Brunswick Corporation, Muskegon, Michigan and holding it for pick-up by the Associated Truck Lines at the Airport.

It was most important that the shipment arrive Muskegon today, and because it was a flammable item in a gallon container it could not move via North Central.

We also appreciate the help given us by your Chicago office.

Yours very truly,
H. F. MICK
Regional Traffic Manager

Parker Talks on Credit Policy

"Credit policy," spelled out and clearly defined, is of paramount importance for successful operation of a credit department, J. F. Parker, FTL's Credit Manager, told an American Management Association seminar at Los Angeles on the subject of "Credit, Collection and Financial Management."

Parker participated in a panel discussion on "Management Relationships of the Credit Department," along with R. A. Ny, treasurer of Tidewater Oil Co., and Edward R. Lawlor, manager of industrial sales for the Air Logistics Corp. Representatives of a large number of companies

with which FTL has business relationships attended the seminar.

Saying that a successful credit operation depended upon close cooperation between management, sales and credit functions of a company, Parker said it was essential that a credit department get from sales, credit information and collection assistance; from the legal department, legal advice and collection assistance; from the accounting department, accounting assistance and posting accounts receivable; and from tabulating, monthly statements, a trial balance and special tabulating runs.

PIN AWARDS

TEN YEAR

Bill Acton, CLE; Laverne Baxter, BUR; Dick Bentley, BUR; Jim Fiori, BGM; Darrel Jewett, BUR; Sam Kee, BUR; Bill Orlicky, BUR.

FIVE YEAR

John Beatty, BUR; Susan Carl, SFO; Tom Cooley, BUR; Edna Cormier, BUR; Joseph Fair, BUR; Art Foleen, BUR; Alice Kabosky, DCA; Julian Mateson, NYC; Henry Morris, ORD; John McGowan, BUR; Howard Reed, BUR; John Stucker, BUR; Pat Warner, BUR.

Tiger Contract Sales Executives Confer on Charters in Chicago

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present status of our sales effort.

Every phase of the North Atlantic program and the newly instituted domestic charter program was gone over carefully in the one-day meeting. Also discussed were the new Skycruise program and different aspects of promoting international freight charters.

Mr. Cussen commented that from all indications domestic charters would contribute a substantial amount of business, between five and six million dollars annually. He also mentioned that all salesmen on the West Coast will report directly to the New York office and that another office in the East, Boston, Washington or Philadelphia, and another office in the West, San Francisco or Honolulu, may be opened.

The following points were discussed:

International Passenger Charters

The company has committed three aircraft to operate between the East, Midwest and Europe between mid-June and mid-September which gives us a daily flight in each direction with additional capacity over weekends. A fourth aircraft will be provided as and when required in

order that trans-Atlantic business which has been sold on the West Coast may be fed in to the three-aircraft schedule at New York.

Domestic Passenger Charters

In order to clear up any misunderstanding concerning CAB regulations governing domestic passenger charters as distinct from international, this was discussed and it was emphasized that CAB regulations are far less stringent on domestic charters which in brief states that any existing organization which has not been formed for the purposes of travel is eligible for domestic charters.

International Cargo Charters

Mr. Hayhoe stated that so far in 1962 our international offices had produced over \$500,000 of revenue for international cargo flights. This is an important part of our over-all program and should not be overlooked, although generally these flights are of a specific or urgent nature between points not normally operated by certificated carriers.

Promotion for Future Business

Both domestic and international promotion were discussed



Shown here are the participants in the recent Chicago meeting which kicked off the Contract Sales Division's 1963 program. The meeting was held at FTL's new O'Hare terminal. Seated, left to right, Leonard S. Kimball, Vice President of Public Relations and Advertising; George T. Cussen, Vice President, Contract Sales; Brian Hayhoe, Director of International Sales; and Dana P.

Kelly, Director of Public Relations. Standing, left to right, Walter Peterson, Area Sales Manager, Chicago; Julian Mateson, Assistant Director of International Sales, NYS; Eddie Holohan, Executive Assistant BUR; Paul Duggan, Sales Representative, BUR; Philip King, Sales Representative, NYS; Doug Cole, Sales Representative, BUR; and Vincent Burke, Area Sales Manager, NYS.

and the following proposals were made:

1. Efforts will be made to have FTL sales reps attend all ASTA meetings, airline club meetings, social gatherings where airline people meet, traffic club meetings and the like.
2. Contact and cultivate the salesmen with feeder airlines.
3. Contact department stores who arrange travel displays in their windows.
4. Contact colleges and uni-

versities to determine domestic and international passenger charter prospects.

5. We have over 70 FTL cargo sales reps throughout the country. Make use of this potential. Train them on how to sell both domestic and international charters.

6. Additional emphasis on selling travel agents in areas outside the large metropolitan cities where competition is less intense. Create an interest with the agent

in promoting local groups.

7. Stress to the travel agent that FTL sales reps are available to give speeches and meet with prospective groups.

8. Contact Chamber of Commerce in each large city to determine when conventions and larger general meetings would be held in their city.

