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Youngsters Begin New Year in New Land



Parents with their newly adopted children arrive at L.A. International Airport on return flight from Seoul.

Korean Orphans, New Parents Fly to U.S. by Tiger Charter

LOS ANGELES—81 children, ranging in age from two weeks to 14 years, flew into new homes in the United States from far-off Korea on November 30, borne on the wings of an airliner and in the arms of loving parents who had traveled more than 13,000 miles to get them. Orphans from Korea, the children were adopted by 58 couples, most of them living in Southern California but from as far away as Minnesota, Michigan, Indiana and other midwestern states.

cause of illness of the child.

Greeted by Crowd

The plane, a chartered Flying Tiger CL-44 prop-jet, landed at Los Angeles International Airport at 9:22 p.m., with 194 persons aboard, believed to be the largest number of persons ever carried in a commercial airliner. When it left Seoul, Korea, 22 hours earlier, the airplane had carried 197 persons but one couple and child were left behind in Anchorage, Alaska, where the plane made a customs stop, be-

A crowd of several hundred friends and relatives of the couples was on hand to greet them as the 57 couples ended their trip, which began a week earlier when they flew out of Los Angeles to Korea to get their children.

For most of the couples, the new children represented additions to their families. One couple, Mr. and Mrs. Bobbylee Mock of Buena Park, Calif.,

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Shoe Manufacturer Marketing With FTL Parcel Post Program

Flying Tiger's new parcel post traffic program gained one of its most interesting customers in November when the famed manufacturers of Child Life shoes began utilizing the service out of Milwaukee to New York, Boston and Philadelphia. The story behind inauguration of the service by the Herbst Shoe Manufacturing Co., represents one of the most appropriate airfreight stories of the year.

Tigers Earn \$146,752 During 3rd Quarter

Earnings of \$146,752, equal to nine cents a share on 1,528,924 outstanding shares of common stock, were reported by The Flying Tiger Line for the third quarter of the year ending September 30, 1963, reducing the loss for the nine months to \$687,190.

In the third quarter last year, the carrier earned \$1,582,650, while earnings for the nine months of 1962 totaled \$2,621,721.

The company said that while it was bale to earn profits in both the second and third quarters of 1963, it had not yet overcome the loss of the first quarter, when earnings were adversely affected

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one of the most appropriate airfreight stories of the year. The story begins with a Flying Tiger salesman in Milwaukee, youthful Ron James, and his call on George Nye, shipping supervisor of Herbst, one of the nation's leading makers of children's shoes.

James discovered that Herbst had two problems which represented a "natural" to airfreight—inventory and speed of delivery.

Makers of children's shoes from the support age, around one year, to nine years of age, Herbst offered a line of shoes with 12,000 style and size combinations.

And much of their market was in eastern seaboard cities such as New York, Boston and Philadelphia.

This presented two critical problems to Herbst. It was feasible and necessary to stock a

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Pin Awards

15-Year

Joe Healy, Pete Healy and Bob Souers, EWR; Emmet Haran, ORD; Dick Siuelke and Roy Haworth, SFO; Chick Hombright, Harold Singleton and Marion Howell, BUR; and Houston Rehrig, Director.

10-Year

Mark Devereaux, Manuel Benavides, Fred Ostat, Ida Schweger, Jack Reichl and Horace Bradley, all of BUR; Al Perry, LAX; Ron Pfefferle and Pete Leck, EWR; and Rudy Rusnak, BGM.

5-Year

Clarence Verhelst, PDX; Margaret Hough and Elizabeth Kyle, SFO; Mickey Goss, Barbara Huston, Lewis Johnson, Sylvia Sanchez and Earl Berbrick, BUR; and Maynard Ekedal, LAX.

Growth of Jets

Turbine-powered aircraft operated by certificated U. S. air carriers increased in fleet numbers from 136 in 1959 to 667 in 1963.



Capt. Jim Bledsoe says farewell to two of his charges.

Shoe Manufacturer Marketing With FTL Parcel Post Program

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warehouse at Milwaukee, even though it tied up a very substantial amount of Herbst's capital in inventory. But to duplicate such warehouses in other parts of the nation for fast delivery created critical inventory and capital problems.

