

# Tigers' Voice Heard across United States in Rate Fight

## Public Backs Tiger Stand on Rate Campaign

Public response to Flying Tiger's airmail and passenger rate campaigns continued at a high rate through May and June as the airline repeated its attacks through newspaper and magazine advertisements and letters to shippers on the profits being utilized by the passenger lines out

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Sandra Rinck of Hyattsville, Md., secretary to Congressman Thomas L. Ashley, of Ohio, takes a look at an unusual visitor—a live lobster flown to Washington by The Flying Tiger Line in its airmail-passenger fare fight. The box containing the lobster tells the story of how lobsters fly cheaper than mail and asks "Why?"

## TIGER CHARTERS TO EUROPE GET CAB APPROVAL

Flying Tiger's group tourist program for the summer of 1964, involving the transportation of more than 12,000 people across the North Atlantic to Europe, got a belated last-minute approval from the Civil Aeronautics Board late in May and the program started on schedule. William Gelfand, director of contract sales, announced.

The Board voted to reconsider a previous decision and sanctioned Flying Tigers' operation. Gelfand said. More than 200 North Atlantic crossings will be made to take care of the tourists, with approximately 12,000 people moving in both directions in a program that will run into September.

It will mark the largest summer tourist season in the history of the airline.

In making its decision, the Board took note of the fact that it was impossible for other carriers to absorb the traffic generated by FTL and do a satisfactory job for the thousands of tourists.

## 'Lobster Invasion' Dramatizes FTL Fight To Cut Excess Airmail Profits

Flying Tiger's campaign to take excess profits out of airmail and passenger transportation and thus prevent their use by passenger lines to subsidize losses in all-cargo operation hit a peak in May and June with what many dubbed "The Great Lobster Invasion" of Washington. The airline flew more than 1,100 lobsters into the nation's capital for delivery to the White

## Harry Holt, Korean Orphan Benefactor, Dies

A man known to many Flying Tiger flight crews and to thousands of persons around the world died suddenly late in April. He was Harry Holt, the Creswell, Oregon farmer whose work on behalf of Korean orphans made him a world-renowned figure.

Holt, who founded the Korean orphanage established to provide originally for the orphaned children of American soldiers in Korea during the war there, was buried in Ilsan, Korea, near one of the graves of the children he

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## Prescott Tells Stockholders Tiger Campaign To Continue

Robert W. Prescott, President of The Flying Tiger Line, told stockholders at the company's annual meeting in May that "we are going to continue our campaign against the combination (passenger) airlines' extortionate profits from airmail and passenger fares until we get some action out of the government." The airline has been running full-page newspaper and magazine advertising as well as extensive direct mail to tell the shipping and traveling public about its claims.

## Nation's Press Gives Coverage To Tiger Views

Press response to the Flying Tiger campaign on airmail and passenger rates brought a flood of stories during May and June, highlighted by articles in *Barron's*, one of the nation's leading business publications, a three-part series in the *Chicago Tribune*, plus wire service reviews of the controversy and newspaper editorials.

The *Chicago Tribune* headlined its series:

"Carriers Begin Life and Death Battle Over Air Freight Rights."

The *Barron's* article, entitled

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"They are using these profits, plus equally exorbitant profits from their cartel in air express and passenger excess baggage charges, to subsidize enormous losses in airfreight operations," Prescott said.

"Their goal is very simple. By saturating the airfreight field with ruinous competition, they hope to put the airfreight carriers, such as The Flying Tiger Line, out of business."

He declared the government had recognized this situation but had not done anything about it. "Chairman (Alan) Boyd of the Civil Aeronautics Board has said that the combination carriers lost

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## AVG Tigers Mark 25-Year Anniversary on Taiwan

The men who first turned the tide for the Allied forces in World War II—the Flying Tigers of Burma Road fame and the Hump pilots who supplied them—flew back to the shores of the Orient at the end of June for a nostalgic reunion with their Chinese compatriots of wartime days. Scene of the reunion, however, was not the China mainland which they defended, for 25 years have wrought revolutionary changes since the Tigers left the airfields of Asia with their record of victory stamped indelibly on the pages of history.

Red China now holds the lands over which the Tigers flew, so the airmen who fought under the command of the late Lt. Gen. Claire Lee Chennault gathered with their Chinese allies on Taiwan, the island off the China mainland which Generalissimo Chiang Kai-Shek has transformed into one of the most

bristling military establishments on the perimeter of Communism.

The reunion in Taipei, capital of Taiwan, came at the invitation of the Generalissimo and Madame Chiang Kai-Shek, to whom the wartime Tigers were one of her favorite fighting groups. Her husband, president of the Republic of China, the 76-year-old Generalissimo, stands as the solitary remaining figure among the Allied leaders of

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Leaving Boston early on the morning of May 27, the Flying Tiger ship arrived at dawn in Washington, where a fleet of trucks met the aircraft and began immediate delivery of the lobsters.

Packaged in individual shipping cartons, the lobsters effectively demonstrated the fact that the private shipper pays about 17¢ a pound to get his lobsters

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## Business Trends

### Cargo Quarrel Riles a Tiger

By **SIDNEY P. ALLEN**  
Financial Editor  
(San Francisco Chronicle)

You can ship 10,000 pounds of lobster by air from Boston to Los Angeles for \$1700, but 10,000 pounds of mail on the same plane with the same destination costs \$4200, says Robert W. Prescott, president of The Flying Tiger Line.

"Yet the lobsters are harder to handle."

This is Prescott's way of making two points, both thorns in his side. One, the passenger airlines are getting a government "subsidy" while at the same time competing hotly with all-cargo lines for freight. Two, Flying Tiger filed for a much lower mail rate nearly six years ago but has "never had an answer."

If you gather from this that Prescott is probing for weaknesses in operations of his bitter antagonists, the passenger airlines that are carrying rising quantities of freight in all-cargo jets, you are right. The passenger lines, he argues, carry 10,000 pounds of freight along with passengers.

"They have over-saturated the market by going into all-cargo jets as well."

He'd like them blocked from all-cargo flights. (They argue that he seeks a mandate for the growing (15 to 20 per cent a year) cargo business, that the freight carriers have fallen short on service promises, that the airlines pioneered and have been in large part responsible for building the cargo business.)

Prescott and nine associates in the late General Claire Lee Chennault's famed Flying Tigers of World War II formed The Flying Tiger Line 19 years ago. It is one of just two or three all-cargo lines that has survived among the hundreds started after the war.

It makes a small profit now, but the large part of its annual volume of more than \$50 million comes from contract flying and airmail.

"We're doing just about \$12 million of cargo volume now," he said, "but it takes a basic volume of about \$20 million for a transcontinental system to make money on cargo."

"We'll make it," he says with grim determination.

### FTL Campaign Continues: RWP

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\$20 million in the year ending Sept. 30, 1963, in all-cargo operations and that these losses were being paid by the passengers."

Prescott told stockholders that the combination carriers are collecting nearly \$60 million a year more from the government for carrying mail than the Post Office would have to pay if airmail rates were equalized with low-cost airfreight rates.

"There has been no reduction in the absurdly high airmail rates since 1955, despite the fact that the combination carriers, with their jet equipment, are operating at cost substantially below what it costs to fly piston engine aircraft," he declared.

"As for passenger fares, coach fares today are 81 per cent higher than they were in 1957 when the combination carriers put the independent coach lines out of business. If they can now drive the airfreight carriers out of business, you can expect freight rates to double."

The Tiger president, reporting on company operations, said the airline's freight traffic has shown a nine per cent gain in the first four months of this year.

"We are holding our own but it is a question of how long we

can continue to show such results in the face of combination carriers' freight lift, which is at least three times more than the supply of freight from the shipper," he said.

He reported that military contract traffic had declined in the first quarter of the year, with the result that the carrier had suffered a first quarter loss in excess of a million dollars. "Our loss this year was, however, about \$200,000 under last year because of increased operating efficiency of our CL-44 prop-jet fleet."

He said he was hopeful for a profit in the second quarter due to improved charter traffic.



Michael P. Bota (left) has been named staff counsel for The Flying Tiger Line at Burbank. A graduate of the New York University law school, he was formerly assistant sales manager for Eastern Air Lines in New York. Working on the staff of O. G. Burghardt (right), secretary and assistant treasurer, Bota will handle contracts, leases and other legal matters at Burbank.

### Nation's Press

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"Point of No Return," said the "all-cargo airlines face some hard decisions."

*Air Transportation*, in a full-scale review of both sides of the controversy, headlined its article:

"White Paper Black Thoughts Purple Language."

The *San Francisco News Call Bulletin*, after an interview with President Robert W. Prescott of FTL during his visit there in connection with World Trade Week, printed a long review headed:

"Air Freight Chief Blasts U. S. for Overpaying of Mail."

And the financial editor of the *San Francisco Chronicle*, Sidney P. Allen, entitled his interview with Mr. Prescott:

"Cargo Quarrel Riles a Tiger."

The *San Angeles Herald-Examiner*, reporting on the annual FTL stockholders' meeting, said:

"Flying Tiger Seeks U. S. Action in Freight Row."

Several of the articles are reprinted here in whole or in part to illustrate press attention to the controversy.

### Pin Awards

#### 10-Year

Wendell Danielson and William Townner, EWR; Tage P. Brandon, Frank Piche and Carl Sharp, SFO; and Ralph Bunch, Mary Emmett, Paul Entz and William Wallerstein, all of BUR.

#### 5-Year

Vince Chiarmonte, EWR; Dave Cogburn and James Whitted, ORD; Dorothy Burke, Felma Escobedo and Georgia Long, SFO; and Noe Cadena, Bill Smillie, Len Stuzenski and Bob Vega, BUR.

### Sievert's Alley

(New York World Telegram)

Dramatized: Bob Prescott, Flying Tiger Line president, was sending live lobsters around to editorial offices yesterday. He was accenting a point he made in a letter to the White House: 10,000 pounds of lobsters fly from Boston to Los Angeles for \$1700; 10,000 pounds of airmail be-

### FTL ADDS '44s AND IMPROVES ITS SERVICE

An expansion of Flying Tiger airfreight service both transcontinentally and in regional service began late in May with the addition of two more CL-44 aircraft to the airline's domestic freight fleet.

Coincident with the expansion, service was renewed to Philadelphia, which previously had been served with a truck connection out of Newark.

A new CL-44 eastbound flight was inaugurated to operate directly from San Francisco to Chicago, leaving San Francisco at 2:10 a.m. Service on this flight was scheduled both for Chicago and Detroit, providing a connection with the southbound flight from Seattle and Portland to give Pacific Northwest shippers next-day all-cargo service into the East.

Flying Tiger now operates the only all-cargo service out of the Northwest.

On westbound service, a CL-44 freighter was put into operation out of Boston, leaving at 11 p.m., and flying via Hartford-Springfield, Detroit and Chicago to provide next-day service into Los Angeles.

Meantime, the 11:30 p.m., CL-44 non-stop flight out of Newark was stepped up to provide Los Angeles with a 4:20 a.m. arrival and a 7:35 a.m. arrival in San Francisco.

The new Philadelphia service provides a 1:20 a.m. departure out of that terminal with a 3:15 a.m. arrival in Chicago, 9:55 a.m. in Los Angeles, and 2:25 p.m. in San Francisco.

tween the same two points on the same airplane pays \$4200.

What he's telling LBJ: Why not get the Post Office and the CAB together and "get as good a deal for the government as lobsters get." As a taxpayer, the idea sounds good to us.



President Robert W. Prescott addresses a group of more than 75 employees of The Flying Tiger Line in the San Francisco station on Flying Tiger's all-cargo campaign and also answers questions about other operating factors posed to him by the group assembled.