9. Contact the large corporations and companies who plan incentive sales campaigns and trips for their sales force.



Flying Tiger's first flights under its new domestic passenger charter tariff were flown in December and both took Christmas-vacation-bound students home for the holidays. One flight, pictured above, carried more than 100 students of the Brigham Young University "Yankee Club" from Provo, Utah, to New York on December 19. Another flight, on the same day, flew 116

students from the University of California at Berkeley to New York. One of the passengers aboard the California flight was David Rusk, son of the United States Secretary of State, Dean Rusk. The flights were operated under domestic passenger charter rights recently granted to the airline, permitting it to fly group charters within the United States as well as overseas.



CREDIT UNION ANNUAL MEETING

Employe members and spouses fill banquet hall.



Left to right at the Credit Union annual banquet head table are Treasurer Leona Ross; Board Member Lou Blach; Guest Speaker J. Alvin George; Don Conley, outgoing president; Bob Bennett, incoming president; Aldo Dipre, first vice-president; Cordell Buchanan, board member; and Secretary Laurie Marks.

Credit Union Reports Record Year; Bennett New President

Another record year of operation was chalked up by the Flying Tiger Employees Federal Credit Union in 1962, climaxed by declaration of a final five and one-half per cent dividend on earnings. Reports of the union's progress were announced at the annual union dinner in Burbank on January 23, together with the election of a new board of directors, who will be headed this year by Bob Bennett as president, succeeding Don Conley, who becomes second vice-president.

The year also marked the retirement of Dick Yung as treasurer, a position which he had filled almost since organization of the union in 1948. His post was taken over by Leona Ross, who has served as manager of the credit union since its inception.

Other officers elected were Al Dipre as first vice-president, and Laurie Marks as secretary. The officers together with Lou Bloch and Cordell Buchanan will serve as board members for the coming year. All members are employed in the airline maintenance department with the exception of Miss Marks, who is in personnel and Mrs. Ross, who is a full-time employe of the union.

Gross earnings totaled \$105,527, exceeding the \$100,000 mark for the first time. In 1961, they were \$86,789. The 1962 gain was 21 per cent, and expenses totaled \$33,771, leaving a net profit of \$71,755, against \$58,561 in the preceding year. Expenses averaged 32 per cent of assets, compared with a national average of 50 per cent.

The Credit Committee, which will be headed again by Bill Wallerstein, reported making 1,433 loans during the year for a total of \$1,615,362, also a new high.

Of particular interest to borrowers was the announcement that because of satisfactory earnings, borrowers were being credited with a five per cent rebate on interest collected, the first time this has been possible.

Approximately 150 employes and spouses attended the annual banquet which was highlighted by the award of a large assortment of door prizes and special awards to officers for their services, which are on a voluntary basis.

TIGERS SET MARK FOR AIR MAIL DURING CHRISTMAS

The largest load of mail ever flown was carried by a Flying Tiger Line Super 11 Constellation during the 1962 Christmas season.

Aboard Flight 183 of December 19, enroute from San Francisco to Portland and Seattle was 37,800 pounds of mail. Capt. Bob Conrath and Co-Pilot R. Bixler had the honor of piloting the record-breaking mail load. Also aboard was nearly 5,000 pounds of general freight.

The huge mail load accumulat-

ed during the heavy fog which shut down San Francisco airport during the week before Christmas, creating one of the greatest air traffic jams of record.

Writing to Larry Murphy, FTL's public relations representative in San Francisco, Walter Spolar, special assistant to the postmaster general, in Washington, said:

"Our regional director in San Francisco told me about the terrific help your Flying Tiger Line gave us during the Christmas

rush. Please convey my thanks to your associates."

Station Manager Ivan Towler and associates—take a bow!

Prescott Re-elected

Robert W. Prescott, president of The Flying Tiger Line, has been re-elected a director of the Air Transport Association of America, which is the trade association for the air transport industry.

MORE CREDIT UNION ANNUAL MEETING PHOTOGRAPHS



Retiring Treasurer Dick Yung (left), a credit union official since inception of the organization in 1948, gets a special plaque from President Don Conley for his services.



Ralph Stump (left), FTL controller and former union president, gets a belated gavel from President Conley for his work.



New President Bob Bennett (right) gives Don Conley a special gavel for his services as president in 1962.



Woody Lindsay of Maintenance wins a door prize awarded by Evelyn Fletcher of Tabulating.



First door prize winner was none other than FTL's secretary and assistant treasurer, Ozzie Burghardt.



Leona Ross also won a prize.



And Genevieve Ely of Contract Operations drew one of the bigger prizes. . . .



. . . as did Ursula Moriarity of Communications (left) with Assistant Treasurer Betsy Sharp making the award.



And not the last or the least was the prize captured by Jack Armstrong of the Printing Department.

Concentrated Drive Aims at 50% Tiger Freight Increase

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which the Civil Aeronautics Board acted favorably over the objections of other major carriers. This likewise is discussed elsewhere in *Tiger*view.

