

CAB Approves Flying Tiger Line's Blocked Space Tariff

FTL Airfreight Traffic Rises During November

A gain of 17 per cent in domestic airfreight traffic for November over the same month last year was reported by The Flying Tiger Line.

Tiger's November volume totaled \$1,146,587, compared with \$982,358 last year; and for the 11 months of 1964, traffic passed the \$12 million mark for the first time in several years, totaling \$12,409,614. This was a gain of 24 per cent over the same period last year. It was nearly a million and one-half dollars ahead of the entire year of 1963.

With two exceptions, every station on the system showed a gain in November over last year, with Chicago again leading the field. The Chicago station show-

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San Francisco—Signing of the first blocked space agreement between an airline and a shipper is being conducted here between W. Frank Covier (left), vice president and secretary of the Hewlett-Packard Co., Palo Alto, Calif., one of the nation's major electronic manufacturers, and Peter T. Albert, vice president of sales for The Flying Tiger Line. The contract calls for the shipment of 3,000 pounds of airfreight five days a week from San Francisco to New York and under the wholesale rates provided for in the blocked space agreement, the shipper probably will save about \$20,000 annually.

Sales Executives Reshuffle Beefs Up Flying Tiger Marketing Effort in 1965

Declaring that "the year 1965 will be perhaps one of the most critical years for the Common Carriage Division of The Flying Tiger Line," Peter T. Albert, vice president of sales, announced a re-assignment of executive sales personnel designed to "strengthen both the General Sales Office and the Field Sales Force. Our goal is a 25 per cent gain over 1964," Albert said. "The achievement of this traffic volume plus the sale of the new blocked space concept for airfreight, and finally the new service and schedules which will be offered, mean that we must be organized for even more than the maximum effort."

Toward this end, he said the following staff appointments were being made:

The appointment of George Zettler as general sales manager. Zettler has been director of project sales and comes to his new assignment with 15 years of all-cargo sales experience.

Leo Stevens, formerly north-eastern regional sales manager, will transfer to the General Sales

Office at Burbank as director of project sales, with John Brunnigan, formerly western regional sales manager, becoming manager of marketing. Both men will report to Zettler.

Robert Blanks will continue as director of marketing. Joining him as manager of market research will be Robert Cashman, of Washington, D.C., who is leaving a five-year post in a similar capacity with the Civil Aeronautics Board to take over Tiger market research functions, with headquarters in the General Sales Office at Burbank.

Paul Finazzo, eastern regional

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BULLETIN

Washington—The Civil Aeronautics Board, in an order adopted on December 10, gave approval for Flying Tiger's blocked space tariff to become effective on December 17.

The Board allowed the FTL tariff to become effective after the Tigers had modified tariff rules so as to withdraw from small shipment service by inserting a 200-pound minimum for standard rates in blocked space markets. In other words, there will be no minimum rates under 200 pounds in the cities eligible for blocked space rates. Presently these cities are Los Angeles, San Francisco and New York. The Board granted FTL 45 days in which to make this rule effective. Effective date will be January 21, 1965. Until then, existing minimum rates will apply.

The Board, in approving the effective date of the FTL tariff said:

"We believe that the service proposed may well result in economies sufficient to warrant the reduced rates and they may likewise stimulate a substantial increase in traffic which would more than offset any dilution in revenue. We believe that Tigers are proposing a worthwhile experiment which should be tested in the market place. While some traffic now moving on the cargo services of the combination carriers may be diverted to the blocked space services of the all-cargo carriers, we also note that the increase in minimum shipments to 200-pound minimum can result in a shift of small package traffic to the combination carriers."

Import Rates Important

Deferred and import-rate traffic accounted for 12 per cent of Flying Tiger's total October revenues. However, the proportion of traffic eastbound at deferred, import and specific commodity rates comprised 83 per cent of the total eastbound traffic moved in October, which clearly indicates the importance of these rates in developing traffic.

New Schedules Give Flying Tigers Greatest Domestic Airlift in History

Inauguration of two new transcontinental airfreight schedules which bring Flying Tiger's domestic service to its highest level—eight daily transcontinental and six regional flights—was begun in December. The airline's level of all-cargo service now exceeds that of any other major carrier of freight, either all-cargo or combination passenger-cargo.