Additionally, Herbst was faced with the fact that nearby local manufacturers in the eastern seaboard area could promise quick delivery on out-of-stock merchandise. Herbst faced the sales resistance of being a long way from the local shoe store.

When James discovered these problems, he began working with Flying Tigers' project sales division through Vern Chase in Los Angeles. As a result, they developed a shipping program which went into effect in November and holds promise of a substantial volume of traffic.

The program is built around Flying Tigers' parcel post distribution system. Under this arrangement, a manufacturer pre-meters all his traffic to a central area such as New York. Individual packages are weighed and stamped with the postage necessary to accomplish post office delivery from a major terminal, such as New York.

He then assembles all the packages for this area into a single, volume weighted shipment, which he turns over to the Tigers for air delivery from Milwaukee

to the New York post office. The local post office then forwards the packages to the final consignee. The program knocks days off surface delivery and at an additional cost of only a few cents per package.

Name Program

Child Life developed the interesting name of "Flying Warehouse In-Stock Service" for this new delivery program, which permits it to ship from its central warehouse in Milwaukee and get shoes to the consignee as fast as though the Milwaukee manufacturer were located nearby.

In a special brochure printed by Herbst and distributed to hundreds of buyers at the December shoe show in New York, the company said:

"Size-up orders on Child Life Shoes are now being flown on Flying Tiger jet-prop Swingtail-44 airfreighters to New York City and immediately forwarded via local Parcel Post to eastern seaboard stores.

"This brings Child Life's Milwaukee warehouse as close to any eastern retailer as the factories of competitive manufacturers in New England, New York City or Pennsylvania.

"Because of Child Life's famed in-stock inventory of children's shoes, this means that, in many cases, Child Life will make faster deliveries than competitive manufacturers in the market . . .

"This is a shoe industry first!"



F. G. Herbst (right), board chairman of Child Life Shoes, and George Nye, shipping supervisor, weigh and stamp initial parcel post shipment from Milwaukee plant.

Sept. Airfreight Ton-Miles Rise 12.5%

The eleven U. S. trunk and three all-cargo airlines flew 72.9 million ton-miles (freight, mail and express) in domestic operations in September, a 9.9 per cent increase over the 66.3 million ton-miles they carried in September of 1962, the Air Transport Association of America reported.

Airfreight ton-miles in September totaled 51.1 million, an increase of 12.5 per cent. Express ton-miles in September totaled

5.9 million, a decrease of 0.9 per cent. Mail volume increased 5.3 per cent to a total of 12.9 million ton-miles.

For the first nine months of 1963, air cargo was up 10.3 per cent over the same 1962 period. Freight ton-miles were up 13.0 per cent for this period, express ton-miles gained 0.7 per cent, and mail volume flown showed an increase of 4.9 per cent over 1962.

Freight Sales Reorganization Set by Albert

Reorganization of The Flying Tiger Freight Sales Department was completed on November 1 by Vice President Peter T. Albert.

The department's new organization chart provides for the newly created project sales division under Director George Zettler, with five offices reporting to him as follows:

James Maguire, Far East regional manager at Tokyo; Joseph Strock, director of perishable sales at San Francisco; James Haggerty, manager of import sales at New York; and Ray Keiser, Los Angeles, Dick Shaklee, Chicago, and Ralph Theile, Washington, as regional managers of project sales.

Robert Blanks, director of market development, will supervise the traffic analysis and research staff composed of Noe Cadena, Vern Chase and Jack Rennie, and the rates and tariff department under Robert Brunner, manager.

The Public Relations Department under Vice President Len Kimball will continue to report to the vice president of freight sales.

Similarly, the regional sales managers, John Brannigan at Los Angeles, Lewis Ayres, Chicago, Paul Finazzo, New York, and Leo Stevens, Boston, will report directly to the vice president of sales.



These pictures of President Robert W. Prescott of The Flying Tiger Line with President Lyndon Johnson were made at a Democratic dinner at the Beverly Hilton hotel in Beverly Hills, Calif., only a week before the assassination of President Kennedy. President Johnson (standing in picture at left above) was the principal speaker, with Mr. Prescott serving as co-chairman. On the



left in this picture is Congressman James Roosevelt of California. The picture at right shows Mr. Prescott chatting with California's First Lady, the wife of Gov. Pat Brown, with President Johnson at the far right and Congressman Roosevelt obviously enjoying a story Mr. Prescott has just told to the group.