Other Points Told

Other program points with a brief outline of their objectives follow:

Expanded sales coverage is being achieved by the assignment of sales personnel to such key off-line points as Milwaukee, Akron-Canton, Vancouver, B.C., and Dayton, Ohio.

Re-establishment of the low minimum shipping charges of \$4.00 per shipment or 25 pounds, whichever is higher, replacing the present 50-pound minimum rule. The change will require CAB approval.

Further tariff revision and the establishment of new specific rates to generate new traffic now limited to surface transportation because of rate disadvantages.

An Account Executive program which provides for the assignment of specially trained sales executives to specific accounts with a high-yield potential.

Development of additional first class mail and air express by flight rescheduling.

Improvement of military revenues through better service arrangements for traffic to and from military bases.

Increased traffic from interline connections through sales solicitation and advertising.

Expansion of Customer Service to provide shippers with fast, accurate information, stressing the Airfreight Specialist theme of the airline.

Development of special domes-

tic passenger charter business within the United States through freight accounts which can utilize the airline's newly won rights to carry domestic group charter traffic.

Cargo terminal expansion to put FTL in a more competitive position in certain markets, such as Los Angeles, where a move of cargo facilities from the existing Burbank terminal to the more competitive Los Angeles International Airport base will be accomplished early this summer.

Creation of industry shipping programs, such as that currently under way with the aerospace industry to permit full utilization of the benefits of joint shipping arrangements.

Some 60 members of the sales and operating staffs participated in the two conferences, which brought western-based personnel together at San Francisco and eastern and midwestern personnel to the New York meeting.

Assisting Higgins in the day-long program presentation were Peter T. Albert, general sales manager, and John Brannigan, western, and Paul Finazzo, eastern region sales managers. Vice President Joseph Healy, who recently took over administration of FTL's system between Chicago and New York, also joined in the New York meeting.

'Hard Work' Needed

Higgins emphasized the need for "just plain hard work" to bring FTL to the fore in airfreight in the face of the intensive competition which has developed since the passenger lines began looking at the airfreight potential several years ago. He pointed out the change in the



Vice President John L. Higgins (right), leads a sales discussion of FTL's new airfreight program at a New York conference. With him at the head table are Vice

President Joseph Healy (center) and Paul Finazzo, Eastern regional sales manager. Similar conference was also held in San Francisco.



Eastern and midwestern sales staffs hear outline of airfreight program from Vice President John L. Higgins.

competitive situation with the passenger line introduction of converted DC-7s, 1049-H and 1649-H aircraft to airfreight, followed by the impact of the big passenger jets, each of which can fly almost as much freight even with a full load of passengers as a DC-4 used to fly with freight alone.

"Where FTL used to have about 50 per cent of the available cargo lift, it now has four per cent of the total lift, all due to the equipment which passenger lines have thrown into airfreight competition," Higgins said.

"Despite this, we are still getting about 17 per cent of the total freight moved by the Big Four (American, United, TWA and FTL) although our competition has much greater capacity, largely because of their intensive jet schedules.

"Our new program is intended to boost our percentage sharply and we expect to do it because, as the nation's only real all-cargo airline, we know more about serving the shipper and building airfreight advantages for him than anyone else. We are the only real specialist he can

call on to solve his shipping problems."

Higgins said that a strong factor in the airfreight picture for FTL was the improving performance of the airline's new fleet of CL-44 swingtail prop-jet freighters, which can fly more faster and load and unload more quickly than any other type of aircraft.

As further incentive, the airline also is putting into effect a new sales bonus and advertising-publicity program to inspire its sales staff. The bonus program, based on station quotas, will provide a three per cent pool for each sales office on all freight produced above its quota. The advertising-publicity program will be aimed more specifically at selective industries to bring the story of FTL airfreight advantages to a maximum number of potential shippers.

Let's Live!

... on the plains of hesitation bleach the bones of countless thousands who, at the dawn of victory, sat down to wait, and waiting ... died.

Contributed by Buck Wolworth District Sales Manager, Detroit

Tiger Airfreight Up

Flying Tiger airfreight volume has shown an upward trend in the past six months, according to comparative figures with the Big Four of United States airfreight—Flying Tiger, American, United and TWA.

FTL ranks third in total volume, behind American and United, but ahead of TWA.

Since July, FTL's percentage of total freight carried among the Big Four has risen from 16.1 per cent to 17.4 per cent in December.

CL-44 India Flights

A special project of six CL-44 flights from Cologne, Germany to New Delhi, India, was successfully operated by The Flying Tiger Line in December by the carrier's Contract Operations Division.

The flights, covering an 11,000-mile, round-trip, carried winter clothing for Indian soldiers. In excess of 350,000 pounds of clothing was transported on the flights, which made the trip with a single stop in Iran to refuel.

'Thank You!'