The service expansion is designed to meet the increasing rate of traffic being carried by the airline, which has approximated a 40 per cent gain over the past four months, plus the expansion

Tiger-Shipper Blocked Space Meetings Generate Enthusiasm

A series of meetings with leading shippers to acquaint them with the "blocked space" concept of airfreight shipping has been launched by The Flying Tiger Sales Department under the direction of Vice President Peter T. Albert. Lunches and dinner meetings in San Francisco, New York and

Los Angeles have received enthusiastic attendance as sales executives of the airline presented the new Tiger tariff containing the blocked space rules and rates.

Albert has presented the company's viewpoint with the assistance of General Sales Manager George Zettler, Director of Marketing Robert Blanks and Regional Sales Managers Ray Keiser, Paul Finazzo and Lew Ayres.

Flower Shippers

Three separate meetings were held in November and December with west coast flower shippers.

anticipated in the months ahead from new blocked space rights recently awarded the airline.

Of primary importance is the addition of schedules which will

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Flying Tiger Line Sales Executives In New Posts

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sales manager, will assume sales responsibility for the entire eastern region of Newark-New York, Philadelphia, Hartford-Springfield, Boston and Binghamton.

Lew Ayres, as midwestern regional sales manager, will be responsible for Chicago, Milwaukee, Cleveland and Detroit.

Succeeding John Brannigan as western regional sales manager will be Ray Keiser, formerly regional manager of project sales. He will be responsible for the Los Angeles, San Francisco-Oakland, Portland, Seattle-Tacoma, and San Diego areas.

Dick Shaklee, who has been in charge of import sales in the Chicago area, will succeed Lew Ayres as Chicago district sales manager.

In further explanation of the assignments, Albert said Zettler would take over more administrative responsibilities of the sales staff.

"My objective is to free myself from as much detail work as possible," Albert said. "So I can spend most of my time working directly with the field staff and with the national accounts and prospects, which are so vital to the attainment of our goal."



George Zettler



Leo Stevens



John Brannigan

'Thank You'

Delta Nu Alpha
TRANSPORTATION FRATERNITY
TRI-CITIES CHAPTER NO. 8
BINGHAMTON, N. Y.

Mr. James Fiori
The Flying Tiger Line
Box 457, Broome County Airport
Binghamton, New York

Thank you, Jim, for accepting the office of Treasurer in Delta Nu Alpha Transportation Fraternity.

Your fine efforts in behalf of the Fraternity in the past as Director of the Board, Program Chairman and Educational Chairman has been greatly appreciated.

I feel our chapter has grown in stature with your capable help and I look forward to a successful year.

If I can assist you in any way, please let me know.

Fraternally,
DONALD C. WEBB
President

Sales Seminar Points Tiger Execs Toward 25% '65 Airfreight Rise

An 11-day sales training seminar involving the training of more than 60 salesmen and sales executives as part of the Common Carriage Division's drive to raise Flying Tiger airfreight volume a minimum of 25 per cent in 1965 was concluded early in December. The program under the management of Robert Blanks, director of marketing, began with a five-day training program for all management personnel of the Sales Department in Burbank.

This was followed by two-day programs for all sales personnel in Burbank for the western region, Chicago for the midwest, and Newark for the eastern region.

Organized by Vern Chase of the marketing division, the program was conducted by Zee Pique, a leading authority in the United States in the fields of market development and sales training. Pique, who has conducted training for many of the nation's foremost corporations, has had more than 30 years' experience in such programs.

Launching the management seminar in Burbank, Robert W. Prescott, FTL president, told the executives that they had their goal and he would see that they got the tools and equipment to insure the attainment of the goal.

"You have done a fine job this year and I am confident that you can get where you're headed for in 1965," he declared.

Peter T. Albert, vice president of sales, said the 1965 goal would be a traffic volume of \$18 million in airfreight.

Pique opened the seminar with a quick, visual review of man's progress through the ages. He said the vital key to the salesman's concept of his job is recognition of the fact that the world is in the midst of the greatest technological revolution of all time. "The last 20 years," he said, "has brought more progress than the preceding 2,000 and it is our job to meet the challenge of change."