First of record-breaking shipment of more than 200,000 pounds of tape recorders comes off Tiger freighter at Chicago (above left), while displaying one of the recorders shipped are, above



left to right, Lew Ayres, FTL midwest regional sales manager; Bernard Cogan, executive v.p., and Art Braver, president, Arctic Imports; and Dick Shaklee, FTL import sales manager.

Record Recorder Order Flies in To O'Hare from Japan via FTL

The initial shipment of the largest air movement of tape recorders ever flown arrived in Chicago in November and Santa Claus can count on being recorded loud and clear, come Christmas.

More than 41,000 pounds of recorders rode into O'Hare International Airport on a sleigh even Santa could envy and another 170,000 pounds followed in the next few weeks.

"It's the biggest movement we've ever had," said Art Braver, president of the Arctic Import Co., which is bringing the recorders here from Japan aboard a fleet of Flying Tiger CL-41 and Super H Constellation airfreighters.

Braver said more than 40,000 recorders of a new compact type which Japanese manufacturers have been developing for several years would be distributed through the retail outlets of Montgomery Ward, Spiegel and Walgreen stores.

Two Sizes

Made in two sizes, the recorders are packaged in plastic cases. The smaller size, five by eight inches, plays a half-hour double track tape, while the larger size, 14 by eight by three inches, plays an hour-long tape.

Braver, who founded Arctic Import Co., four years ago, claims the company is the largest importer of tape recorders in the United States.

"It's the only thing we import," said Braver, who spends six months of every year in Japan.

"We take approximately 12 per cent of all the recorders made there."

Braver said he got into the

business when he saw a recorder on a trip to Japan in 1958.

"This year, our total import will run to about 165,000 machines and we could have used 40,000 more if we could have got them at our standards," he said. "Actually, we've been sold out since August."

"That incidentally, is why we have to fly them in at this time of the year. You just have to have delivery and when the end of the year rolls up on you—well, the airplane is the only transportation answer."

So, watch your language, Santa—you'll be on tape Christmas day!

Arctic Imports Head Lauds Flying Tigers

Art Braver, president of Arctic Imports, had high praise for the work performed by the Tigers in the successful movement of a record-breaking load of tape recorders from Japan to Chicago.

"Jim Maguire (who heads up Tiger sales in Tokyo) and Dick Shaklee (in charge of import sales in Chicago) did a wonderful job of getting this movement off the ground," Braver said.

"Without their help, we just could not have got the job done in time to meet very valuable commitments for the Christmas season. Maguire was especially helpful in getting the shipment expedited out of Japan and I cannot say too much for the job he and Shaklee did for us."

**Use Your
Credit Union**

'Thank You'

INTERNATIONAL ANIMAL EXCHANGE
incorporated
22041 WOODWARD AVENUE
FERNDALE 20, MICHIGAN

Mr. Jack Foster
The Flying Tiger Line
Cargo Department
Newark Airport
Newark, New Jersey

Dear Mr. Foster:

This is just a note of appreciation and gratitude to you and Flying Tigers for your cooperation in expediting this shipment of monkeys today.

It certainly was an enjoyable relief to us and to our account Parke, Davis and Company to have a competent man like you on the job.

While not knowing how many other people in your firm were involved, this is an unusual accomplishment. I would like you to extend our gratitude to them for us.

Whenever possible we will certainly use Flying Tigers for all future Cargo shipping.

Very gratefully yours,
Brian Hunt
Vice President
General Manager

BRAIN-WASHER

By Chuck Snoko

Prob—Hal Zentz, genial agent at LAX, greeted a man with a chunk of lumber, who wanted to ship it to ORD. Hal grunted and nixed the shipment, telling the man Tigers couldn't ship anything over 85 inches long. The man's chunk of lumber was 8½ feet long and 1 foot wide. He left in a huff and returned in an hour, presenting his chunk of lumber for shipment. He hadn't cut or otherwise marred or damaged the lumber, but Zentz could only grunt and accept—because the man was now within company regulations. Hal couldn't dope it out. Can you? (See Page 6).