SIGHTLESS CHILDREN CLUB, INC.
Dayton, Ohio

222 W. Orchard Spring Rd.
Dayton 15, Ohio

Mr. Robert Blanks
The Flying Tiger Line Inc.
Lockheed Air Terminal
Burbank, California

Dear Mr. Blanks:

I am writing on behalf of the parents and children of the Sightless Children Club, to thank you for your kind service. We are truly grateful to you

The electric thermoform machine is a wonderful blessing for the children and the parents too. There were several of the children without textbooks, and having them brailled by hand takes time. Since the machine was delivered to us much sooner than expected, the children will be able to receive their books that much sooner.

Again, may I thank you for your kindness.

Sincerely,
Mrs. Wm. L. Clarke
Corresponding Secretary

Await Final Report in Fatal Crash

A Flying Tiger Line Super 11 Constellation, making an instrument approach to Lockheed Air Terminal, Burbank, on December 14, plunged into a residential area about a mile and one-half west of the runway, killing the crew of three and two passengers and three persons on the ground.

Captain of the ship was Karl C. Rader, 38, one of the airline's most experienced pilots. With him at the controls was Co-Pilot David L. Crapo, 24, who presumably had occupied the left seat on take-off at Chicago and was assumed to be flying the aircraft, although no final determination was possible after the accident.

Rader on Mike

Radio transmission with the Lockheed tower prior to the accident indicated Capt. Rader was on the aircraft mike and the transmission showed no indication of any flying difficulty.

At a subsequent CAB investigation hearing in Hollywood on Feb. 14-15, it was brought out that Capt. Rader was victim of a previously unknown heart condition which could have incapacitated him without warning. There was also testimony of a momentary failure in the instrument landing system at the airport from five to eight seconds before the accident. The investigating board was readying a final report at the time this issue of *Tigereview* went to press. There was no indication of mechanical failure on the aircraft.

Also lost in the accident was Flight Engineer John W. Grey,



NEW STAMPS—George Oberdorf (left), Flying Tiger vice president in Washington, accepts one of the first blocks of new 8-cent airmail stamps from Postmaster General J. Edward Day, on behalf of President Robert W. Prescott of FTL. The stamps were bound in a leather volume which was embossed with the Post Office seal and inscribed with the name of the Flying Tiger president. The new stamps became effective January 1.

33, and two passengers, John A. Olson and Violet Blazek, both of whom boarded the airplane at Chicago. Olson was the husband of Janet Olson of FTL's Accounting Department and former crew controller for the airline. Mrs. Blazek was the mother-in-law of John Elliott, FTL Director of Contract Operations.

The flight was enroute to Burbank from Boston and the airplane involved was 13 Charlie.

Rader had been flying for FTL since 1950, Grey since 1956 and Crapo since 1961.

Card of Thanks

The family of Capt. Karl C. Rader wish to thank all FTL employees and friends for their kindness and sympathy and beautiful floral arrangements sent during the recent bereavement caused by the death of their beloved husband, son and brother.

Mrs. Karl C. Rader, Mr. and Mrs. Karl C. Rader, Sr. and Betty.

RESEARCH GIVES ANSWER TO QUERY 'WHAT IS AIRFREIGHT?'

An interesting answer to the question "What is airfreight?" has been brought to light by Flying Tiger's Research Department, directed by Roger B. Ulvestad, assistant to the president, and it proves, once again, that airfreight is almost any imaginable piece of property.

However, the new research, conducted under the direction of Jack Rennie, provides new clues to where it comes from and the relative importance of the freight that goes to make up Tiger traffic.

For example, in 1962, the airline handled 139,000 shipments totaling 65 million pounds but six commodity groups generated 50 per cent of revenues. Including forwarder and consolidator shipments, the commodity make-up of which traffic cannot be broken down, the identifiable freight, in order of importance, was forwarder-consolidator-broker traffic, automobile engines and parts, machinery, electrical products, aircraft and missile engines and parts, and fabricated metal products.

Since forwarder-type traffic is tendered to the carrier in bulk shipments, the individual types of freight which make it up cannot be identified, and forwarders do not provide breakdowns.

Other Volume Groups

Other than the six commodity groups listed above, traffic volume of more than a million pounds was generated by these commodities:

Fruits and berries, hatching eggs, wearing apparel, basic textiles, primary metals, ordnance stores and accessories, office computing and accounting machines, electrical appliances, electronic machines and equipment, and printed matter.

Traffic within the half-million pound to million-pound range included these commodities:

Minimum-weight shipments, household goods, personal effects, rubber goods, printed signs and advertising displays, miscellaneous chemical products, plastic articles, carpets and textile floor coverings, general hardware, electrical measuring instruments, and nursery stock and decorative greens.

In the range of 100,000 to 500,000 pounds were gift packs, live animals, leather, furs, hides and pelts, cut flowers, footwear, textile products, military stores, engines, turbines and parts, pumps and parts, motors and generators, insulated wire and cable, radios and record players, electronic tubes, communication equipment, storage batteries, tires and tubes, new furniture, lumber and

wood products, cosmetics, drugs, plastic sheets, optical goods, glass and clay products, aircraft and missile stands, automobiles, professional instruments, photographic equipment, photographic film, games and toys, sporting and athletic goods, costume jewelry, human remains, and U. S. surface mail.