## 'Lobster Invasion' Dramatizes FTL Fight To Cut Excess Airmail Profits

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shipped while the government pays the airlines 42 cents a pound for airmail, despite the fact that the lobsters require as urgent processing as mail and much more delicate handling since they are an easily perishable item.

### Mail Sack Attached

The cartons carried large red, white and blue labels pointing out the freight price discrepancy. Also attached to each carton was a miniature mail sack. In the sack were copies of three advertisements which the airline ran in Washington papers, addressed to the President, the Postmaster General and Congress. These advertisements emphasized the ridiculous price differential, emphasizing that if the government paid the same freight price for mail as the lobster shipper, it could save upwards of \$60 million a year. The airmail sack also contained a general statement on why the lobsters were being shipped, a news release and a recipe for cooking the lobster.

Upwards of 150 Congressmen promptly sent their lobsters to the House chef and ate them for lunch.

Both the national news services, Associated Press and United Press International, distributed stories on the lobster movement. ABC and CBS television networks took films of the arrival and many newspaper syndicate agencies called for more information about the movement.

For one day at least, lobsters

replaced the long-winded argument on the civil rights bill as the talk of Washington.

### Congressional Comment

Following is some of the comment President Robert W. Prescott received from members of Congress about the purpose of the shipment:

*Congressman:* I think your use of the live lobster and the enclosures presented a graphic description of the discrepancies in airmail and airfreight rates.

*Congressman:* From the information you have provided, I cannot understand why the Post Office Department and the Civil Aeronautics Board do not take the necessary action immediately to reduce the cost of airmail to the Government and the taxpayers. Your most recent action to accomplish this was very impressive and I trust that, if necessary, the President will order the appropriate agencies to reduce the cost of airmail.

*Congressman:* This was a most effective and unique way to put across your point and it would appear that you have made that point back here in Washington.

*Congressman:* I note your efforts to get airmail rates reduced and you can be sure this matter will have my very careful study and consideration when it comes before us.

*Congressman:* I appreciate the enclosed correspondence from you to President Johnson and Postmaster Gronouski on the desirability of reducing the charges for carriage of airmail and point-

ing out the difference in the cost of flying Maine lobsters and airmail. Certainly this is a matter which deserves careful consideration and evaluation . . .

*Congressman:* Your case in point concerning airmail rates was a "brilliant" one . . . I have carefully examined the copies of letters which you have sent to President Johnson and to Postmaster General Gronouski and I shall be happy to give this entire matter my earnest consideration.

*Congressman:* I wish to assure you that the views expressed in the attached correspondence will be very carefully borne in mind.

*Congressman:* I have read your statement very carefully and wish that more people in the United States would write directly to our Postmaster General giving him their opinion on matters of this nature.

*Senator:* You have made a good point.

*Senator:* This was certainly a very dramatic way of impressing upon Congress some of the incongruities which seem to exist in the cost of transporting airmail in comparison to other materials . . . Your forthright demand for action should stimulate interest in this problem and evoke a careful review of the whole situation.

*Congressman:* I am going to give this matter my very careful study and attention.

*Congressman:* The information contained in your letters to the President and Postmaster General is very enlightening.

*Congressman:* You certainly have a valid point in trying to get this rate situation adjusted and I'm glad you brought it to my attention.



Kelso, horse of the year for the past four years, an honor bestowed by the Thoroughbred Racing Association, looks like he may be saying, "I can't understand it!" as he boards a Flying Tiger airfreighter for a ride back to his New York home. Kelso raced twice at Santa Anita this year and finished up far in the lurch each time. There are lots of explanations for his showing but Kelso would appear to be happy if the whole subject were just dropped. Anyway, he had a nice flight, and was a model passenger.

*Congressman:* I am sure you have made your point with everyone who has received a lobster.

*Congressman:* . . . You may rest assured that your line's plea will receive attention from me, as I feel certain it will from many other Members of Congress.

*Congressman:* The contrast in rates is indeed amazing.

*Congressman:* The matter of airmail rates is one which a subcommittee, of which I was recently a member, has been looking into and I concur with you that some changes are vitally needed.

*Congressman:* I appreciate your efforts to reduce government costs of postal operations.

*Senator:* I appreciate your campaign to save tax dollars by having airmail rates reduced. Though I do not serve on any Committee which has jurisdiction over this problem, I certainly intend to speak to some of my colleagues regarding it.

*Congressman:* Your recommendation concerning the reduction of airmail rates will receive my personal and earnest consideration. I commend you on your efforts to save the taxpayers money.

*Congressman:* I can only give hearty approval of this phase of your campaign with the Post Office Department.

## 'Thank You'

THE FRANK G. HOUGH CO.  
Libertyville, Illinois

The Flying Tiger Line Inc.  
Lockheed Air Terminal  
Burbank, California  
Attention:  
Mr. Fred Benninger  
Executive Vice President and Treasurer

Fred:

We wanted to pass along verification that Flying Tiger Line advertisements are being noticed.

With this letter we are enclosing a photograph of one of our recent shipments from ORD to LAX, for trans-shipment to northern California. The large axle assembly is used under one of the world's largest rubber-tired bulldozers which is built here at The Frank G. Hough Co. in Libertyville.

Why wouldn't it be a good idea to use photographs in your future advertisements? People like to see heavy, cumbersome objects that could be shipped by air. Incidentally, the total shipping weight of the axle assembly and pallet came to 7,710 lbs. The Tigers did a good job of handling it, also.

Our regards to Len Kimball and Joe Baker.

Sincerely yours,  
THE FRANK G. HOUGH CO.  
T. J. SCHUETZ  
Sales Manager - Special Products



This is the axle shipment referred to by T. J. Schuetz who, incidentally, is a former FTL pilot.

## Tiger Letter to Businessmen Is Weapon in Rate Campaign

A letter entitled "Dear Shipper" and mailed to more than 15,000 business leaders in the United States and reproduced in double-page spreads in *Editor & Publisher*, the nation's leading newspaper trade magazine, and *Broadcasting*, leading trade publication in the radio and TV field, formed another point of attack in the Flying Tiger campaign against passenger line profits now being used to subsidize huge losses in air-cargo operation.

The letter from President Robert W. Prescott pointed up the inequities in existing passenger line fares and the price the traveling public was paying as a result. It also emphasized the huge increase in the level of coach fares—81 per cent—since 1957, when the passenger lines finally squeezed the competitive \$99-independent coach lines out of business.

Stressing that present fare levels were being used to subsidize losses incurred in all-cargo operations, Prescott warned that "if the present rate structure prevails, you will continue to pay far more for your airline passenger service than you will ever save in subsidized cargo rates." He invited shippers to express themselves on this situation. The letter follows:

Dear Shipper:

This letter is addressed to you and any other man in your firm who cares how, where and why the company's money is spent. Whether he is your comptroller or purchasing agent, he believes the old axiom, "a dollar saved is a dollar earned," and does something about it.

You should be aware of the fact that huge chunks are gouged out of your company's travel budget whenever you or your personnel fly on any of the Big Three airlines. The record shows that American, TWA and United Airlines include excessive and totally unnecessary amounts in the price you pay for your airline tickets. A few facts and figures will prove my point.

Consider this: United Airlines will fly you from Los Angeles to Honolulu for \$100. That same airline charges you no less than \$145.10 to fly you from Los Angeles to New York, yet the distance to New York is 4% less than it is to Honolulu. Furthermore, the cost of flying over water is at least 5% higher, according to our extensive experience, than it is to fly over land.

Based on these figures, it is at least 9% cheaper to fly you from Los Angeles to New York than it is to fly you from Los Angeles to Honolulu. Knock 9% off of the \$100 you are charged for your trip to Hawaii, and your fare becomes \$91, the amount you and your employees should be charged for that flight from Los Angeles to New York.

How come? Since United flies you from Los Angeles to Honolulu for \$100, we have every reason to believe they make a profit on your trip. If they are making a profit, are they then arbitrarily discriminating price-wise against the passenger who flies on the Los Angeles to New York run?

Consider this: In 1957 TWA would fly you from Los Angeles to New York for \$80. They now charge you 81% more for that same transcontinental flight than they did seven years ago! Why? Because, we believe, from 1947 to 1957 they had to meet the competition of the independent airlines; had to meet that \$80 price cross-country. But once the independent non-skeds were knocked out of the picture, the prices began to climb. Now the same trip costs you \$145.10. Justified by rising costs? Nonsense! Today TWA is carrying a greater volume of passenger traffic at a far lower cost than they ever have in their history.

I have no criticism of the comfort, service, safety and efficiency offered by these passenger airlines. Quite the contrary: I praise them for their impressive accomplishments. But these accomplishments add further weight to my arguments that you have a right to expect from them a more realistic and equitable price on the tickets you buy for yourself and your personnel.

Why are we interested? Simply because these excessive and unnecessary charges, paid by you for airline passenger transportation, provide money used by these passenger airlines to subsidize their cargo flights.

Mr. Alan S. Boyd, Chairman of the Civil Aeronautics Board, said in a speech on February 14, 1964, "The Big Four (these are the four largest passenger airlines in the domestic United States) lost more than \$20,000,000 in all-cargo operations during the year ended September 30, 1963." Later in the same speech Boyd said, "We do not propose to ignore the losses incurred as a result—losses which are now being paid for by the passenger."

We value your business and we value ours. We want to

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Flying Tiger hosts a group of leading shippers at the annual San Francisco World Trade Week luncheon at which Alan Boyd, chairman of the Civil Aeronautics Board, was the principal speaker. Also appearing with him were Board Members Chan Gurney and Joseph Murphy. Clockwise, seated at the Tiger table and starting at the top, are P. T. Albert, FTL vice president of sales; Jim Brase, executive officer of Defense Traffic

Management Service; Len Kimball, FTL vice president public relations; Rod Ernst, traffic manager of Hewlett-Packard; Bob Bary, traffic manager of Ampex Corp.; Dave Steinberg, materiel manager of Lenkurt Electronics; Joe D'Athilo, plant traffic manager of IBM; Mrs Robert W. Prescott; Robert W. Prescott, president of FTL; and Forest Barriger, traffic manager of United Technical Laboratories. Center front is FTL's Robert Blanks.

### Special Section NOTICE!

Many employes have requested that the *Tigerreview* devote more attention to employe activities. Recently, the Administrative Employes Committee asked that we include more such news in *Tigerreview*.

As each employe must be aware, *Tigerreview* is produced primarily to bring information about the company to employes, stockholders and customers. Hence, the news it contains is basically the activities of the employes in company matters that receive attention.

However, we are going to attempt to include a special page of employe news in future issues. The Administrative Employes Committee has agreed to help develop such news, both at the main base in Burbank as well as along the system.

The success of such a page will depend on how much employes are able to contribute to it. The page will be inserted in *Tigerreview* and mailed only to employes. So if you wish to see news about special employe activities in *Tigerreview*, become a correspondent. All it requires is a little curiosity and a little writing—and a little energy.

### Tiger Reunion

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World War II still in command of his government.

For the Tigers and the Hump pilots, the reunion marks their first return to the Orient since they left there at the close of the war, now nearly two decades ago. For all of them, it might well be the last time they will ever gather on Orient soil with those who backed their great adventure in the dark days of 1941-42, when the Axis was rolling victoriously over Allied forces in almost every theater of the war.

Officially known as the American Volunteer Group, the Tigers were joined in the reunion by members of CNAC—China National Aviation Corporation—the Hump pilots who flew supplies of gasoline, ammunition and food across the treacherous Himalayas into China so that Chennault and his fighter pilots could carry on their aerial warfare against the Axis forces.