Albert Announces Theile New Tiger Regional Sales Head

Ralph R. Theile, formerly vice-president and publisher of American Aviation Publications, has been appointed regional manager of project sales for The Flying Tiger Line with offices in Washington. Peter T. Albert, vice-president of freight sales, announced.

Theile, with a background of 16 years in aviation, will be in charge of the development of government and interline traffic in the Washington area as well as the promotion of industry shipping projects being sponsored by the airline.

In addition to his experience in aviation publishing, Theile worked with the Air Transport Association for nine years, serving as director of cargo traffic and prior to that he was in operations, sales and traffic for Northwest Airlines at St. Paul.



George Zettler (left), director of FTL project sales, and Ralph Theile, who will head up this activity for the airline in Washington, look over some plans for Washington traffic development.



KOREAN ORPHANS FLY TO U.S. HOMES BY TIGER CHARTER

(Continued from Page 1)

brought home two little girls, one two weeks old and another nine months "to fill out our family." They previously had four boys and two girls ranging in age from four to 15 years.

The couples' trip represented the first time that American parents had flown to Korea to adopt orphans. They participated in a program begun in 1956 by an Oregon farmer, Harry Holt, who had set out to do something about orphans left behind in Korea after the war. Thus far, more than 3,000 children have been adopted from the orphanage he set up in Korea. Previously, children were simply flown to the United States—many of them on FTL ships—after couples had agreed to adopt them. However, under a new law, parents must see the children before adoption, so at a cost of approximately \$1,200 per couple, the parents had to fly to Korea to get them. This was the first flight under the new law. Another is planned next April.

Moving figure in the flight was 41-year-old Anaheim, Calif., housewife, Mrs. Ray Proxmire, who with her husband, a truck driver, already had adopted two orphans and brought home a 14-

year-old girl on this flight.

Head of the Orange County chapter of the American Mothers of Korean Orphans, she handled the multitudinous details of getting the 58 couples together.

Partial Roster

Among those aboard were Archie Allen, a Garden Grove, Calif., school principal and his wife, who brought home two five-year-old girls; Joseph Adams, a 52-year-old Torrance, Calif., truck driver and his wife with a 22-month-old girl; and 65-year-old William Bruckner of Compton, Calif., and his wife, with a nine-year-old girl. Bruckner is a railroad chef.

"I'm glad they're all here," sighed Mrs. Proxmire as she watched the couples stream off the airplane, many with tears in their eyes, "but I'm ready to get going again. It's all so worthwhile."

The Rev. Morris Bauman of Elkton, Mich., and his wife, brought home two children. Mr. Bauman conducted in-flight church services, which may have been the first time that a sermon had been preached in the air.

Details of the flight were handled for Flying Tigers by Eddie Holohan of the Los Angeles con-

tract sales staff. Holohan devoted almost his entire time to the project over a period of several weeks, handling such problems as immigration, customs, public health and myriad other details, while Mrs. Proxmire personally conducted the booking arrangements for the families from her home. She said she thought the Proxmire phone bill would "set a national record."

On the return flight a stop was made at Anchorage to clear customs and avoid the confusion that would arise from a combination of customs and welcome at Los Angeles.

Reporter Jack Baldwin of the Copley Press, which publishes a chain of newspapers on the west coast and in the middle west, accompanied the flight.

"I guess it's the greatest story I ever covered," he remarked, "I have never been so emotionally affected in my life. I haven't cried since I was a kid but you couldn't keep the tears back among so many wonderful people and such heart-warming children. Imagine a five-piece band of little boys and girls—and I mean little—welcoming you and then sending you off. It's almost too much to watch."

Departure

1—Capt. Stuart McMahon goes over final flight plans on the outbound flight with Mrs. Ray Proxmire, standing next to him, and Mrs. Harry Holt, wife of the Oregon farmer who started the Korean orphan adoption program. Mr. Proxmire (left) stands with two orphans the Proxmires previously adopted—Cathy (left) and Patti. At right is the Korean consul of Los Angeles, Kwang Soo Ahu.

2—Capt. Bob Zalusky greets two passengers, Mr. and Mrs. William Bruckner of Compton, Calif. He is a chef on the Southern Pacific Railroad.