Management, he pointed out, is what "you do yourself and what you get others to do." To accomplish this, he said "you have to do three things—see, plan and do."

For five days, Pique took the sales executives through an exhaustive analysis of seeing, planning and doing to get the sales job done.

Then in follow-up seminars for sales personnel at Burbank, Newark and Chicago, he guided salesmen in the technique of doing their job and "meeting the challenge of change."



1—Vice President Peter T. Albert opens the sales management training seminar at Burbank.

2—Robert Blanks (center), director of marketing with Regional Sales Managers Leo Stevens (left) and Lew Ayres.

3—Zee Pique (left), in charge of the seminars, goes over some last minute detail with Vern Chase, who organized the training detail for FTL.



New Schedules Give Flying Tigers Greatest Domestic Airlift in History

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give San Francisco the first direct non-stop service to New York as well as non-stop service to Chicago. The San Francisco-Chicago non-stop will terminate in Detroit, thus giving both midwestern points early morning overnight service.

The San Francisco flight will depart Monday through Friday at 9:30 p.m., and will arrive at John F. Kennedy International Airport at 7:55 a.m. The service, first to JFK since September, 1962, will provide faster deliveries to consignees in Brooklyn, Queens and Nassau-Suffolk counties.

The Chicago flight arrives at 4:00 a.m., and the Detroit flight at 7:30 a.m.

Westbound Schedules

Westbound, a new service will give Boston a direct flight to Los Angeles with a Detroit stop and a 6:55 a.m. arrival in Los Angeles. Another flight, departing Detroit in mid-day, will arrive in San Francisco at 3:15 p.m. There

Bishop & Co. Publication Tells Of Tigers Service

The service rendered by the Flying Tiger Line to the shipping public in meeting deadlines was highlighted in *The Chess Board*, nationally distributed publication of J. Bishop & Co., Malvern, Pa., national manufacturers of tubing. Jim Haggerty of the Philadelphia sales staff of FTL reports.

The service Bishop renders to its customers with the aid of various types of carriers was the lead story in a recent issue of the Bishop publication.

Illustrated with several pictures of a Flying Tiger CL-44, the story said that when surface transportation could not provide the service needed to meet customer demands, "it is then that Bishop turns to the airlines for assistance. A prime example for this is the Flying Tiger Line."

"Tiger, which has become the world's largest airfreight carrier since its inception in 1945, operates Super H Constellations and CL-44s daily to major domestic and foreign cities. These giant planes, capable of handling 21- and 32-ton loads, allow first morning delivery to West Coast points.

"These carriers that assure prompt and careful delivery of Bishop tubular products are important assets in our well-known national reputation for quality and service."

will also be a direct New York-Chicago flight, arriving in Chicago at 3 a.m. A second flight westbound out of Boston will provide service to Hartford-Springfield, Philadelphia, Detroit and Chicago.

An additional eastbound service, an overnight flight from Chicago will provide service to Detroit, Cleveland and New York, while another Chicago flight, originating in mid-morning, will serve Detroit and Boston.

All transcontinental flights will be flown with CL-44 swingtail equipment, with regional flights operated with Super H Constellation aircraft.

New Schedules Make FTL Service Industry's Best

With the filing of its new transcontinental and regional airfreight schedules, Flying Tiger service becomes the most comprehensive ever offered to the domestic shippers of airfreight.

A study of competitive schedules should quickly convince shippers of the over-all superiority of Flying Tiger's all-cargo service.

Tiger schedules now provide the shipper with more transcontinental non-stop service than all other carriers combined.

For example, the Tiger non-stops are between Los Angeles-New York, San Francisco-New York and New York-Los Angeles, or three all told.

By comparison, TWA has no transcontinental all-cargo non-stop flights, and American and United each has one only—American between San Francisco-New York and United between New York-Los Angeles.

On its major flights transcontinentally, Flying Tiger offers the shipper less multiple-stop service than any other carrier.