Interesting Commodities

And for interesting types, there were art works and valuable documents, watches and clocks, X-ray equipment, boats, books, tobacco, dogs and cats, meats, hosiery, fish and candy.

There was an answer to the question, too, as to what was the most profitable traffic—that is brought in more revenue than weight. The best margins were in dogs and cats, horses, live animals such as zoo specimens, wire and cable, metal products, aircraft and missiles and parts, electrical products, chemical products, minimum shipments, human remains, and rubber goods.



John F. Elliott,

Director of Contracts Administration

Elliott Now Contract Administrator

The appointment of John F. Elliott as Director of Contracts Administration for The Flying Tiger Line was announced in January by Executive Vice President Fred Benninger.

Elliott, formerly fuel administrator for the carrier, will take over combined functions of the departments of fuel purchases and military air transport service administration. William Gelfand, who has been assistant director of contracts administration, will continue in this position.

An employee of Flying Tiger Line since 1951, Elliott served in the Air Force in World War II and came to the airline from the graduate school of the University of Southern California. Starting in flight control, he became superintendent of maintenance contracts in 1956, then entered the research and development department in 1957 and has been fuel administrator since 1960.



Bill Fowler, assistant to the vice president, sales, of Flying Tiger (second from right), represented FTL at a Paris conference of international airlines to develop long-range planning for industry development of air

cargo. Shown here with him are (left to right) L. R. Holden, cargo sales manager for the American Region of Japan Air Lines; Charles Hood, vice president, sales, Riddle Air Lines; and Frank Conway, United Air Lines.

FTL Asks CAB For Exemption

The Flying Tiger Line has asked the Civil Aeronautics Board to grant it a temporary exemption from a Board regulation commonly referred to as the "right of first refusal."

The regulation, applicable to certificated carriers but not to supplemental carriers, provides that no carrier shall perform any charter trip in overseas or foreign air transportation between points or areas which another carrier has been authorized to serve without prior consent of that other carrier or under exemption authority granted by the Board.

The fact that certificated carriers, particularly those engaging in operations for the Military Air Transport Service, were subject to the regulation while supplemental carriers were not "creates an unequal competitive situation in the field of overseas and foreign civilian backhaul cargo charter flights," said Flying Tiger.

Commenting on its application, the airline said:

"The principal non-route air carriers who hold contracts with MATS fall into two categories: (a) Certificated carriers, both flag carriers and all-cargo carriers, and (b) supplemental air carriers. Although both categories of carriers have been exempted by the Board for numerous years in connection with civilian augmentation operations for MATS, and despite the fact that the Board has never discriminated between the two groups in connection with their MATS operations, the provisions of section 207.8, as they apply to the performance of civilian cargo flights utilizing otherwise empty MATS backhaul legs, effectively and materially discriminate against certificated carriers.

FTL's Complaint

"A certificated air carrier like Flying Tiger must subject itself to the rights of first refusal of at least two flag carriers in order to perform a civilian cargo charter flight from Japan to the U.S., while a supplemental carrier, not being subject to the restrictions of section 207.8 can perform such a flight without anyone's permission."

Flying Tiger noted that the Board recently had granted interim authority to certain supplemental carriers.

"Four of these—World Airways, Capitol Airways, Trans International Airlines and Overseas National Airways—are MATS contractors," said FTL, "and were granted authority by the Board to perform cargo charter flights in overseas and foreign air transportation when such flights are in the reverse direction of flights performed under contracts with

the Department of Defense calling for one-way service.

"Neither the flag carriers nor the all-cargo carriers performing MATS charters, have any such authority unhampered by the rights of first refusal. Subject as they are to the provisions of part 207, they are completely dependent upon the whim of the flag carriers over whose route the particular civilian cargo charter is proposed to be flown. Considerable sales efforts expended in the generation of backhaul civilian business has thus been effectively thwarted in the past. The supplementals, on the other hand, can go right ahead and perform."

Flying Tiger said this "inequitable result" was uncalled for in the federal aviation act and "plainly contrary" to the Board's policy of "treating MATS carriers alike and without discrimination."

It noted that the Board had reduced the level of compensation for MATS one-way cargo charters from 22.5 to 21.5 cents per ton-mile early this year justifying the lower level "on the assumption that at least some backhaul flights will be sold to other charterers, thereby increasing the carriers' total revenues to a point which will more than cover total cost.

"Flying Tiger agrees with the Board that there is available sufficient cargo charter business to fill a considerable number of backhaul flights," said the airline. "Flying Tiger strongly disagrees with the Board, however, that there is sufficient opportunity and equal treatment afforded to the MATS contractors (with the exception of flag carriers performing over their own

route) to successfully perform the civilian cargo charter business.