3—A broken leg couldn't stop Clayton Phipps, of Los Alamitos, Calif. He suffered the accident three days before the flight but insisted on going. Left to right are Mr. Proxmire, Mrs. Phipps, Mrs. Archie Allen, Jerry Ambrose, airport attendant, and Mr. Allen, a Garden Grove, Calif., school principal, who brought home two children, as did the Phipps.

4—The Rev. Morris Bauman, on the steps with Capt. McMahon, leads a prayer for the family of President Kennedy, whose assassination occurred the day before the flight.

5—Capt. McMahon and Jack

Baldwin, Copley Press reporter, who accompanied the flight.

6—Outbound flight crew—stewardesses, left to right, Elizabeth Lambert, Joy Yates, Carolyn Lee, Sally Zajac and Dorothy Martinsan; left to right on steps, Capt. McMahon, Navigator Jack Wanzer, Flight Engineer H. Germain, and Capt. Zalusky.

7—All aboard and ready to leave.

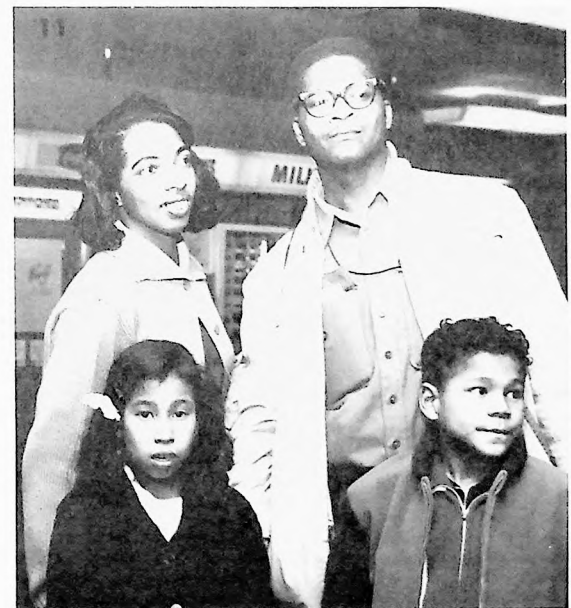
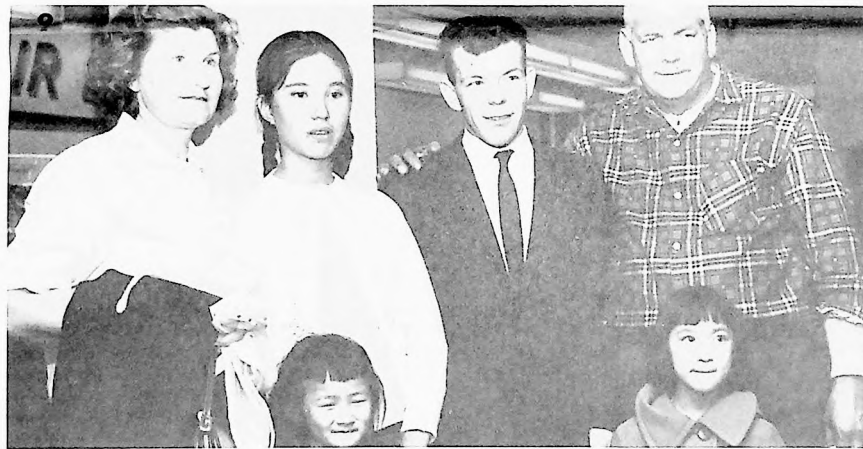
Arrival

8—Mrs. Bertha Holt, wife of the founder of the Seoul orphanage, with one of the adopted girls.

9—Mrs. Ray Proxmire (left), who organized the flight, greets her new daughter, 14-year-old Marie, along with her son James, 21-year-old Navy flight veteran and Mr. Proxmire. In front are their two previously adopted orphans, Patti (left) and Cathy.

10—Mr. and Mrs. Bobbylee Mock of Buena Park, Calif., with their two new daughters, two weeks and nine months old, and four of their six other children.

11—Theodore and Arlene Hudson of Compton, Calif., with their two newly adopted children. Hudson is a technical writer at Douglas Aircraft Co.





Sachs



Therasse



Maquez



Underdown



Valenta

NEW TIGERS NAMED, OTHERS REASSIGNED

Several key re-assignments and employment of new staff members were announced in various departments in November in The Flying Tiger Line.