It was the smashing successes of the Tiger pilots—recruited from American military forces at the express consent of President Roosevelt before the United States formally entered the war—that gave the Allies their first victories and exploded the myth of military invincibility with which the Axis sought to cow the free world.

Now everyday Americans making a living—among them doctors, lawyers, real estate operators, airline pilots, automobile dealers—and most of them husbands and fathers, they left Los Angeles—

some 130 strong—on June 28 aboard a chartered Flying Tiger airliner, for Taipei, where an all-out welcome awaited them. Among the passengers were children of the pilots, coming along to see the men they've heard about from their fathers in the endless stories that still follow the Tiger legend.

#### Military Review

The group spent five days in Taipei, during which time they played, told "older and longer lies" as Capt. Dick Rossi, president of the groups explained it, but also took time to see Taiwan. The Chinese showed the AVG-CNAC men how it is now compared to what it was then. Gen. H. S. Hsu, commanding general of the Chinese Air Force, of which the Tigers were formally a part during their first stint in China, staged a military review and a Thunder Tiger Air Acrobatics show which opened even the eyes of old-time Tigers who learned to fly precision formations under Chennault, a taskmaster and recognized, himself, as one of the greatest of aerial acrobats.

Following a farewell banquet on July 4, at which special commemorative ceremonies were held for both the Generalissimo and the Madame as well as the group and their late Commander, Gen. Chennault, the visitors took off for Hong Kong and three days of touring and renewing old friendships. Then they flew on to Tokyo for another visit before returning to the United States on July 11.

## Tigers Slash Loss During First Quarter

The Flying Tiger Line reported a reduction of \$200,000 in its loss for the first quarter of 1964, ending March 31. The air-freight carrier said first quarter results showed a loss of \$1,085,827, equal to 73 cents per share on 1,529,324 shares of outstanding common stock compared with a loss of \$1,276,351 for the same 1963 quarter.

The reduction in loss was achieved despite a decline in revenues of \$346,000 in the quarter. Revenues totaled \$7,018,926, compared with \$7,364,852 last year. While airfreight revenues gained seven per cent, a decline in military contract traffic more than offset this increase.

The company said it was able to reduce its first quarter loss because of increased operating efficiency of its aircraft fleet. Longer overhaul periods became possible between overhaul of engines and accessories, substantially reducing per-mile operating costs.

The company reported an increase of traffic in the current quarter, both in freight and contract operations. It said earnings prospects for the second quarter were good.

### 'Thank You'

JACK HENRY POST NO. 1  
The American Legion  
Anchorage, Alaska

Dear Sirs:

On behalf of the American Legion Post we would like to thank you heartily for the use of the flight kitchen and supplies that you furnished so willingly during the disaster which fell upon our city March 27, 1964.

Through your help the work of disaster relief was made much easier. Thank you again for your very fine cooperation.

Sincerely yours,  
WM. FERGUSON  
Adjutant  
Jack Henry Post #1

## Tiger Letter to Businessmen

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see both your business and ours continue to operate in a climate of clean and healthy American Free Enterprise. Therefore, we are calling your attention to these facts. We will continue to keep you up to date regarding our efforts to correct this unhealthy condition which now exists in the passenger airline industry.

I'd like to know if others feel as I do—that it is not in the public interest for a public utility, which these airlines are, to overcharge one segment of the airline-using public in order to underwrite the costs of another segment of the airline-using public.

*If the present rate structure prevails, you will continue to pay far more for your airline passenger service than you will ever save in subsidized cargo rates.*

Please drop me a line and let me know what you think about these obvious overcharges which are draining your personnel transportation budget.

Sincerely,  
ROBERT W. PRESCOTT  
President

## 1,100 Lobsters Go To Congress

Port Huron Times Herald

Sometimes it takes quite an effort to get a point across.

The two letters reproduced at right (FTL's 'open letters' to the Postmaster General and President Johnson, printed in March-April *Tigerreview*—Ed.) didn't get through. Even when they were printed in full-page newspaper ads as open letters, the message was lost. At least there was no sudden awakening or abrupt response.

A third letter, sent last week, may be more effective. At least the recipients were pointedly made aware of it.

The whole affair has an unreal character about it. The Flying Tiger Line Inc., which holds contracts to carry airmail, has been complaining about the rate schedule.

The corporation is not complaining that the rates are too low. Company officials maintain the rates are too high.

Mr. Prescott, airline president, says that for six years the company has been trying to get the Post Office and the Civil Aeronautics Board to cut the cost of airmail. He says there could be a saving of maybe \$70 million a year.

The third letter last week was an open letter to Congressmen. With it went 1,100 live lobsters. There were enough lobsters to give one to each Congressman, and spread the rest among clerks, correspondents, lobbyists, telephone operators and even to an underpaid congressional page or two.

The lobsters were to add impact to the airline's contention that, while live lobsters must be handled with special care and dispatch, a batch of lobsters can be shipped from coast to coast at less than half the cost of the same weight of airmail on the same plane.

The Flying Tiger Airline people say they hope to jar some action out of Congress—action to cut the amounts the airline is paid for handling U. S. Mail!

Indications are that they may be getting somewhere. The company this week reports a flood of letters from Congressmen, most of them promising to look into the matter forthwith.

After six years it's time someone looked into it, especially with the perennial talk about economy in government.

Most people would think it downright stupid to keep the door closed against someone who wants to help pay the bills.



Detroit—When the Detroit Daily News decided to reward its hard-working paper carriers with a trip to New York to see the World's Fair, it chose a Flying Tiger charter flight for

the trip. Here are the boys, 116-strong, led by L. J. Hamilton of the News, as they get ready to return home after a two-day tour of the Fair and the sights of Manhattan.

## Financial Publication's Editorial Salutes FTL Stand on Airmail

One of the most unusual responses to Flying Tiger's airmail-passenger rate campaign came when the Capital Finance Corp., of Columbus, Ohio, in its publication, *Capital Economy News*, did a double-page spread on the issue and mailed it to more than 15,000 investors.

Reproducing President Robert W. Prescott's letter to the Postmaster General, in which he pointed out that Flying Tiger had offered six years ago to reduce mail rates and had never received a response, the publication entitled the article:

"Flying Tiger Grows at the Post Office Department."

The publication then ran the following editorial:

Each year, sure as death and taxes, the U. S. Post Office department will operate at a multi-million dollar deficit. During the long history of the Post Office, U. S. taxpayers—in addition to licking the stamps—have paid out billions to have their mail delivered. Periodically, an attempt is made to get the Post Office budget somewhat in balance by raising postage rates and putting into effect certain "economies" such as cutting down on the number of deliveries. Despite these attempts red ink is still delivered to the Post Office auditing section by the tankful.

The Post Office has never been self supporting and never will as long as the Postmaster General's job is a political payoff for faithful service during a presidential campaign and the Post Office remains a government subsidized operation. The sad fact is that too many citizens think that once they have paid a nickel for a stamp they have settled their obligation with the Post Office. They fail to realize that their income tax bill is many more nickels higher because the Post Office is the prime example of a bureaucratic institution requiring the support of tax dollars.

Proof that the Post Office is not particularly looking for efficiency is an ad published by Flying Tiger Line Inc. in the April 7th issue of the *Washington, D. C. Post*. The ad, an open letter to Postmaster General John A. Gronouski, said:

"Dear Mr. Postmaster General:

"We are one of your airmail contractors. We fly your mail between Boston, Hartford, New York, Binghamton, Philadelphia, Cleveland, Detroit, Chicago, Los Angeles, San Francisco, Portland and Seattle.

"We are sure we are charging you too much. In 1958 we filed an offer with the Civil Aeronautics Board to cut our rate by almost 50%. This still has to be acted upon.

"In the interest of the President's desire to cut government expenses, won't you please petition the Civil Aeronautics Board to investigate our exorbitantly high airmail rate?"

Respectfully yours,  
Robert W. Prescott,  
President  
The Flying Tiger Line Inc."

If the president of a private enterprise business firm received a similar letter he would immediately fire his purchasing agent. The Post Office doesn't have to worry about overhead, salaries, competition or profits. It gets all the tax dollars it needs from Congress. Consequently, there is no particular hurry about acting on a request to cut costs.

Some of the finest business minds in the nation firmly believe the government should get out of the business of delivering the mails. They see no reason why a governmental business organization (which the Post Office is) should continue to be subsidized by the taxpayers.

Leonard Read, president of the Foundation for Economic Education, had this to say about the subject:

"Recently, I did a little research and discovered that we deliver more pounds of milk each day in America than we do mail. I next discovered that milk is more perishable than a love letter or a catalogue. And . . . I found out that we deliver milk more economically, promptly and efficiently than we do the mail. So—I got to wondering why couldn't private enterprise handle the mails—we handle freight—and that's heavier."

The mail, of course, must go through. Flying Tiger Line say they are being paid too much to fly it, but the government won't let them charge less. The taxpayer has less take-home pay because the government won't act on this request. Mr. Read makes an interesting point. Will it ever be considered? The man in blue trudging up to your mailbox is a part of the American scene. Is this bit of Americana to be perpetuated . . . despite the costs?



Plans for Flying Tiger's newly organized Rates and Tariff Department are studied here by, left to right, Don Thenhaus, Reed Schilpp, newly appointed department manager, Jack Rennie, market analyst, and Robert Blanks, director of marketing.



Guy Richards  
Manager, Revenue Accounting



Erv Bielanski  
Assistant to Paul Stokes  
Manager of Freight Operations

## Schilpp Heads Tiger Rates And Tariff

Reed Schilpp, who has been assistant manager of the Rates and Tariff Department, has been named manager, succeeding Robert Brunner, Peter T. Albert, vice president of freight sales, announced in May.

Brunner resigned from the Rates and Tariff Department to take on an assignment with Alaska Airlines at Seattle.

With Schilpp's advancement to department head, Don Thenhaus, who has been on the rates and tariff staff, will become assistant manager.

The department will report to Robert Blanks, director of marketing. Schilpp has been in the airline's rate-making department for the past nine years.

In another department-head appointment, Guy Richards, who has been on the staff of the General Accounting Department for the past 13 years, has been named manager of Revenue Accounting, succeeding Howard Reed, who has retired temporarily because of a serious illness.

Ralph Stump, controller, and to whom the department reports, said hope was held for Reed's recovery and "we look forward to his return to the department, which he has so ably served."

In the Ground Operations Department, H. C. Whitney, director, announced that Erv Bielanski, who has served the company over a 14-year period in both station assignments and at the General Office as claims agent, has been named assistant to Paul Stokes, manager of freight operations.

## Public Backs Tiger Stand on Rate Campaign

Continued from Page 1  
of these sources to finance losses in all-cargo operations.

A report from the Boston area showed an encouraging response to the campaign. Regional Sales Manager Leo Stevens writing that: (names withheld for competitive reasons)

(Name withheld) passed on Mr. Prescott's letter with advice to support FTL.

(Name withheld) sympathetic to FTL. Will do all they can.

President of (name withheld) advised traffic to call FTL and do all possible.

(Name withheld) gave us 1,000 pounds to Chicago and 2,600 pounds to Los Angeles.

(Name withheld) called and gave shipment.

(Name withheld) sympathetic to our cause, will do all possible.

(Name withheld) very impressed.

Here are excerpts from letters received from private individuals and business firms, with names withheld for personal or competitive reasons:

"Cliche though it may be, your editorial advertisement in the *Washington Post* of June 11 may well be the 'straw that broke the tiger's back.' Not only do I personally concur in the views expressed therein, but I have been of the identical opinion, perhaps in a broader frame of reference, for a long period of time. To be blunt—the airline passengers of this country get an exceedingly 'raw deal.' It is time they did something about it; why not help them? . . . Needless to say, if you like it, I will be happy to help get it off the ground.