"The provision of part 207.8 effectively destroys whatever opportunity is available, and the fact that supplemental carriers have been specifically authorized to perform backhaul flights without restrictions and the further fact that they are not subject to part 207 clearly demonstrates that a completely unequal competitive situation exists in the field of overseas and foreign civilian backhaul cargo charter flights."



Lars M. Roos

TIGERS EARN KUDOS FOR VACCINE AIRLIFT TO WEST COAST

A 42,000-pound movement of critical oral polio vaccine from Newark to the Sharpe Medical Depot in Tracy, California, east of San Francisco, by the Lederle Laboratories Division of the American Cyanamid Co., brought strong praise for Flying Tiger service from Lederle officials.

The shipment originated on September 27 in connection with a critical situation on the West Coast. Not only speed but careful handling were needed since the payload lot of vaccine had to be carried under refrigeration

and at constant cabin temperatures between 35 and 45 degrees. Additionally, the vaccine was packed in 47-pound cartons, which had to be stacked with cartons off-center from one another to avoid crushing.

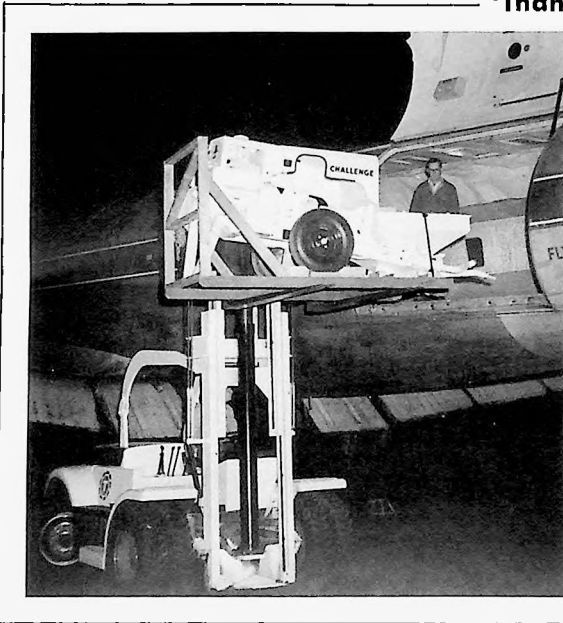
Upon completion of the shipment, Lars Roos, Traffic Manager of Lederle, wrote Vice President John Higgins of FTL:

"I wish to compliment all Tiger personnel involved with the handling of this shipment. The handling both at Newark and at San Francisco was the very best.

In general, the effective cooperation of Tiger personnel in all phases of preparing for and handling this shipment contributed importantly to its successful delivery in good order at its final destination.

"We are fully cognizant of the many difficulties connected with the handling of this shipment because of the icing and loading requirements to protect the contents. Please convey our thanks for a job well done to those connected with the handling of this shipment."

'Thank You!'



CHALLENGE-COOK BROS.

incorporated
3334 San Fernando Road, Los Angeles 65, California

Mr. Leonard S. Kimball
Flying Tigers Airlines
Lockheed Air Terminal
Burbank, California

Dear Mr. Kimball:

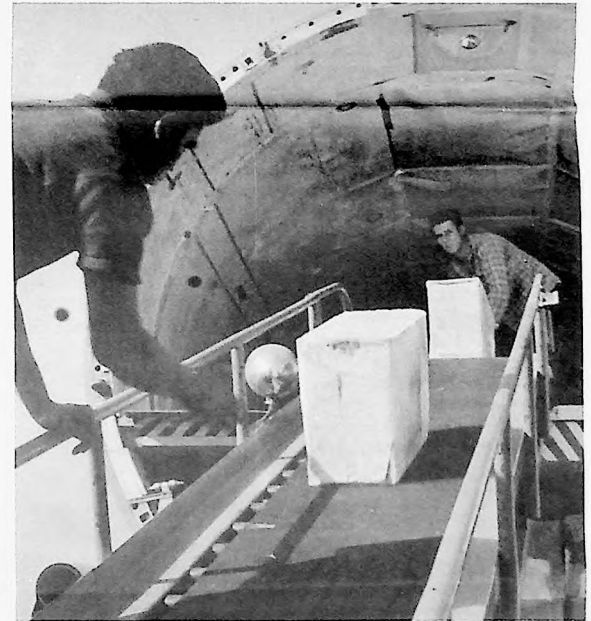
We thought we would pass along this photo showing your men and equipment loading a machine of ours for shipment to Miami, Florida.

The machine, a Challenge Super Spray King was sold by Brinley-Schuelie Machinery, our Tampa Distributor to Hatcher Concrete Service, Inc., in Clearwater, Florida.

The customer's requirements were such, that he had to have almost immediate delivery on this machine. We felt your line, from past performance, could be depended upon in this situation. The customer, distributor, and ourselves were more than satisfied with the service given by The Flying Tiger Line, and we anticipate doing future business with you.

Yours Very Truly,

John E. Holtz, Sales Coordinator
Plastering and Concrete Finishing
Equipment Division



A carton of oral vaccine moves up a conveyor to the 44 hold.