O. R. Burghardt, secretary and assistant treasurer, announced the employment of Michael P. Bota as staff counsel, with headquarters in Burbank. Bota, a law graduate of New York University, and formerly assistant sales manager for Eastern Air Lines at New York, will handle contracts, leases and other legal matters at Burbank.

William Gelfand, director of contract sales, announced the appointment of A. D. Sachs as general sales manager of the division, succeeding Douglas Cole, who is resigning to become vice-president of Mackenzie Tours of Hawaii. Sachs is a 14-year veteran with FTL, having served in ground operations, both domestically and internationally, as well as in flight control, freight sales and tariff and market research and development.

In ground operations, Director H. C. Whitney announced the appointment of Donald R. Therasse as manager of contract operations, succeeding Donald F. Morrissey, who is leaving the Tigers to accept another airline opportunity. Therasse has been with FTL more than 12 years, serving in management assignments in Newark, Burbank, Frankfurt and San Francisco. Prior to his new appointment, he

was western regional manager of ground operations.

Whitney also announced that Daniel E. Laskowski has been named station manager at Hartford-Springfield, succeeding Donald D. Lembke, who has resigned. Laskowski previously served the company for the past nine years at Cleveland, Minneapolis and San Francisco.

In another re-assignment, Secretary Burghardt said the following supervisory transfers had become effective:

Manny Maquez, who has been in charge of the internal audit department and CAB reporting, will take over direction of cost accounting and will also con-

tinue to direct preparation of CAB reports.

Arthur Underdown, formerly in charge of cost accounting, will become chief accountant, succeeding Rudy Valenta, and will also continue to handle insurance matters of the company.

Valenta will become supervisor of internal audit, which will henceforth concentrate solely upon such functions and thus will be able to expand such activities both in Burbank and among the various stations.

C. T. Williamson, who succeeds Sachs as chief operations controller, announced that H. E. Robinson has been named senior operations controller of crews.



Williamson



Robinson

FTL Airfreight Revenues High

Airfreight revenues of The Flying Tiger Line in October set a record for the past three years, Peter T. Albert, vice president, announced.

Traffic reached \$1,131,157, which was the largest volume since October, 1960, Albert said. The total was 18 per cent above the preceding month and 10 per cent ahead of the same month last year, when revenues totaled \$1,024,592. For the year to date, freight revenues reached \$9,324,417, or nine per cent above the like 1962 total of \$8,580,414.

Every station on the Tiger system showed a revenue increase in October, compared with the preceding September. The largest increases were at Portland and Seattle, each 36 per cent; San Francisco, 32 per cent; Philadelphia, 28 per cent; Cleveland, 26 per cent; Binghamton, 25 per cent; Newark, 16 per cent.

October was a record month at five stations. Newark, Detroit and Binghamton produced the largest traffic in more than two years. For San Francisco and Seattle, October was the largest month of the current year.

Compared with the same month last year, October produced major gains for these stations:

Chicago, up 42 per cent; Cleveland, 31 per cent; Detroit, 26 per cent; Boston, 20 per cent; Binghamton, 18 per cent; Newark, 14 per cent; Hartford-Springfield, 12 per cent.

For the year to date, Cleveland

showed the largest gain over 1962, with a 69 per cent increase, followed by Boston, 23 per cent; Detroit, 22 per cent; San Francisco, 16 per cent; Philadelphia and Newark, each 15 per cent; Chicago and Binghamton, each 12 per cent; and Los Angeles, 6 per cent.

In an analysis of October traffic, Jack Rennie who is in charge of Tiger traffic research, reported that the airline's share of total traffic among the Big Five carriers—American, United, TWA, Continental and FTL—had risen to more than 17 per cent. American showed a slight gain to 36 per cent, with United declining slightly to 28 per cent, TWA to 16 per cent and Continental to three per cent.

Rennie said all sales regions had gained in October, the largest being 16 per cent in the northeast, and 12 per cent in the eastern.

Parcel post traffic reached its highest point—319,500 pounds—while Skyroad provided 329,400 pounds. Sea-Air or OCP traffic generated 531,100 ton-miles. Largest commodity carried was auto parts and engines, which accounted for 20 per cent of all traffic.