"I have been fascinated and appalled by the series of ads that you have been running about

'Uncle Sugar'."

"I agree with your open letter on the evils of public subsidy of the Big Three Airlines. Let me have some ammunition pertinent to Kentucky and I'll start hammering away editorially."

"You provide a number of local reasons why all airfreight lines of which The Flying Tiger Line Inc. is one should be supported and kept in competitive existence." (Shipper).

"Just wanted to express our approval of your campaign to get passenger fares reduced . . . we would definitely like to see laws passed and enforced to prevent large companies from forcing small ones out of business by selling merchandise or services below cost or at a price even they

Continued on Page 7



A new intra-airport service has been launched by the Flying Tiger Line at four major terminals with the introduction of a fleet of interline freight vans to operate between airline and broker offices, Paul Stokes, manager of freight operations, announced. The trucks, one of which is pictured here with Al Cormier, FTL building and facility supervisor, will carry 4,200 pounds of

freight. They will operate at Los Angeles, San Francisco, Chicago and New York, initially, shuttling between connecting airlines and broker offices, picking up freight destined for FTL or delivering freight brought in by FTL for further movement on other carriers. Stokes said the program will greatly expedite freight between carriers as well as produce more traffic for FTL.

## Public Backs Tiger Rate Stand

Continued from Page 6  
could not maintain indefinitely." (Shipper).

"I am of the same opinion as you. We make limited shipments to New York and we are using your services. Here's for Flying Tiger!" (Shipper).

"The use of air transportation for personnel and freight is essential to our business. The amount we spend each year for air transport shows up as an impressive figure on our balance sheets. Each increase in cost hits us where it hurts—in our pocket book. . . . Keep up the good fight." (Shipper).

"As for our company, we intend to use regular airfreight service provided by cargo carriers and not by passenger lines. May I say that the message was well written, easy to understand and pulled no punches." (Shipper).

"We do not have much airfreight business but see the wisdom of supporting you." (Shipper).

"I can't possibly resist applauding your sentiment and action. I could only wish that 10,000 other top executive officers from U. S. business and industry would also get 'off the dime' and publicize those examples of government boondoggling of which each is aware."

"I agree with you wholeheartedly, something should be done

now. If you feel I can be of any assistance to you, please feel free to write or call."

"While we are not a high volume customer in the cargo or passenger business, I want you to know that I am in agreement with your views regarding the inequities in airline tariffs." (Shipper).

"You have guts to print your story. More power to you."

"Congratulations on expressing yourself."

(Copy of letter from constituent to Congressman)—"If this airline is willing to fly airmail at a 50 per cent savings to the government, why has it been denied the opportunity to do so. . . . The all-cargo airlines have been the major factor in the pioneering of airfreight and group charters. . . . Had the verification of this been left to the air carriers, I doubt this would have been accomplished."

"I am in full agreement with the question you pose and hope someone somehow someday can get an answer."

"I wish you the greatest success with your fight to reduce government spending."

"This is an excellent way of informing people about some of the extravagances of our government."

## Airfreight Chief Blasts U.S. For Overpaying on Mail

By JACK MILLER

The government could give the public better mail service and save about \$1 billion in the next 10 years if it would cut the rate it pays the airlines.

Robert W. Prescott, founder and president of The Flying Tiger Line, charged the Post Office Department uses "pony express" methods of carrying first and second class mail when everything could go by air.

Prescott, who whizzed into San Francisco with a chip on each shoulder and an angry blast against the passenger airlines that promote airfreight, said his firm has asked for a slash in rates charged the Post Office.

He can't see why Uncle Sam should pay 40 cents a ton-mile for the same kind of service private industry gets for 15 cents. (A ton-mile is the moving of one ton of freight one mile by air.) Flying Tiger, he said, filed for

an 18 cent rate in 1958. "We still are waiting for an answer. Guess the mails are late," he quipped.

The 51 year old Texan who flew with Gen. Claire Chennault in Burma, contends "it's nothing more than subsidy" when the government pays twice as much as it needs for a product.

Since he can't get action in official circles, he said he's carrying his story to the public.

What about the railroads who stand to lose if there's a big switch to air?

He shrugged his shoulders and indicated you can't stop progress.

The Flying Tiger chief fired his biggest salvo against the "Big 3" airlines for pushing the airfreight end of their business.

The volume isn't sufficient to go around, he charged. He claims they lost \$20 million on their freight hauling last year.

He feels they should concentrate on the passenger business and be satisfied with the 10,000 pounds of mail and freight that can be hauled in each passenger jet.

Otherwise, he threatened, Flying Tiger "may go into the passenger business."

He conceded the likelihood of approval is remote. "We don't have active plans to do it now. It's hard to break into the closed club," he declared.

Flying Tiger, which just ordered eight jet cargo transports at a cost of \$64 million, values its present fleet of 20 aircraft at \$85 million.

Prescott concedes only one-tenth of one percent of all the intercity freight in the U. S. now goes by air.

He sees no slow-down in the 15 to 20 percent a year growth as more industries turn to the air to solve their inventory and distribution problems.

## Contender's Mast Flown By Tigers

The America's Cup Trials this summer will have special interest for a group of manufacturing and airline employees.

One of the contenders for the right to represent the United States in the international races for the famed cup, the Constellation, will be carrying a mast manufactured in Southern California and flown to New York aboard a Flying Tiger airfreighter.

The special mast was rushed east late in May for installation in the Constellation's hull. And it is the first of its kind ever made for yachting.

## 'Thank You'

AUTONETICS  
A Division of North American Aviation, Inc.  
Anaheim, California 92803

The Flying Tiger Line Inc.  
Los Angeles, California

Dear Sir:

On April 21, 1964, we made a shipment of 3 crates, 1 wooden box, and 5 cartons of electronic equipment to Sylvania Electronics Systems, Waltham, Massachusetts. This shipment weighed 4,241 pounds and was accompanied by Edward Mamulski of this office who acted as a courier. This shipment moved on your airbill number 23-LAX 360177 and was transported to Boston on Flight No. 182.

At this point, I would like to mention that this shipment was very important to Autonetics, Sylvania Electric and the U. S. Air Force. It was a "must" that this shipment arrive on time in excellent condition.

At Los Angeles International, Ed was met by Mr. Ed Pierce who personally made advance arrangements with all of your people who were directly concerned with this shipment. While the shipment was at LAX, Mr. Pierce also remained with the shipment until the flight departed for Newark. We sincerely appreciate the "beyond the call of duty" performance of Mr. Pierce in personally seeing that our shipment was given safe and expeditious handling.

At Newark Airport, while our shipment remained aboard the plane, Ed Mamulski was met by Mr. Bob Luke, and subsequently by Mr. Woolworth and Mr. Fosters and others, who extended many courtesies to Ed to make certain our shipment was properly handled.

At Logan Airport, Boston, Mr. Ted Butts, your Supervisor of Cargo Handling, personally took command of the unloading operation to make certain our shipment was handled efficiently and with great care. Mr. Butts also deserves much credit for handling our shipment very efficiently.

The names of other employees who also participated in the efficient handling of this shipment could be added to this list. It is this kind of teamwork and excellent performance on the part of FTL's employees who participated in the handling of this shipment, generate confidence in FTL when we select carriers to handle important shipments of ours. We sincerely appreciate the very fine job all of your FTL employees did in handling this important shipment for us.

Very truly yours,  
W. J. SMITH  
Traffic Manager

## 'Hungry Tiger' Book Evokes Much Favorable Comment

*HUNGRY TIGER, the story of The Flying Tiger Line which was published this spring, has had a friendly reception by newspaper reviewers throughout the United States, who have made it the subject of many book reviews. It has also inspired a flood of letters from Tiger friends and customers. A sampling of their comments is given here.—Ed.*

The "Hungry Tiger" is an excellent book. Even though I have only read through the chapter where the FTL and Slick merger dissolved I find the story most interesting and informative. It shows what team effort can accomplish.

J. M. Callahan  
DOUGLAS AIRCRAFT COMPANY, INC.

Thank you for "Hungry Tiger." I am already half-way through the book and have found it an interesting account of what can be accomplished by a group of aggressive, conscientious people working together as a team.

W. S. Felmy,  
SHELL OIL COMPANY

I want you to know how very much I appreciate "Hungry Tiger" by Frank Cameron. I am intrigued with it and with the story it tells. As a former airline employee and executive and a person long interested in aviation, I am delighted to have this book in my library.

Harold Koontz  
Mead Johnson Professor of  
Management  
UNIVERSITY OF CALIFORNIA,  
LOS ANGELES

I thank you very much for "Hungry Tiger." By glancing through it I am sure that when I start reading the book it will be hard to lay it down until I have finished. May I wish you continued success for an additional twenty years.

Paul A. Harmon  
MOBAY CHEMICAL COMPANY

Thank you very much for "Hungry Tiger" which tells the story of The Flying Tiger Line. The book was very interesting and is most appreciated.

A. J. Montgomery,  
Brigadier General, USA  
Commanding  
UNITED STATES ARMY TERMINAL  
COMMAND, ATLANTIC

I thoroughly enjoyed "The Hungry Tiger" and was most interested in learning about the economy and convenience of airfreight service.

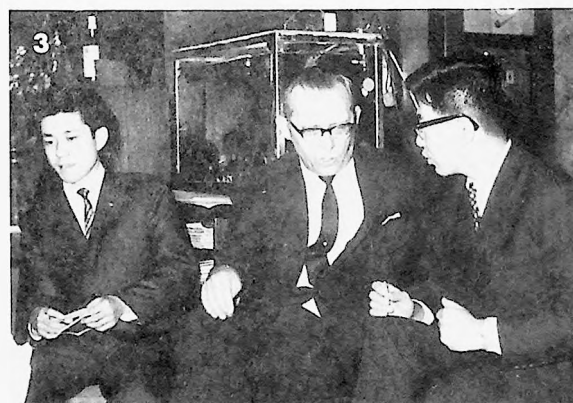
Hugh Scott,  
UNITED STATES SENATOR,  
PENNSYLVANIA

I think with this book you have brought to the attention of the fast-moving airline world some facts playing a vital part in the development of air cargo which might be forgotten already.

Hellmuth F. Klump  
LUFTHANSA

I was pleased to receive the copy of "Hungry Tiger." I had some personal experience as early as 1947 with Flying Tigers when they were the carrier for what was known as "Fashionaire" operations of the Sears, Roebuck & Company stores with the "Fashionaire" operations being handled by Terminal Freight, where I was the assistant manager of the Los Angeles Terminal at the time. I can recall Bob Prescott visiting us at that time to bolster our relationships . . . your concentration on the air cargo system domestically has served as an impetus to this mode of transportation.

Frank M. Thatcher  
ATOMICS INTERNATIONAL



## Executives in Osaka Told of Import Plan

Flying Tiger's growing import program, which is concentrated in Japan, drew upwards of 90 Japanese manufacturers and importers at a reception staged recently at the Osaka Trade Fair by George Zettler, director of project sales for FTL.

Osaka, second largest city in Japan, is the center of extensive manufacturing and import activity and much of the Tiger's import traffic originates there. Goods are shipped by ocean vessel to San Francisco, where Flying Tiger receives them and flies the products to eastern destinations, primarily Chicago and New York.

Assisting Zettler at the reception were Frank Guberlet, recently named far eastern sales manager for FTL, and his assistant, Nick Nishiyama.

1—General view of the reception.  
2—George Zettler (standing) greets guests at reception, from left to right, F. Taketani, of J. Ogana & Co., profile to camera; A. Herrebrugh of KLM; Genji Yamada of Japan Express; and Hans van der Eijk of KLM.