Tigers Lift 300 Recorders At Christmas

A record-breaking demand for tape recorders resulted in a record-breaking shipment of air-freight during the 1962 Christmas rush, and Flying Tiger freighters again filled the breach.

The movement originated in Los Angeles from the Roberts Electronics plant and resulted from unprecedented demands in New England for the Roberts recorders.

E. O. Praeger, vice president and general manager of Roberts, said the company carried a large inventory of recorders in its Boston distribution center but consumer demands were such that the company flew an additional 8,000 pounds of recorders to meet customer requirements. Involved were approximately 300 recorders with a total value in excess of \$100,000.

Roberts, which is the major supplier of quality recorders in the New England area, said the shipment was the largest air movement of consumer-type recorders ever accomplished.

Praeger declared the shipment pointed up two factors—that the American consumer wants and will pay for a quality product; and that air service can quickly and efficiently fulfill a large-scale shipping need. The Roberts recorders sell in the \$300 to \$700 range and are a fair-trade item. Praeger said there was no special promotion to create the demand—it was “simply a demonstration of the fact that the public will buy a good product at a fair price.”

BOS, BUR Lead in Station Increases

Eight stations on the Flying Tiger domestic airfreight system brought 1962 to a close with impressive traffic increases, either for the year or in December results.

Four stations ended 1962 with gains over 1961. Leading was Boston with a 25.8 per cent gain over the previous year as well as an 18.6 per cent rise in December traffic over November.

In second place was Burbank, with a 24.9 per cent gain over 1962 and a 9.5 per cent gain in December over November. Detroit's 1962 figure was up 19.6 per cent over 1961, while Seattle registered a 5.4 per cent increase for the year.

Other stations showing gains in December over November were Binghamton, 58.4 per cent; Cleveland, 46.4 per cent; Milwaukee, 41.3 per cent; and Portland, 22.4 per cent.



Record-breaking shipment of recorders is loaded on a Flying Tiger airfreighter at Burbank.



Next-day delivery is made at Flying Tiger's Boston terminal. Arranging delivery of the initial shipment are (left to right) Danny Lampros, truck driver; Edward McGuire, vice president of the Eastern Supply Co., of Boston, Roberts' distributor; Leo Stevens, FTL Boston sales manager; Daniel Mannion, Eastern Supply sales manager; and James White, Roberts' East Coast representative.

Restrict Reduced Rate Tickets for Flying Tiger Employees

A. H. Meyer, FTL Personnel Director, has announced that due to varying restrictions by airlines as to the time an employee must have worked for his company to obtain reduced rate transportation, Flying Tiger Line has been compelled to restrict the issuance

of reduced rate tickets for employees.

A new rule effective January 1, 1963, requires that any employee seeking reduced rate transportation on other airlines must have a record of one year of continuous employment with FTL be-

fore he may become eligible for such transportation.

Additionally, furloughed employees will not be eligible for such transportation since airlines generally require that an employee be currently working to obtain such transportation.

Household Goods by Air Savings Told

A typical example of how the new concept of moving household goods by air can save companies as much as \$700 per employe has been worked out by Domestic Air Express of Beverly Hills, Calif., which is currently engaged in use of Flying Tiger freighters to develop air/van traffic movements.

In the cases of both surface and air, the item is a thru-container of 2,000 pounds, traveling from Los Angeles to Germany. SURFACE, @ \$50 cwt ...\$1,000

Per Diem	
Employe	\$ 8.00
Wife	5.00
1st Child	4.00
2nd Child	3.50
	\$20.50

Per Diem—45 Days

@ \$20.50	922.50
Total	\$1,922.50

AIR, @ \$56.85 cwt.\$1,137

Per Diem—7 Days

@ \$20.50	143.50
Total	\$1,280.50

The total savings per employe, via air, here comes to \$624.00.

Obviously there will be variables unique to each case, but it is very possible to save money—big money—by using van/air to get personnel relocated.

Applying the same principles to domestic moves has proven out quite successfully. Although the company is reluctant to give the names of past clients, Edward E. Breault, DAX manager and a veteran of the moving and storage industry, with three years in the household goods division of an airline, has provided a case example:

DAX Air Van

Time . . . four to five days	
Preliminary packing	no charge
Transportation	
(4,000 lbs. @ \$23.25 cwt.)	\$ 930
\$4,000 insurance @ 40c	
per hundred	16
Cost of maintaining family of	
four 5 days @ \$40 per day	200
total	\$1,146

Surface Van

Time . . . 12 to 15 days	
Preliminary packing	
(dishes etc.)	\$ 150
Transportation	
(4,000 lbs. @ 18.35 cwt.)	734
\$4,000 insurance @ 50c	
per hundred	20
Cost of maintaining family of	
four 12 days @ \$40 per day	480
total	\$1,384

The total savings in the case above: \$238 per family. Certainly the airfreight poundage cost itself was higher.