Flying Tiger Stewardess Marcie Massie practices turning back the mid-night clock of San Francisco's world-famous Ferry Building by one hour in preparation for the change from daylight saving time to standard time, which went into effect at midnight Saturday, October 26. FTL's San Francisco public relations representative, Larry Murphy, conjured this shot which San Francisco papers used to illustrate the story of the time change.

Tigers Earn \$146,752

(Continued from Page 1)

by a sharp cutback in military contract traffic as a result of emergency expenditures by the government late in 1962 because of the Cuban crisis.

Gross revenues for the nine months totaled \$31,239,307, compared to \$40,935,327 in the same period last year. While commercial traffic showed a three per cent increase during the nine-month period, military contract revenue declined \$10,058,454.

BRAIN-WASHER

(Question on Page 3)

Ans—The man built a box 7 feet square, and stuck his chunk of lumber in diagonally.



Aerospace Industries Hollywood Reception

Officials and members of the Aerospace Industries Association traffic division talked business and reminisced at a reception with Flying Tiger and Continental Airline officials in Hollywood during their fall session. The group is one of the nation's largest users of airfreight. Here they are shown in the following pictures:

1—Rome Clinton (left) of Minneapolis Honeywell with President Bob Prescott of The Flying Tiger Line.

2—Peter T. Albert (left), vice president of sales for FTL and President Bob Prescott, with Harris Crook (second from right) of United Aircraft, Hartford, and Forrest Barringer of United Technical Laboratories, San Francisco.

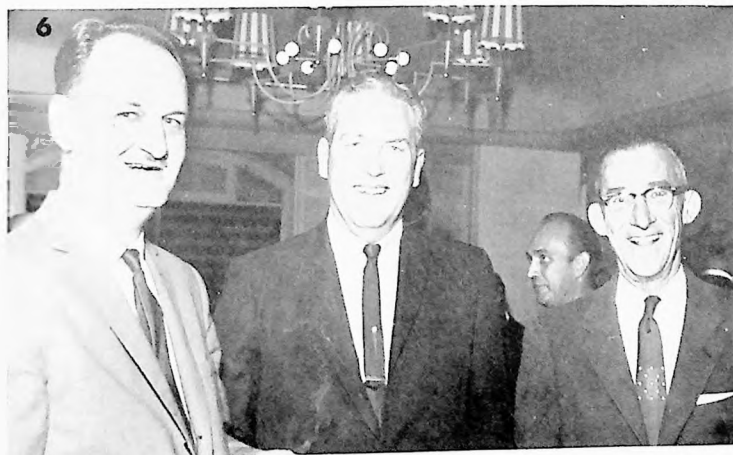
3—(Left to right) Ward Bailey, Solar Corp., San Diego, Doug Macomber, Continental Airlines, Bill Warren, Convair of San Diego, and Ray Keiser, western projects manager of FTL.

4—Bob Sheehy (left), Aerojet General of Sacramento, and Ray Keiser of FTL.

5—Pete Albert (left) of FTL, Leo Meyers of Boeing, Seattle (center) and Lee Batten of U. S. Air Force, talk over Meyers' 30 years of service with Boeing, which anniversary he celebrated this fall as the dean of aerospace traffic officials. Congratulations, Leo!

6—Allen O'Brien (left) of Washington, head of the Aerospace traffic division, with Lee Slay (center), Continental Airlines director of cargo sales, and George T. Cussen, vice president of FTL.

7—Three Tigers get together (left to right), Hugh Jackson, now with Western Transportation Co., and first salesman for the Tigers back in 1946, George Cussen, FTL vice president, and Ray Ryan, former FTL station manager and now with WTC.



Weekenders Enjoy Caribbean Via Low-Cost FTL Charters

A talk between a Flying Tiger salesman and a hotel representative, each of whom was looking for some way to fill empty airplanes and empty rooms, has led to one of the most interesting passenger movements of the year.

As a result of that talk, more than 3,500 persons have spent weekends in recent months in such fascinating leisure spots as Bermuda, Nassau and San Juan, Puerto Rico.

The Tiger salesman was Brian Hayhoe, who heads up Tiger contract sales in New York. His conversation with a Caribbean hotel man led to development of one of the biggest weekend bargain tours of 1963.