3—From left to right, Akio Nakamura of Toyo Menka Ltd.; A. Herrebrugh of KLM; and Takemi Minami of Chori Co. Ltd.

## 'Thank You'

DR. L. L. SNYDER  
Algona, Iowa

The Flying Tiger Line Inc.  
Burbank, California

We are one of the couples on your flight to Korea recently.

We want to thank you for the kindness and consideration extended to our group. This was one of the most important events in our lives, and when our new daughter is old enough to understand, we will tell her how she was brought to America by The Flying Tiger Line.

Please extend our thanks to the crews for the safe journey, and a very BIG thanks to those wonderful stewardesses who did so much for us. We are sure that was one flight that they will never forget (and perhaps not want too often) but let them be assured their services were greatly appreciated. They were wonderful girls.

Sincerely,  
Louis and Shirley Snyder

## Tigers Awarded MATS Contract

Flying Tiger has received a \$11,861,878 basic contract from the Military Air Transport Service for airlift in the year starting July 1, 1964.

It was one of the larger contracts awarded by MATS to 19 U. S. airlines. Total contract awards came to \$129 million.

The contract is expandable according to the amount of lift each carrier can provide. In the past, Flying Tiger has generally received about twice as much MATS traffic as its basic contract specified.

## More Tiger Newspaper Ads Hammer Rate Reduction Theme

Three more advertisements emphasizing the waste of government and private money in the prices paid for airmail and passenger air transportation hit a group of the leading newspapers of the nation in May in the Flying Tiger campaign to eliminate exorbitant passenger line profits now being used to subsidize all-cargo competition against such all-cargo carriers as FTL.

One advertisement was the third in a series which has been running in Washington starting in April. It is reproduced at bottom left on this page.

The second was a column signed by President Prescott pointing out the excessive price which passenger lines are charging the traveling public today. It is also reproduced on this page at far right.

The third, running in leading trade publications, reproduced the first two advertisements directed to the President and Postmaster General and explained why the ads were run. It also is reproduced here, at center of page below. Like the others, it pointed out that a 50 per cent cut in airmail rates was in order and that without competition from the all-cargo lines, the passenger carriers could "write their own ticket on both service and price."

Essence of the first ad was that if the Post Office Department went on paying present prices for airmail carriage to the airlines over the next 10 years, the government bill for airmail would be two billion, four hundred million dollars.

Citing a statement by William J. Hartigan, director of the bureau of transportation of the Post Office, that present airmail traffic does not differ substantially "from the general run of expedited traffic handled by freight forwarders," the ad pointed out that the government could save in excess of a billion dollars by equalizing airmail rates with the freight rates now paid by private shippers.

The second ad, which appeared in newspapers in Washington, New York, Chicago, Los Angeles and San Francisco, showed that the same airline which charged a passenger \$145 to fly from Los Angeles to New York, turned around and, under the stress of competition, charged \$100, or nearly one-third less, to fly him from Los Angeles to Honolulu in spite of the fact that it was more than 100 miles farther from Honolulu than New York and that over-water flying was more expensive than over-land.

It asked the traveler to face



Cardigan Bay, eight-year-old pacer, who was recently purchased by Stanley Dancer of Yonkers, N.Y. for \$100,000, takes his first look at America (and San Francisco Bay) on his arrival from Australia. Conducting the tour prior to Cardigan's departure aboard a Flying Tiger CL-44 for New York are Rita Decker, Flying Tiger Hostess, and Cardigan's trainer Noel Bennett, who arrived with him. Cardigan Bay, who holds the half-mile record in New Zealand and Australia at 1.56.5 minutes will run in the Yonker International in New York on May 31. If you look closely, you will note Cardigan Bay's tongue, which, it is assumed, was intended for the photog.

the question of "why are you being stuck for what appears to be an arbitrary and discriminatory fare?" Then it pointed to the statement of the Civil Aeronautics Board chairman, Alan Boyd, that the passenger lines in the year ending September 30, 1963, lost \$20 million in all-

cargo operations and that these losses "are now being paid for by the passenger."

Headlined "How to Throw Your Money Away Without Really Trying!", the ad invited action on the part of the traveling public to get a fair deal out of the passenger lines.

## HOW TO THROW YOUR MONEY AWAY WITHOUT REALLY TRYING!

### A MESSAGE TO THE AIR TRAVELER PUBLIC:

Assuming that 15,000 businessmen would be interested in cutting operating expenses and saving big (in cargo) would mean, under the same logic, at 15,000 of them, in a letter, legions of new hope checks are pegged out of company travel budgets whenever personnel flies on any of the B-g Three passenger airlines.

In the letter I state some facts and figures. For example, I mention the fact that you can fly from Los Angeles to Honolulu for \$45 less than you can fly from Los Angeles to New York on the same airline. The chance to Honolulu is greater, and our evidence shows that it costs the airlines more to fly over water than it does over land, at least 50% more.

Why the unfair price difference? Why are you being stuck for what appears to be an arbitrary and discriminatory fare? And why should we care about the money you're wasting? Simply because these unnecessary and excessive charges provide the B-g Three airlines with managed to subsidize their cargo flights, and that is our business!

Mr. Alan S. Boyd, Chairman of the Civil Aeronautics Board, in a speech made in February of this year, referred to the \$20,000,000 losses incurred by the major passenger airlines of the country in their all-cargo operations in 1963. Later in the same speech Boyd said, "We do not propose to ignore the losses incurred as a result—losses which are now being paid for by the passenger."

That's why we are interested. That's why we feel you will be interested. That's why we have written to 15,000 businessmen, and that's why we're sending these same passenger requests to your attention in the areas of editorial arts. ARE YOU OPPOSED TO SAVING MONEY? Probably not. And we hope you'll do something about these excess charges which are draining your personal and personal transportation budgets.

Robert W. Prescott  
President  
Flying Tiger Line Inc.

For additional information: Contact Public Relations Department, The Flying Tiger Line Inc., Lockheed Air Terminal, Burbank, California.



NO. 3 IN A SERIES

### A MESSAGE OF VITAL INTEREST TO THE CONGRESS OF THE UNITED STATES

May 27, 1964

Uncle Sam is falling the blindfold test. He can't distinguish between tobacco and airmail. Airmail costs him more than twice as much as airmail. Is that why they call him "Uncle Sugar"? For over six years we've been trying to open his eyes to the shameful waste of taxpayer money.

These are the facts:

- Based on current charges and past rate of growth in volume, the Government will spend for airmail over the next ten years **TWO BILLION, FOUR HUNDRED FIVE MILLION, SIX HUNDRED TWENTY-ONE THOUSAND, TWO HUNDRED THIRTY-FIVE DOLLARS!** If airmail and airfreight rates were comparable, over half that amount could be saved! That billion dollars is more than enough to finance the anti-poverty program.
- Airmail rates can be reduced! Here's a quote from William J. Hartigan, Director of the Bureau of Transportation, United States Post Office: "The upward of 70 million pounds of our present airmail traffic, which is comprised of air parcel post, does not differ substantially in character from the general run of expedited traffic handled by freight forwarders. Even airmail letters and cards which represent the remaining mail volume... can be made to resemble freight in packaging characteristics."
- Since 1955, the Post Office has paid the airlines almost **\$900,000,000** in service pay.
- In 1963 these existing rates were set by the Civil Aeronautics Board in an informal procedure with no public hearing. New "service rates" are now under consideration at the board **UNDER THE SAME CIRCUMSTANCES: NO PUBLIC HEARING!**

8. If airmail rates were comparable to airfreight rates for the past six years, the Government would have saved about **HALF A BILLION DOLLARS!**

RESPECTFULLY,  
  
ROBERT W. PRESCOTT,  
PRESIDENT  
THE FLYING TIGER LINE INC.  
LOCKHEED AIR TERMINAL,  
BURBANK, CALIF.

The details will be in  
**The FLYING TIGER LINE Inc.**  
The Government Subsidy Cost \$9,700,000

### AN OPEN LETTER TO THE PRESIDENT OF THE UNITED STATES

APRIL 26, 1964

Respected Uncle Sam,  
Washington, D.C.

We would like to see money wasted—yours, ours, or anyone else's. The Flying Tiger Line was the first or came in history to ask the government for a cut in airmail rates—a 50% cut! The passenger carriers may need a substantial profit from excessively high airmail rates to subsidize their cargo operations, but we don't. We will keep moving your airfreight at low cost

### AN OPEN LETTER TO JOHN A. GRONOUSKI, POSTMASTER GENERAL OF THE UNITED STATES

APRIL 26, 1964

The Honorable John A. Gronouski,  
Postmaster General,  
Washington, D.C.

We are one of your biggest contributors. We fly our mail between Burbank, California, New York, Philadelphia, Washington, Cleveland, Boston, Chicago, Los Angeles, San Francisco, Portland and Seattle. We are one of the few companies that use the B-g Three passenger airlines. We are one of the few companies that use the B-g Three passenger airlines. We are one of the few companies that use the B-g Three passenger airlines.

We are one of your biggest contributors. We fly our mail between Burbank, California, New York, Philadelphia, Washington, Cleveland, Boston, Chicago, Los Angeles, San Francisco, Portland and Seattle. We are one of the few companies that use the B-g Three passenger airlines. We are one of the few companies that use the B-g Three passenger airlines.

Respectfully,  
  
ROBERT W. PRESCOTT,  
PRESIDENT  
THE FLYING TIGER LINE INC.  
LOCKHEED AIR TERMINAL,  
BURBANK, CALIFORNIA

**WHY DID WE WRITE THEM?**

Because we don't like to see money wasted—yours, ours, or anyone else's. The Flying Tiger Line was the first or came in history to ask the government for a cut in airmail rates—a 50% cut! The passenger carriers may need a substantial profit from excessively high airmail rates to subsidize their cargo operations, but we don't. We will keep moving your airfreight at low cost

so that you can make a profit on the cargo you ship by air. We will continue to improve our service and to pioneer new and better airfreight handling methods. Without competition from us, the passenger carriers could write their own ticket on both service and price. **YOUR PROFITS WOULD BE THEIR LAST CONSIDERATION.** Write to us today for more details. And for efficient, reasonable and reliable airfreight service, ship on the line that operates in your best interests, **THE FLYING TIGER LINE.**

the airfreight specialist **FLYING TIGER LINE**

## Cold Waters of San Francisco Bay Help Train Tiger Crews

Flying airplanes is like playing a good game of—you name it. It takes a lot of practice, and practice in meeting the unexpected as well as the expected.

FTL flight crews are constantly going to school and undergoing examinations, not only to learn new techniques but to be sure they are sharp on the current methods.

One of these functions is practice for emergency water landings by FTL overseas crews. It is better known to all concerned as "ditching." Such drills are part of both initial and recurrent training and are conducted at Newark, Los Angeles and San Francisco.

Chief Pilot Don Sanders recently decided he'd seen enough of what other people were doing in the airline, so on a recent ditching operation at San Francisco, he put together his own picture story, with the results shown here.

"In San Francisco," Don wrote, "we obtain the training with the cooperation of the United States Coast Guard Air Station at the San Francisco International Airport.

"Crew members are scheduled to attend lectures and training films at the USCG Air Station lecture hall. These consist of actual ditching films, pilot sea evaluation, communications, raft survival techniques, use of the 'Gibson Girl' emergency radio, plus a display of the Coast Guard rescue equipment.