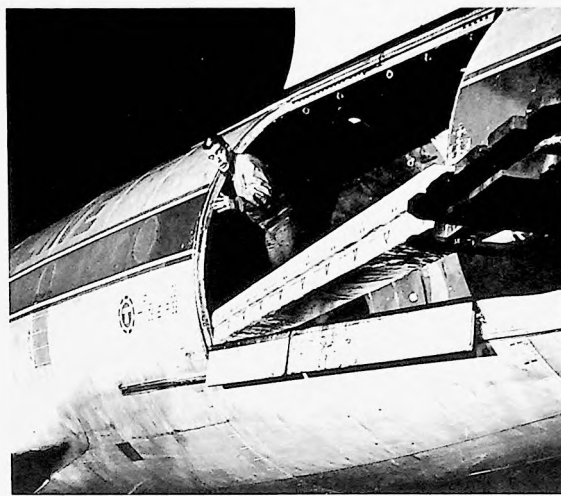
For example, Flying Tiger has six flights of one or less stops.

TWA has only one such flight. American has only two such flights.

United has only three such flights.

Flying Tiger additionally offers shippers more regional flights with less stops than any other carrier, yet serves just as many points.

In other words, shippers using Flying Tiger schedules risk less chance of delay and transloading of freight on Tiger all-cargo flights than on those of any other airline.



Airborne beams—Getting a lift aboard a Flying Tiger Super Constellation in Portland, Ore., are vertically laminated wood beams, believed to be the longest ever shipped by commercial airfreight. Manufactured by Weyerhaeuser Company, the 60-foot long beams are 6" wide, 12" deep and weigh 770 pounds each. They were featured in Weyerhaeuser exhibits at expositions of the National Lumber and Building Material Dealers Association at Dallas and the National Association of Home Builders at Chicago.

TIGERS SET NEW RECORDS

Two new records for the longest non-stop flights ever operated by The Flying Tiger Line were reported in November by E. A. Pinke, director of flight operations.

The flights occurred on successive days and were between points in the United States and Argentina.

On Nov. 4, Flight No. 8310-04 performed by CL-44 aircraft N453T, flew from Buenos Aires to Houston, a total of 6,001 statute miles, in 17 hours, seven minutes. The aircraft was captained by R. W. Hedden, with a crew of First Officer L. F. Luccio, Co-Pilot L. Tripp, Flight Engineers C. Cerniway and Ted Menk

and Navigator H. F. Mulvaney.

The following day, Nov. 5, Flight No. 8310-05 in CL-44 aircraft N454T, flew from Buenos Aires to Chicago, a total of 6,150 miles, in 17 hours, 41 minutes. Capt. Jack Russell was in charge of the aircraft with a crew of First Officer H. F. Amrhein, Co-Pilot H. P. Watkins, Flight Engineers J. Orth and W. Sahaydak, and Navigator H. C. Myers.

The flights were return charters made from Toronto to Buenos Aires for General Motors, taking automobile parts from Canada to Argentina. Loads on each airplane approximated 58,000 pounds.

FTL Airfreight Traffic Rises During November

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ed a November gain of 134.7 per cent, followed by Hartford-Springfield with 104.8 per cent; Seattle, 100.8; Philadelphia, 90.9; Milwaukee, 85.4; Boston, 60.0; San Francisco, 29.5; and Portland, 25.9.

Only Detroit and New York showed declines. The Detroit decrease was due again to strike conditions existing in the automotive industry and seriously slowed the over-all system gain.

October Was Also Good Flying Tiger Airfreight Month

With the close of October, every station on FTL's domestic common carriage system was running ahead of its 10-month total for a year ago.

Largest gainer was Philadelphia, up 95.3 per cent, followed in order among the major improvers by Chicago, 57.5 per cent; Seattle, 53.7; Hartford-Springfield, 43.8; Binghamton, 42.9; and Cleveland, 37.7.

For the system, FTL traffic in October showed a 29.1 gain over a year ago and for the year to date, traffic was up 24.7 per cent.

By the end of October, FTL had hauled more freight in the first 10 months of 1964, \$11,482,907, than in all of 1963—\$11,253,458.

For the month of October, top honors among stations showing major gains over the same month of 1963 also went to Philadelphia with an increase of 176.6 per cent.

Other major improvements were registered by Chicago, 157.8 per cent; Binghamton, 75.8; Cleveland, 74.4; Hartford-Springfield, 55.3; Seattle, 41.3; San Francisco, 30.4; and Portland, 30.2.