For prices of \$95 and less, depending on the destination, you can fly to many popular Caribbean vacation spots for a three-day weekend. The price includes transportation, meals and hotel.

Of course, to get the best price, you have to fill up a Flying Tiger Constellation with 116 passengers, but Hayhoe found out that there are a lot of groups available to do just this.

The program is a part of the group charter development program of the airline under which groups charter an airplane to take a trip.

Idea Caught On

With empty airplanes available for weekends, Hayhoe and Caribbean hotel people conceived the idea of offering a low-cost trip to this popular vacation area. The idea caught on quickly and since late summer, the airline has flown some 30 such trips, carrying more than 3,500 tourists.

Trips are principally destined to Bermuda, Montego Bay, Nassau or West End. Wintertime

traffic has proved exceptionally attractive because it permits golfers to enjoy a weekend on the links such as they could not experience in the eastern seaboard states.

Groups have included such organizations as railway employees, aircraft employees, church bodies, military service groups and civic organizations. The airline provides the transportation and hotel and travel agents cooperate to provide hotel, meal and tour accommodations.

Most of the flights originate in small cities adjacent to the New York area since the airline can fly from such points as Trenton or Hartford without having to offer such traffic first to regular passenger carriers if it tried to fly from a central point such as New York. This is called the "right of first refusal" for passenger carriers certificated out of major points but what it amounts to is development of business for such carriers by FTL without the opportunity of flying it since passenger carriers will generally refuse to relinquish their rights. Such "refusal" is non-applicable if the charter carrier can develop it from points which are not direct overseas terminals.

Hayhoe envisions a year-round traffic for his program, because the Caribbean vacation spots are popular in either winter or summer. He says bookings for January, February and March already are developing.

Flight time to the vacation spots ranges from three to six hours, depending upon the destination. Holiday flights are especially popular, the most recent one being a Thanksgiving Day flight to Nassau for a group of Hartford aircraft employees.

TOKYO NEWSPAPER TELLS OF TIGERS' SEA-AIR PROGRAM

The growing success of Flying Tiger's Sea-Air program was recounted in a special interview with Director George Zettler recently during his visit to Tokyo.

The interview was printed by the *Tokyo Shipping and Trade News*, one of the largest business papers of Japan, where most of the Sea-Air traffic originates. A typical example of this traffic is the import movement of tape recorders which is recounted in another part of this issue of *Tigereview*.

Shipping and Trade News reported that Flying Tiger, as the first carrier to introduce the new service, is experiencing steady growth and looks forward to a profitable operation in this area as volume increases.



Los Angeles—This initial development of several thousand pounds of china from the Lifetime China Co., at Alliance, Ohio, to Certified Grocers of Los Angeles, representative of a major grocery chain, was widely

publicized in the Los Angeles area in December as part of the chain's promotion of sales. The china was offered free to customers and the picture of the unloading was used as the focal point of the promotion.



It pays to fly Tigers Charter—One hundred sixteen members of the University of Nebraska Alumni Association prepare to depart Burbank for Lincoln, Nebraska

on October 25 to attend a Homecoming football game with Colorado. Another win for Flying Tiger Charter Division. Nebraska also captured the game, 41 to 6.



Kerry Lee Wendy Lee

Stork Visits Stokes'

Paul Stokes, FTL's western regional manager for ground operations, and his wife, Rose, former FTL stewardess, waited more than nine years for their first child and when it happened—twins!

Both girls, they were born October 9 in Los Angeles. Kerry Lee weighed three pounds, 12 ounces, and Wendy Lee bowed in at four pounds. They were born seven minutes apart.

Louise Luth Advanced

The appointment of Louise Luth, statistical accountant in the Cost Accounting Department, as payroll supervisor for The Flying Tiger Line, effective about October 15, has been announced by Ralph Stump, controller.

Miss Luth, who has been with the airline for 12 years, will succeed Eve Granville, who will retire after completing training supervision for Miss Luth.

As a result of FTL's entry into the field, Zettler said, Trans World Airlines has taken steps to participate.

He also told how research was progressing in the field of containerization to improve the handling of the traffic in this particular area. Zettler said that proper containerization might speed up shipments by as much as four or five days.

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