"The second phase of the drill

### Congresswoman Sends FTL Ad to Her Constituents

One unusual response to the Flying Tiger lobster-airmail campaign came from Congresswoman Katharine St. George of New York, who reproduced in full the advertisement containing the letter from President Robert W. Prescott to Postmaster General Gronouski and sent it to all her constituents with the following comment:

"Like most of the older generation of Americans, I have always believed that I was entitled to full value in goods and services for the money I expended. By the same token, I have never believed that I could get something for nothing . . .

"Good for the Flying Tigers. It is high time that someone pointed out to the Post Office Department that the public is entitled to either the best service, which they are certainly not getting, or else a little dose of strict economy."

consists of actual raft inflation from an anchored plane hull located in the Seaplane Anchorage area adjacent to the SFO airport with the Coast Guard providing boat service and safety watch.

"The plane hull is equipped with passenger seats and emergency exits and our Flight Attendants undergo a practice drill of cabin preparations prior to launching the raft.

"Once all are in the raft the instructor present gives a briefing of how to operate the raft and its emergency equipment, i.e., sea anchor, boarding of swimmers, inflation, signal flare use, canopy erection, and related survival techniques."

1—Capt. Lou LeClere and Flight Engineer J. Delazerda help stewardesses into Coast Guard cutter.

2—A fast ride and salt water spray add zest to the drill for, left to right, Capt. LeClere, Engineer Delazerda, and Stewardesses Iris O'Byrne, Carol Collins and Joy Yates.

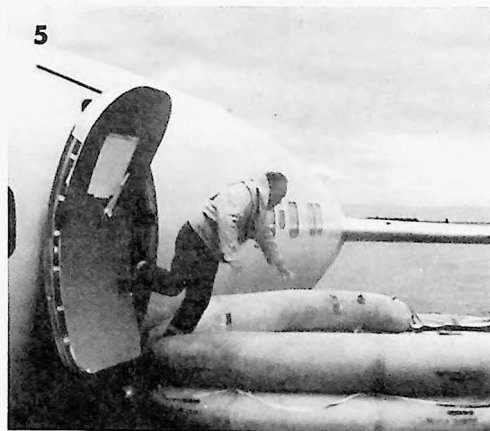
3—Destination is this practice ditching plane hull, "Davey Jones," with raft alongside.



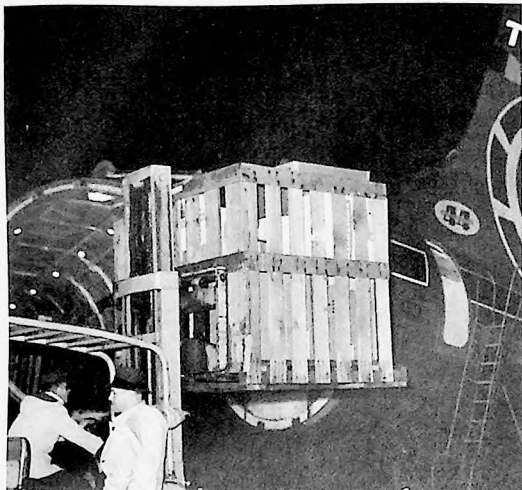
4—View of raft with canopy erected to protect passengers from the weather.

5—Capt. Bob Hamby shows how you get in—a big leap.

6—Everybody aboard as Delazerda and Flight Attendant Joan Brown inflate the raft boarding section, center background.



## Important Flying Tiger Customer Tells Detailed Story of How the Company Benefits from FTL Service



Above—Flying Tiger line uses swing-tail all-cargo aircraft. HP's consolidated shipments are loaded at about 6:00 p.m.

Right—At Newark Airport, just a few hours after instruments are picked up on the West Coast, plane is unloaded and shipment is broken down for delivery to individual customers.



### HEWLETT-PACKARD'S EASTERN AIRLIFT

*You'd think the cargo was perishable  
the way they rush it eastward to customers . . .*

The time is a few minutes after four on any working day. A truck from San Francisco's International Airport backs up to one of the company's shipping areas at Palo Alto in Stanford Industrial Park.

As the driver opens the doors of his van, a lift truck operator appears with a pallet stacked high with packaged HP instruments. He returns to the shipping room for another load, and perhaps again for a third.

Thus, another "airlift" of consolidated shipments to 13 Eastern states gets under way. In just a few more hours, the instruments will arrive at Newark International Airport, 3,000 miles away, ready for delivery to the customer's doorstep.

HP's "air consolidation program" is ending its first year of operation and is working even better than its originators had dared to hope in the beginning.

Shipping time to Eastern customers has been reduced by as much as two weeks, and the cost is no greater than by conventional surface transportation. In fact, there are savings for both the company and customers in many instances.

The concept of the program is simple, like most good ideas, although the vast amount of details that had to be worked out in advance kept Traffic Manager Rod Ernst skittering around for nearly a year.

Each day, instruments and parts ordered by Eastern customers from all Palo Alto plants are marshalled in three shipping departments. From here they are trucked to the airport to be loaded on a fast Flying Tiger turbo-prop cargo plane to be flown to Los Angeles for pickup of Moseley recorders, and then on to Newark.

At Newark, Flying Tigers personnel break the consolidated shipment down by individual customers and distribute each order via United Parcel Service, parcel post, independent trucking firms, or local air delivery as directed by HP's Palo Alto Traffic Department. The specific method of transporting instruments that last leg of the journey depends on the distance, speed, and cost.

At present the program covers an area bounded by Maine, Western Pennsylvania, and southward to Virginia. Forty per cent of the shipments originating at the company's West Coast plants go to 1,500 customers in these 13 states.

Prior to August, transit time between the coasts averaged 14 days by overland carriers. Now the time has been reduced to no more than four days to the furthestmost corner of the Eastern area. Locations close to the metropolitan New York-Newark area receive delivery in as little as one day.

Ernst, working closely with Bud Eldon (systems and operations analysis manager) and Flying Tiger officials, put the program through a dry run last March. The study confirmed that such a system—the first developed by an electronics manufacturer—had many advantages for the customer, the carrier, and the company. Speed is an obvious advantage, and particularly when it costs no more than slower shipping methods. The delivery advantage Eastern competitors may have had, no longer exists. The company also has better control over shipments. It's now possible to pinpoint the hour of delivery and to know in advance the exact cost.

All in all, HP's air consolidation program was one of those ideas that they ran up a flagpole, and it's been flapping happily in the breeze ever since.

## TIGER AIRFREIGHT TRAFFIC RISES DURING MAY

Airfreight traffic on The Flying Tiger Line continued in May to show a gain over last year, totaling \$972,559, or 10.6 per cent above the same month of 1963, when traffic volume was \$878,984.

For the first five months of the year, traffic totaled \$4,798,177, or 8.9 per cent above the comparable 1963 period.

With the exception of Los Angeles and San Francisco, every station on the FTL system showed gains in May over a year ago, some of them almost doubling their traffic volume.

The leader was Philadelphia with a gain of 77 per cent, followed by Hartford-Springfield, with 69.3 per cent. Other large gains were recorded by Seattle, 52.8 per cent; Chicago, 35.8 per cent; Binghamton, 32.7 per cent; and Portland, 30.9 per cent.

Other stations recording increases were Newark, 19.3 per cent; Boston, 11.4 per cent; Detroit, 5.0 per cent; Milwaukee, 4.9 per cent; and Cleveland, 4.0 per cent.

Among sharply increasing sources of revenue for the month were mail and express. Mail revenue for the month was the highest of the year, totaling \$13,426, a gain of more than \$4,000, or 40 per cent over April, while air express traffic totaled \$33,236, an increase of nearly \$7,000, or nearly 40 per cent above April. Largest mail gains were shown by Boston, Hartford-Springfield and New York, while the major air express gains were recorded by Binghamton, Boston, Chicago, Detroit, Los Angeles, and Philadelphia.

In an analysis of April traffic, Jack Rennie, FTL market research analyst, said the airline's Skyroad program, tying in truck and air transportation, continues to show important gains and was up 50 per cent from last year.

## Harry Holt Dies

*Continued from Page 1*

loved so much. Some 4,000 persons attended his funeral.

Holt succumbed from a heart attack suffered upon returning from a trip to downtown Seoul to make arrangements for the adoption by Americans of another group of children from Korea.

The group was flown back to the United States aboard a chartered Flying Tiger plane. The airline probably has flown more than 1,000 of the children to the United States in the past 10 years since the Holt program got under way, and both Holt and his wife are well known to many of the airline's flight crews.

## Point of No Return

BY SHIRLEY SCHEIBLA

Washington—The Pentagon is impatiently trying to push its 15-year-old fledgling, the all-cargo airlines industry, out of the nest. Four all-cargo lines—Flying Tiger, Slick Airways, Airlift International (formerly Riddle) and Seaboard World Airlines—were franchised by the government, starting in 1949, in an attempt to develop airfreight service which would be independent of the regular passenger carriers. While the tonnage of freight shipped by air has increased nine-fold in the past decade-and-a-half, the all-cargo lines have fared poorly; they survive only because of the revenues they receive from the Defense Department for carrying military freight.

### End of the Run?

Now they have been put on notice that they must no longer depend on that source of income. Last March, in letting contracts for its Military Air Transport Service (MATS), the department announced that its goal is "eventually to use air carriers . . . which have an appropriate balance between civil and military business."

The military's hard-boiled at-

titude is forcing the Civil Aeronautics Board to face its moment of truth. Most CAB members feel responsible for having created the all-cargo industry in the first place, by granting charters to the four companies, and they would like to find some way to help it survive. Several plans are under consideration. One is to extend their charters to allow the all-cargo firms to fly anywhere they can find a market for their services. Another would give them a larger share of the business of carrying mail. A third would, in effect, give them the exclusive right to operate airfreighters; the passenger lines would be allowed to carry only what freight they could tuck into the bellies of their regularly scheduled passenger flights. . . .

The most controversial proposal for aiding the all-cargo lines—and the one which has the passenger lines up in arms against them—is that they alone be permitted to operate airfreighters. The idea was put forth last fall in a "white paper" which Slick, Flying Tiger and Airlift presented to the CAB. They urged that the Board force the passenger lines to stick to their own end of the business, carrying only the freight they

could cram into the bellies of their passenger planes. Normally, about 15,000 pounds of cargo can be packed into the holds of a big passenger jet, as compared with the 90,000-pound capacity of an all-cargo jet.

### Leave a Clear Field?

The CAB balked at any such drastic step. In January, however, it came up with its own suggestion—that the combination carriers voluntarily go out of the freighter business, leaving the field clear for the all-cargo lines.

Specifically, the Board proposed a regulation which would allow the passenger lines to make "blocked-space" agreements with the all-cargo carriers. They would continue to handle "belly freight" as usual; for larger shipments, however, they would be allowed to buy blocks of space in freighters from the all-cargo lines. The latter thus would become wholesalers of cargo space to the passenger lines, besides remaining free to sell their services to the general public.

CAB Chairman Boyd believes that the passenger lines will go along with this arrangement if they are subjected to a little "moral suasion." He says: "I am firmly convinced that blocked-space arrangements will work out for the good of the combination carriers if they can just be made to see it. They are making money on their belly freight, but not on

their freighter operations. They should be happy to turn over a losing business to the all-cargo carriers."

To convince the passenger lines that their self-interest lies in abandoning freighter operations to the all-cargo carriers, Mr. Boyd plans to carry moral suasion to extremes. He proposes that they be required, in the operating statements which they file each year with the agency, to show a break-down on the costs of their freighter operations. At present, they file only over-all cargo-carrying costs, without distinguishing between belly-freight and all-cargo flights.

The new method of cost-accounting, Mr. Boyd asserts, would persuade the airlines that, in reality, they are subsidizing their all-cargo flights at the expense of their passenger income. If they plugged the drain, he insists, net earnings would climb. Once one or two of the smaller lines agree to blocked-space arrangements, he thinks the entire industry will perceive the advantages of the system and willingly convert to it.