October probably would have been the year's top month, even exceeding record-breaking September, if Detroit had not been hit by the General Motors strike. October traffic totaled \$1,460,059, a decrease of \$49,971 from September but Detroit traffic in October was off 42.4 per cent from September because of the GM strike. Normally, October is one of the biggest months of the year for Detroit as new model automobile production hits a peak.

Even with the adverse October, Detroit still managed to show a 22.4 per cent increase for the first 10 months of 1964, compared with the same period a year ago.

Dear Flying Tiger Line!

Very much interested in modern air traffic, I want to ask you for informations and photos of your Canadair CL44s, Constellations and, if its possible of your new L300B Super-Starlifter. My address is:

Thomas Blicke
7441 Neckartailfingen
Hauptstr. 73
Western Germany

Thank you very much!

Flying Tiger Fans live in many parts of the world, and they write in often for facts, figures and pictures about FTL equipment. This recent interesting request from a friend in West Germany was unusual because of the ability its sender shows in sketching Tiger planes. Naturally, the pictures he requested were sent—by air.

Tiger-Shipper Blocked Space Meetings Generate Enthusiasm

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whose traffic is among the largest of any shipper.

Additional meetings were held in Los Angeles with members of the Aerospace Industries Shipping Association composed of such companies as Lockheed, Litton, Garrett and RCA.

In New York, luncheon and dinner conferences were held with traffic experts from IBM, United Parcel, Air Express, Western Electric, Ortho Pharmaceutical, Gardner Cryogenics, DuPont Photo Division, RCA, Hewlett-Packard, U. S. Post Office, New Yorker Magazine, Air Reduction, Lovable Co., Domestic Air Express, Shulman Air Freight, Western Transportation, Lederle Laboratories Division of American Cyanamid, and representatives of the daily and trade press.

Questions Answered

After a recital of the primary points of the Tiger blocked space tariff, which offers rate reductions on all general and specific commodity rates ranging from seven to 15 per cent for premium overnight service, the conferences were turned into question-and-answer sessions. Indicative of the interest is the fact that some meetings ran as long as three hours.

During the meetings, shippers not only got detailed answers to questions about tariff conditions but also reported on the attitude of the passenger lines, which are fighting the blocked space decision of the Civil Aeronautics Board in the civil courts.

As previously reported, the CAB officially laid down a freight policy granting the cargo lines the exclusive right to sell blocked space as part of a move to equalize competition with the passenger lines. The passenger lines immediately took the issue to court, claiming discrimination, and the issue is pending there. Meantime, the cargo lines have the right to go ahead and file tariffs and sell blocked space traffic. In effect, this permits the cargo lines to offer volume space to large-scale shippers at wholesale rates.

Questions of shippers fell primarily into two areas—the rules and regulations of the blocked space tariff and the attitude of the passenger lines. They brought out that passenger competitors have been warning shippers that if the courts uphold the CAB, this may drive the passenger lines out of all-cargo service and deprive shippers of an important service arm.

Albert and Tiger sales executives, in answer, have pointed out that even if the passenger lines discontinued their freighters, shippers would still get service by the cargo lines to every point now served by the passenger lines. Passenger line freighters with few exceptions now fly only to points served by the cargo lines, and the CAB has indicated that it would listen favorably to any applications for all-cargo service to points where such service can be justified.

Additionally, Albert and his staff have emphasized that 65 per cent of all freight now flown by the passenger lines is carried in the bellies of passenger jets. So even if the passenger freighters were discontinued, there would be no loss of service on passenger jets, where the bulk of existing traffic is now moving, anyway.

They have also stressed that the cargo lines have ample opportunity to expand their own service and equipment if the need for additional space and schedules appears. In fact, they pointed out that Flying Tiger has already taken such a step. Details of new service schedules will be found elsewhere in this issue of *Tigerreview*.

Ready To Sign

A number of companies represented at the meetings have said that they would be ready to sign blocked space tariffs as soon as they can work out their own problems in this area. Of primary interest to them is the opportunity to save thousands of dollars in transportation costs through the new wholesale rates being offered.

For example, flower shippers to the Chicago area have estimated that one-third of the cost of flowers delivered there from the West Coast is transportation, and the Tiger's blocked space rates would save them \$100,000 a year.