An added plus is the fact that the shipper can select preferred delivery dates consistent with deferred airfreight release schedules and up to 15 days delay may be granted without incurring storage-in-transit charges.

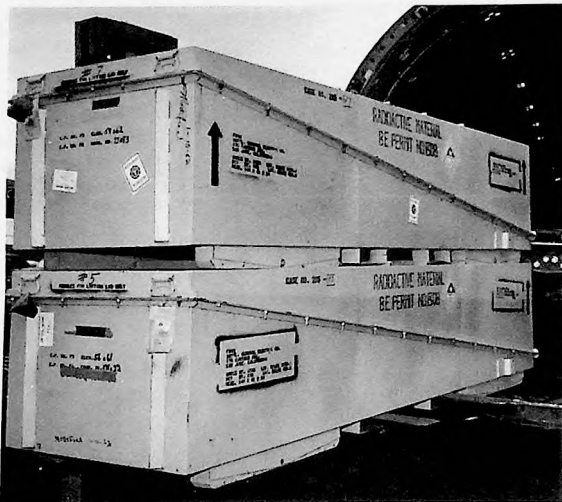
Tigers First To Airlift Nuclear Fuel

A new era for airfreight was ushered in February 5 with the shipment of the first nuclear fuel ever consigned for transport by a commercial air cargo carrier.

The shipment was 30,000 pounds of enriched uranium elements manufactured by General Electric's Atomic Power Equipment in San Jose, Calif. It was transported via The Flying Tiger Line and Alitalia Airlines for use by the 150,000 kilowatt-electrical Garigliana Nuclear Power Station near Naples, Italy.

Arrangements for the shipment were made by Air Land Consolidators after two years of research between the firm's executive vice-president Jessie Carter and the Atomic Energy Commission. Flying Tiger flew it from San Francisco to New York and Alitalia carried it on to Naples.

Nine more plane loads of nuclear fuel will follow over the two air systems for a total of 300,000 pounds. Value of the shipment is approximately \$14 million dollars. The final ship-



The first shipment of nuclear fuel ever consigned to a commercial air carrier is shown as it was loaded aboard a Flying Tiger CL-44 at the San Francisco International Airport prior to departure for the Garigliana Nuclear Power Station near Naples, Italy.

ment is expected to leave San Jose in late March.

This is the first overseas shipment of enriched uranium from the United States for a large power reactor and is being sup-

plied in connection with the U.S./Euratom Joint Power Program. The fuel is being purchased by Euratom under a long-term purchase contract with the U.S. Atomic Energy Commission.



Cargo handlers tie-down the containers carrying the nuclear fuel elements in Tiger CL-44.

When fully loaded, the nuclear plant will contain more than 51 tons of slightly enriched uranium fuel. The fuel, in the form of uranium oxide pellets, is inserted in zircaloy tubes about one-half inch in diameter and nearly ten feet long. Each element contains 81 fuel rods—or tubes.

It will require 208 fuel elements, each weighing nearly 800 pounds, for the boiling water reactor to reach full power. Twenty-one spare elements will be included in the initial fuel shipments.

Prime contractor for the plant is International General Electric Operations, S. A., a subsidiary of General Electric Company.

General Electric's Atomic Power Equipment Department, San Jose, designed the boiling water reactor and other associated nuclear equipment.

Skyroad Program Earns \$41,092

The Flying Tiger Skyroad program, integrating the shipping facilities of air, rail and truck to serve some 1,500 United States cities, developed \$41,092 in revenue in the first month of operation in January.

More than 200,000 pounds of traffic moved over the joint systems of the airline and participating truck and rail carriers. Eighty per cent of the traffic was westbound and 42 of the 66 participating truck carriers generated traffic under the joint rate agreements between themselves and FTL.

Cleveland handled approximately 30 per cent of the new traffic, with Boston, Burbank and Detroit also showing up well.

Airborne Cars

A powerhouse on wheels is the aluminum-engined racer shown above, which will be one of four cars to be entered in the Indianapolis "500" race this year by Mickey Thompson, famed racing driver, and his sponsor, the Harvey Aluminum Co., of Los Angeles.

The car was flown to Los Angeles from Detroit by The Flying Tiger Line for testing by Thompson and his racing crew before being taken back to Indianapolis for the Speedway trials in May. Shown examining the car on its arrival at Burbank are Dave Smith (left) and Don Elliott of Thompson's racing team.



Super deluxe transportation might well be the description of Bill Morgan's new car, a \$16,000 Maserati from Italy, known as the Vignole Berlinetta. A Flying Tiger CL-44 brought it to Los Angeles for the personal use of the retired automobile dealer, shown here (right) after unloading of the car at Burbank. With him is Harry Finer, president of the Maserati Distributors, who said the car was the first of 60 which will be produced at the famed Italy automobile factory. It took six months to build. About 30 of the cars will be delivered on the West Coast of the United States. Painted a platinum gray with black leather interior, the car has a fuel injection system and is a 3.5 litre model.



THE FLYING TIGER LINE

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