Chairman Boyd also holds out a carrot to the passenger lines. If their earnings did in fact rise after eliminating what he maintains are unprofitable freighter operations, he says the CAB would not insist on lower passenger fares. He points out that the lines are now earning only a little over 7% on invested capital instead of the 10.5% which the CAB has said it considers desirable.

### Fight to the Finish

Chairman Boyd says that, if moral suasion fails, the agency might seek legislation to compel the passenger lines to give up their freighter operations. This is exactly what the airlines fear, and they are prepared to fight the CAB all the way to the Supreme Court if necessary.

The combination lines argue that it is they, not the all-cargo companies, who are developing the airfreight market. . . .

Whether the combination carriers are earning a profit on their freighter operation is a subject of some debate. Says CAB Chairman Boyd: "Nobody is making money on commercial all-cargo operations. The Big Four (combination carriers) lost more than \$20 million in all-cargo operations during the year ended September 30—a loss emanating from revenues of \$41 million." However, the Big Four (Pan-Am, American, United and TWA) contend that it is unfair to draw such a conclusion from last year's statements, since most of them did not start receiving their jet freighters until early this year. Currently, they say all-cargo operations are yielding a good profit.

## BRAIN-WASHER

By Chuck Snake

**Prob**—Eddie Holohan was visiting Erv Bielanski one Sunday, and Ed had a box of apples, while Erv had a box of peaches. Each had the same quantity. They decided to visit the local pub for a short snort, and left the fruit with the children, telling them they could each have 9 apples and 12 peaches. Returning somewhat refreshed a few hours later, they discovered 45 apples and 12 peaches left. They thought the kids were cheating, but were informed a neighboring boy had dropped in and was given the same share the other children had. How many children altogether?

(Answer on page 14)

### Pan-Am Profits

Indeed, Pan-Am, which was the first to fly jet-freighters, claims an operating profit of \$2.9 million for the last half of 1963 on its all-cargo jet service, despite a load factor of only 39.2%. Marion Sadler, president of American Airlines, says its jet freighters have returned a profit on every mile flown. . . .

The all-cargo lines dispute the accounting of the passenger lines, contending that they are juggling the figures to make their freighter operations look profitable. It is simply impossible, even with jet economics, to show a profit with a 39.2% load factor, they say; to do so, Pan-Am must be shifting profitable cargoes from the bellies of passenger planes to the freighters. It is true that the combination carriers do not give breakdowns on their operations which would permit outside observers to judge whether their cargo operations are truly profitable.

Looking over the shoulder of the CAB in the whole controversy is the Senate Commerce Committee. It says: "The area of air transportation offering the most dynamic growth potential is that of air cargo. Its market, while now showing healthy annual increases, should expand spectacularly by the end of the decade, and rewards for air carriers participating in the field could prove exceptional. . . . Changes as proposed by some, if effected, could materially alter today's regulatory philosophy with considerable advantage to some carriers and detriment to others. Any regulatory changes in a field which offers such promise and high reward must be effected only after the most thorough, judicial and indeed prophetic study."



**Bahama Charter**—The Rockland County B'nai B'rith Lodge and Chapter enjoyed a most successful week-end charter flight to Grand Bahama Island. A group of 116 members was transported, via The Flying Tiger Line, to the luxurious Lucayan Beach Hotel in Freeport, Grand Bahamas, where the group spent four relaxing days in beautiful semi-tropical weather swimming, boating and playing golf. Show above, from left to right, at Kennedy International Airport are Mr. Fred Sucher, Mrs. Sarah

Massie, Mr. Irving Siegel, Mrs. Dorothy Segall, Mr. Al Kirsch, Mr. Irving D. Samuels and Mrs. Sy Spatz. Mrs. Massie and Mrs. Segall were co-chairmen of the function. Mr. Sucher and Mr. Spatz, of Mansey, represent the F.N.S. Travel Bureau who handled all of the arrangements. Mr. Siegel is the founder of the Rockland County Lodge of B'nai B'rith. Mr. Kirsch is a past president of the Lodge and Mr. Samuels is presently serving on the Lodge board.

## HORSES IN THE AIR

*Editor's Note: In the last issue of Tigereview, we carried the story of the New York World-Telegram on the unusual and record-breaking movement of 20 horses from Los Angeles to New York. Subsequently, Hoof Beats, the official publication of the United States Trotting Association, carried a double-page spread on the flight. It was so interesting, we decided to give you another "take" on it and the story by Earl Flava, with pictures by Bob Talbert, entitled "Horses in the Air," follows:*

Four roaring Rolls Royce turbo jets lifted a huge Flying Tiger freight carrier off a Los Angeles runway in an early dawn of last April, and New York and a new chapter in horse transportation history were just six and one-half hours away for a group of 20 top standardbreds.

The mass migration, from Santa Anita to Roosevelt Raceway at 21,000 feet, was completely without complication. And some 48 hours after touch down in Kennedy International, Mr. Budlong, one of the passengers, romped home first in Roosevelt's \$25,000 Hi Lo Forbes Pace. He would still have been somewhere west of Albuquerque had he came by van.

The 16-ton transcontinental cargo measured up to the largest single shipment of horses in air annals. Also aboard, beside the crew, was a host of caretakers and driver-trainers, plus a bottom deck full of sulkies, tack boxes and other racing and stable equipment. Still, only 32,000 pounds of the great "swing-tail" freighter's maximum 65,000 cargo weight was utilized.

Veteran trainer-driver Charley King made initial arrangements with Flying Tiger for the historic air lift. Horses from other leading stables quickly hooked on. The idea was to move as swiftly as possible from the closing afternoon of the Santa Anita meeting to big events coming up in the East. Included in the shipment besides Mr. Budlong were such standout performers as Irwin Paul, New Hat, Express Rodney, Master Rodney, Poplar Hanover and Rose Demon.

The cargo was loaded and unloaded smoothly through the rear of the giant fuselage, which features a tail assembly that swings open. Portable stalls with rubber mat flooring permitted easy moving of an animal while adjusting the cargo on board. Bunks and comfortable seats accommodated the horsemen.

Not a single standardbred among the 20 became fractious or jittery during the flight. Hay nets, suspended from the ceiling, helped supply all the comforts of home. Actually, only the crew up front remained awake on "Tiger 454, New York bound from Los Angeles."

Pegasus, one little old legendary winged horse, was left even further behind in Greek mythology.



Horses are loaded three and two abreast facing toward front of plane

## Air-Truck Gain Impressive in First Quarter

The Air/Truck program, after moving ahead for two years without much fuss or fanfare, has suddenly gone on a "binge" in all significant categories.

Indeed, Air/Truck growth appears to be greatly outdistancing the more widely publicized gains in airfreight traffic and in pick-up and delivery volume. The sensational performance of this "sleeper" segment of the air-freight industry is revealed in some figures just released by Air Cargo, Inc. The figures show that:

- The number of Air/Truck shipments handled in the first quarter of this year totaled 41,569—a gain of 41.8% over the 29,306 shipments handled in the January-March period last year.

- The weight of Air/Truck shipments in this year's first quarter added up to 8,059,207 pounds, up 44.8% from the 5,563,849 pounds in the first three months of 1963.

- Payments to motor carriers participating in the Air/Truck program amounted to \$237,412 in this year's January-March period, as against \$169,131 in last year's comparable quarter, a rise of 40.4%.

Any way you look at it, that's growth—substantial growth. Air/Truck is coming into its own.

## Marge Hough Advanced

Marge Hough, a flight attendant with FTL for the past six years, has been named chief flight attendant in San Francisco, H. C. Whitney, director of ground operations, announced.

## 'Thank You'

DELTA NU ALPHA  
TRANSPORTATION FRATERNITY, INC.  
Harbor Alpha Chapter No. 177  
Long Beach, California

Mr. Rufus Roberts  
The Flying Tiger Line  
Lockheed Air Terminal  
Burbank, California

Dear Mr. Roberts:

On behalf of the Officers and members of Harbor Alpha Chapter 177, Delta Nu Alpha Transportation Fraternity, I want to thank you and your compatriot, Mr. Reed Schilpp, for the fine program you put on for us at our meeting in Long Beach, June 10th.

The subject of Airfreight is of great interest to everyone in the transportation field, but one about which most of us know very little. It was brought out at our critique following the meeting, that this program found more of our members participating in the questions than any other we have had this year. We think this is evidence of a fine presentation by you gentlemen, and of the enthusiasm with which it was received.

Cordially yours,  
GEORGE E. LEAVELL  
Chapter Secretary

## Got a Problem?

June 6, 1964

Dear Sir:

I received a Marx "Swingtail Airplane" for Christmas. I like the plane very much and I have taken good care of it. My sister offered to bring my plane to school so they could use it in the Music Festival. So she took it and when I got it back the white propellers were missing.

I wonder if I could get new ones?

Please let me know. "FLYING TIGER LINE" J 9436

My name and address is:

JOHN MALINOWSKI  
119 South Dodd Street  
Northlake, Illinois

## Go to the Head Man!

June 18, 1964

Mr. John Malinowski  
119 South Dodd Street  
Northlake, Illinois

Dear John:

I have your letter of June 6th in which you explain the deplorable loss of your propellers.

I am forwarding your four new propellers under separate cover to replace those which were lost, and I wish you better luck next time.

Sincerely,  
ROBERT W. PRESCOTT

## 'Thank You'

OFFICE OF THE COUNCIL  
CITY OF BURBANK  
CALIFORNIA

Mr. Leonard Kimball, Vice President  
Flying Tiger Line Inc.  
Lockheed Air Terminal  
Burbank, California

Dear Mr. Kimball:

On behalf of Mr. Bert Hagg, Chairman of the Burbank Sister-City Committee, may I express appreciation to you and your company—The Flying Tiger Line—for furnishing transportation for the Burbank Children's Art Exhibit to our Sister-City of Incheon, Korea.

As you know, the Burbank Sister-City program is dependent upon the cooperation of Burbank firms and citizens for the success of its projects, as this is purely a volunteer committee serving without any sizeable financial support from the Burbank taxpayers.

Therefore, through the kind cooperation on your part, the Sister-City affiliation between Incheon and Burbank has been strengthened by the interchange of culture and art on a person-to-person basis which contributes immeasurably to the spirit of good will and understanding between our two cities.

Cordially,  
JOHN B. WHITNEY, Mayor

# Carriers Begin Life and Death Battle Over Air Freight Rights

## CAB Finds Itself In the Middle Of Dispute

By WAYNE THOMAS

(Aviation Editor, Chicago Tribune)

Domestic trunk air lines and the nation's few scheduled, all-cargo air carriers are locked in a life and death struggle.

Primarily at issue: Who shall carry commercial airfreight?

Secondarily: Shall the cargo-only air lines survive?

The economic battle is being fought in the market place. But the longer range, more important fighting is in the hearing rooms of Washington's aviation regulatory agencies.

### CAB Is Embarrassed

The Civil Aeronautics Board, whose authorizations to passenger and freight lines over the years permitted the conflict to develop, is embarrassed. Faced with permissive certifications to both groups and recent indications that both have undertaken enormous investments, the CAB admits its quandary.

Spokesmen on both sides are producing briefs, participating in hearings, and making statements. Perhaps a good many shadowy areas of both passenger and cargo operations will be illuminated by the indignation and disclosures from both camps.

This conflict has been smoldering for years. It came to a head in late 1963 and early this year with deliveries to the three largest domestic passenger air lines of heavy, long range, all-jet freighter airplanes.

### Begin Strong Invasion

These carriers immediately plunged into hard-sell, big-time invasions of the air cargo field.