Forwarders also are anxious to sign contracts but their own rates must be worked out and adjusted to the new level of rates before they can proceed with signed contracts.

Many companies have indicated that the new rates will require a major overhaul of their own distribution systems so that they can deliver freight under contract rules, which specify that a minimum amount of freight space must be used on specific days of the week in order to qualify for the blocked space rates.

As soon as this can be accomplished, "We'll be aboard," many shippers told Tiger executives at the conclusion of the meetings.



Left to Right: John McInness, Schemes & Routing Officer, U.S. Post Office; Joseph Napoli, Chief—Schemes & Routing Branch, New York Regional Post Office; James McGuire, Traffic Manager, IBM International; Peter Albert, Vice-President FTL.



Paul Finazzo, FTL Regional Sales Manager; Harry Oak, Assistant Traffic Manager, United Parcel; Ernest Hand, Traffic Manager, United Parcel; John Brannigan, Manager of Marketing, FTL.



C. W. Wolworth; Edward Munn, Assistant General Traffic Manager, Lederle Laboratories; Julian Czukur, Advertising Manager, The Lovable Company; Emil Seerup, Vice President of REA.

Bob Blanks, director of marketing, said all sales personnel would participate in the actual sale of contracts, with Paul Finazzo, eastern regional sales manager, and Buck Wolworth, Newark district sales manager, handling the finalizing of contracts in the eastern region.

Lew Ayres, midwest regional sales manager, will be in charge of contract signing in the midwest, with John Brannigan, manager of marketing, and Ray Keiser, western regional sales manager, assuming these responsibilities in the west.

Forwarder Traffic Up

Freight forwarder traffic handled by FTL exceeded the two-million pound mark in October for the second time this year.

MEMO

From: Rod Ernst
Re: Blocked Space

Received a call from Sandy Swift of McGraw-Hill, San Francisco, stating that they are going to put an article in *PURCHASING WEEK* within the next few weeks about blocked space, and she wanted some comments from me.

The following few sentences contained the item they will insert as a result of our conversation:

R. W. Ernst, Traffic Manager for Hewlett-Packard, enumerated several advantages of the blocked space plan. The main thing, he said, was the cost saving. Their 3,000 lb. a day, 5-day week commitment with Flying Tiger will result in a 15% reduction in freight cost. Since they guarantee to handle the tonnage, we know we'll get priority in our shipments and can give our customers the advantage of a promised delivery, he added. Eventually, Ernst said, since we'll be able to afford to put all freight shipments East of Chicago into the air, we'll use it even more. We no longer had to consider putting a warehouse in the East, he said, with the blocked space plan.

This was cleared with Hank Taylor and Merle Mass.

Newark News

by Arlene Gartling

Jack Foster, JFK Customer Service Supervisor, has been transferred to Rates & Tariffs BUR and we all wish him good luck in his new job. Jack's replacement will be Joe Pzelomski—better known in the business as Joe "Prez." Joe was formerly with Allegheny Airlines and Air Dispatch, Inc.

We have a new man working with Vern Gray on our Import/OCP program—Dave Honan. Dave's experience has included jobs in Europe and South America with steamship companies. Welcome aboard, Dave.

Ron O'Brien, Customer Service, has been drafted into military service and will be replaced by Tom Clavering who was previously with American Airlines and Varig.

Jim Haggerty, PHL District Sales Manager, and his wife Joan recently spent a weekend in Paris. They had a marvelous time and apparently wiped out the perfume market. So far the champagne market hasn't made its report.

John (and it is two n's) Norcum, EWR Sales Rep and his

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MEMO

TO: Len Kimball
FROM: Dorothy Phillips
SUBJECT: Tigereview

I noticed in the Braniff Air Lines' company paper they have a section where they print letters from customers . . . including complaining ones as well as complimentary ones.

Now I see Eastern Air Lines is starting the same thing, as per attached.

I thought perhaps it might be a good idea from time to time to print a complaint letter in the Tigereview. I realize the paper does go to customers, but maybe they would feel that we do carefully consider complaints and are constantly trying to better our service.