For 20 years previously they had tolerated rather than pushed their own token cargo operations. And these had been relegated to obsolescent or obsolete

piston-engined passenger planes converted by seat removals.

The extensive exploration of the field had been left to so-called all-cargo lines, which have never had any direct federal subsidy. Mortality among scores of little, ill-financed cargo corporations have been high.

Since 1945 many of these lines have disappeared and the field has narrowed, for practical summation, to The Flying Tiger Line, Slick Airways, and Airlift International (formerly Riddle Air Lines).

These domestic carriers hold CAB certificates to make regularly scheduled freight and cargo flights. They also are permitted to operate cargo, passenger, and special charters for the armed forces and a limited number of nonmilitary passenger charters each year.

All members of the cargo group have been holding themselves together for the last dozen years largely by military contracts. It is generally estimated that airfreighting has been able to produce only 35 to 55 per cent of their annual incomes. The remainder, and in a few instances the over-all profits from year to year, have been derived from military and charter flights.

The trunk passenger lines, in the words of Alan S. Boyd, CAB chairman, "are faring no better" in their commercial, all-cargo operations. Boyd said the "total profit and loss tally is somewhat clouded by passenger revenues and jet belly-cargo incomes."

### Lose 20 Millions

Boyd stated a few months ago that the "Big Four" of the domestic passenger field (usually United Air Lines, American Airlines, Trans World Airlines, and Eastern Air Lines) lost more than 20 million dollars in all-cargo operations in the year ended Sept. 30, 1963. This loss was despite revenues of 41 million dollars. Boyd said this was the conclusion of the CAB staff, "not allegations by those who don't love the combination (passenger-cargo) carriers."

The financial straits of all involved with cargo, Boyd said, are an example of "going broke in the midst of plenty."

The battle is rough. It began in Washington early this year when the all-cargo carriers proposed to the CAB that operation of all-cargo or all-freight airplanes be confined to their systems. By March, this year, it was evident that the CAB could hardly disenfranchise the pas-

senger lines' cargo-lifting rights at this late date—particularly since it had accepted them as early as 1935.

No practical suggestion for sustaining the cargo-only carriers has been offered. United, TWA, and American are fighting over any interference with their own all-freight jet and propeller-driven airplanes. Their attitudes were summed up by President Marion Sadler of American in answering the question "What will happen to the cargo-only lines if no solution is forthcoming?" Sadler said, "I guess they will go out of business."

Although admitting the dice are loaded against them, officials of Flying Tiger, Slick, Riddle and even Seaboard have warned that they will go down fighting. They have, since then, come up with a series of studies, recommendations, comparisons and statements which have been highly embarrassing to the passenger trunks and to the CAB as well.

There is every indication that congressional support for their plight is being enlisted and that a lot of light will be shed upon the entire passenger and cargo picture during coming months.



The fast-change, quick-loading pallet conveyor system now in use on Flying Tigers' MATS cargo CL-44 aircraft on the Pacific lift is shown above. Using this system, the aircraft can be loaded in minutes with 10 pallets, each capable of handling 8,200 pounds of freight. The CL-44 can accommodate more than 50,000 pounds of freight with the system, the remainder of the aircraft's total payload capacity being used up by the weight of the system. The airline has 10 of the AMF Unifreight systems, as the installations are known. Easily interchangeable, the system can be installed or removed from the aircraft in less than an hour. The system consists of six tracks of steel rollers in aluminum frames. The frames button down into the seat tracks of the aircraft. Pallets, pre-loaded and netted on the ground, are raised by forklift to the aircraft cargo entrance, then easily pushed manually to locking positions in the system. In the foreground, the octagonal frame contains the lock which slips over the end of the pallet and holds it in place. Guide rails on either side of the system keep the pallets in line as they are pushed into the cargo hold.



A five-year contract between The Flying Tiger Line and the Transport Workers Union, representing the airline's navigators, was signed in April. Shown here at conclusion of the contract negotiations are, seated left to right, FTL President Bob Prescott, Clarence Eddy of

the National Mediation Board, and Frederic A. Simpson, international representative of the TWU. Looking on are, left to right, E. A. Pinke, FTL director of flight operations; Arthur Meyer, FTL director of industrial relations; and FTL Navigators Hal Mulvaney and Jack Wanzer.

### BRAIN-WASHER

(Question on page 12)

**Ans—**Eleven. Don't figure how many apples and peaches—just figure each child ate 3 more peaches than he did apples. Since the two poppas found the children had eaten 33 more apples than they had peaches—there were 11 children eating.

## Letters Tell Story Behind Customer's Words of Thanks

EDWIN L. WIEGAN COMPANY  
7500 Thomas Boulevard  
Pittsburgh 8, Pennsylvania

March 23, 1964

Flying Tiger Line  
Cleveland Hopkins Airport  
Cleveland, Ohio  
Attn: Mr. Mel Licking

Dear Mr. Licking:

Confirming our telephone conversation, arrangements have now been made to have our display material leave Des Moines, Iowa on Friday, April 17, 1964 and be delivered in Buffalo, N.Y. on Monday morning, April 20.

Shipment consists of the following:

Case Size	Weight-Pounds
36" X 45" X 95"	500
34" X 53" X 53"	375
26" X 41" X 63"	225

Shipment will be consigned to:

Niagara Electric Sales Co. Booth #22  
Buffalo Memorial Auditorium  
Buffalo, New York

Mark: Technical Societies Council, Industrial Engineering Exhibition

Shipment will be routed United Buckingham c/o Flying Tiger Line, O'Hare International Airport, Chicago, Illinois, Special Delivery to *Coby Motor Freight in Cleveland, Ohio on Sunday, April 19.*

It is understood that Coby will haul from Cleveland to Buffalo on Sunday night, April 19, and that they will start to work the trailer in Buffalo about 2:00 A.M. Monday, April 20. It would help if Coby could be persuaded to load our three cases in the rear of the trailer.

If there is anything I have overlook, please instruct me further.

I enclose three extra prints of this letter for whatever use you may have for them.

I certainly appreciate your coordinating this movement for us. Thank you, Sir!

Cordially yours,  
Exhibits and Displays Manager

May 6, 1964

To: Fred Reimacher  
Midwest Equipment Co.  
Des Moines, Iowa  
From: A. H. Cline

Shipment of Display to Buffalo

Dear Fred:

I should have gotten to you on this long ago, but this is show season and I even sleep on the run.

You, your friends at United-Buckingham, Mel Licking of Flying Tiger, and, I'm sure, a lot of other people I don't even know, are certainly to be most heartily congratulated on the success of this movement. I want you all to know that I am very grateful for the wonderful cooperation of all of you.

John Shorts of our Buffalo Office knew it couldn't be done, (and I admit that I had a doubt or two myself) and when it arrived right on the money Monday morning he was mighty tickled. I have a very flattering letter from him. Of course he doesn't know that I didn't actually do anything. He'll know where the credit goes when he gets a copy of this.

All of this just goes to prove that the impossible doesn't have to take longer!

I know as well as you do that words don't put bread on the table, but sincere thanks to all of you anyway.

Very best regards,  
A. H. CLINE  
Displays and Exhibits Manager



Salvation Army Band that made history by flying in 1946 from Los Angeles to Phoenix.

## Salvation Army Band Flies to Europe via FTL

Back in 1946, a Salvation Army band from Los Angeles made history by flying from Los Angeles to Phoenix to participate in Army ceremonies there. It marked the first time such a band had flown together.

A little more than eighteen years later, the same band, plus or minus a few changes, made its second flight on a Flying Tiger Line charter ship but this time they made a real project out of it. They flew to Europe.

There are more than 300 commissioned Salvation Army bands throughout the world and the Los Angeles band was the first to fly. Since then, says Harry Sparks, Los Angeles band secretary, they have logged countless miles in air travel.

The first flight was made on May 17. The band boarded a Flying Tiger C-47 at Los Angeles Municipal Airport at 6:40 a.m., and arrived in Phoenix at 9:50 a.m. The pilot was Duke Hedman, Flying Tiger's No. 1 air captain.

Four or five years ago, the band began planning a European tour, which finally came to reality this year. The trip was totally financed by the band. Leaving Los Angeles on June 18, aboard a Flying Tiger Super H Constellation, the band flew to London, spending nine days in England and Scotland, and then proceeded to Denmark, Germany and Holland. On July 4, they

gave a concert in the famed Tivoli Gardens in Copenhagen. The tour lasted 24 days.

The band is also famous for

another achievement. It has been seen in the world-famed Pasadena Rose Parade every year since 1920.



Five of the same men who made the 1946 flight board a Flying Tiger Super H Constellation in 1964 for the European flight. Left to right are Capt. Robert Tobin, commanding officer of the band, Dick Wiseman, Fred Borkgen, Jack Wood and Robert Doctor.

# Tiger 'Can Do!' Spirit Brings Customer's Praise

RADIO CORPORATION OF AMERICA  
Camden, New Jersey

Mr. Fred Benninger  
Executive Vice President  
The Flying Tiger Line Inc.  
Lockheed Air Terminal  
Burbank, California

Dear Mr. Benninger:

Just a note to express FCA's and my personal appreciation for the excellent cooperation we received last Thursday and Friday from your office, the Los Angeles operating people, Jim Haggerty and staff at Philadelphia, and Paul Finazzo at Newark.

I knew when I called you last Wednesday and requested you to have your Flight #232 make a special landing at Philadelphia it was an extraordinary one, but I also knew that I was dealing with an extraordinary company. Flying Tiger and RCA have enjoyed a healthy business relationship over a long number of years and we at RCA pride ourselves in the fact that we do not ask for extraordinary service often. When we do, we deal with the companies and people who meet the challenge.

This costly and delicate piece of Data Processing equipment engineered by our Van Nuys plant was direly needed for immediate tie-in with FCA's computer equipment here at Camden. I am happy to report that within two hours after arrival in Philadelphia this equipment was in place and ready to go at our Data Processing Center.

Thank you again for the excellent service your organization gave us. Tell Bob Prescott that with this kind of teamwork and service the "Hungry Tiger" will become well fed.

Very truly yours,  
W. M. RODGERS  
Traffic Manager—Services



RCA truck backs up to Tiger swing-tail to receive urgent shipment described in Mr. Rodgers' letter.

## Tigers Set New Produce Mark During May

Joe Strock, FTL director of perishable sales, reported a new record high for produce ship-

ments during a single month in May, when Tigers airlifted 555,000 pounds of seasonal perishables, mostly California strawberries.

The article reprinted here from *The Packer*, produce industry newspaper, pinpoints important details:

San Francisco, May 22—The Flying Tiger Line Inc., reported air shipments of fresh California strawberries for the first two weeks of this month as 320,000 pounds. Flying Tiger shipped only 300,000 pounds for the entire month of May in 1963. Joe Strock, director of perishable

sales for the line expects strawberry shipments to top the 500,000-pound mark this month.

In carlot equivalents, California strawberry shipments by all airlines on consecutive days last week were: May 11, 10.3 cars; May 12, 14.3 cars; May 13, 14.2 cars; May 14, 3.7 cars, or a total of 42.2 cars. This amounts to 750,000 pounds of strawberries. Two-thirds of the shipments originated in southern California and the rest from the northern section of the state. By contract, 61 cars were shipped by rail from the same sections in the same period.



Watching the unloading of the shipment are, left to right, P. G. O'Hanlon, RCA corporate staff packaging, W. M. Rodgers, RCA traffic manager-services, Frank

Herrold, RCA Packaging Engineering Division, and Jim Haggerty, FTL sales manager, Philadelphia. "Can do!" was Tigers' response to RCA's urgent request.

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