(Editor's Note: Miss Phillips has an excellent idea. So the next thing is letters. We're not seeking letters that tear the company down. We're inviting both constructive criticism as well as praise for jobs well done.)



Hugh Melville (left) and Bud Sherry (center) get their winning awards from Al Penrose.



Al Penrose presents turkeys to the winning lady shooters—Marty Kane (left) of Maintenance and Diana Lastufka of Flight Operations.

Tiger Gun Club Enjoys Turkey Shoot

The Flying Tiger Line Gun Club at Burbank came up with 13 winners at a Thanksgiving turkey shoot. Al Penrose, executive officer, announced.

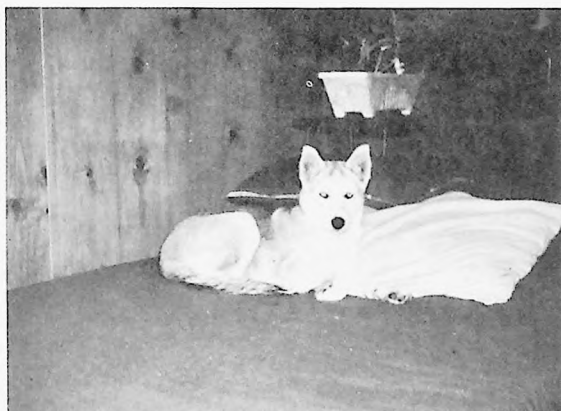
The club, organized in 1951, has 35 members and is looking

for more. Club membership is open to all FTL employees and their immediate families.

The Thanksgiving and Christmas turkey shoots are annual events with all FTL employees and friends invited.

Winners of the Thanksgiving event were Andy Sherry, B. J. Gill, B. Sherry, H. Mulville. E. Stowell, C. Hambright, W. Loeffler, J. Archer, B. Cole, N. Jones, J. Archer, M. Kanke, and D. Lastufka.

Club officers are B. H. Senn, president; H. Singleton, vice president; W. Loeffler, secretary-treasurer; and Al Penrose, executive officer. Want to join? Contact any of the officers direct or c/o Tiger Talk.



Betrothed Couple Adopt Husky

George Patrick of Boston Maintenance and Agatha DiNitto, secretary for Boston Sales, will be married next February but they have already solved the problem of what to do about a pet.

George, who was stationed at Cold Bay, Alaska, at one stage of his career, told Agatha that the greatest pet in the world was a Siberian Husky. Agatha was a little doubtful until George came up with Adak, pictured here, a

five-month-old female.

Now Adak, obviously named for the famed island in the Aleutian chain, is not only the pet of George and Agatha but of the Boston station, where she can be found any day. Adak is obviously enjoying herself, except when someone opens a door and she scoots out. Sometimes she doesn't quite make it and her tail gets trapped. It is then you know that Adak is around!

Evelyn Wisner, nurse at Flying Tiger's Burbank Maintenance Headquarters, recommends that employees read the following item. "So many of our workers ask for these pills and I won't carry them. This will explain the danger involved," she said.

Pep Pills Don't Keep Away Sleep

By H. L. HERSCHENSOHN, M.D.

"Pep" pills should never be taken as a substitute for sleep, especially when you are driving, because they can kill you!

The pills may keep you awake, but the trouble is that the natural fatigue of the body becomes greater and greater, even though you may not be aware of it for awhile. When it is felt, it can happen suddenly, in an instant. You are overcome with exhaustion, fall asleep without any warning and, if you are driving, a crash is inevitable.

Truck drivers, particularly, often try to see how far

they can go without sleep or rest.

Unfortunately, there are peddlers in "pep" pills who obtain and sell them illegally. As long as they make a profit, they do not care what happens to the truck drivers. It is time that the drivers were aware of the great danger and stopped risking their lives to go an extra hundred miles or so.

These pills, also known as "bennies" are useful when prescribed by a doctor and taken exactly as he orders. When taken promiscuously, especially by a motorist, it is an invitation to disaster. They are also habit forming.



Irma D. Mitchell (right) of The Flying Tiger Line at BUR, and her niece, Beverly Wieser, recently enjoyed a fun-filled holiday weekend at Disneyland Park and Hotel as the Magic Kingdom Club's "Family of the Month." Every phase of Disneyland was open to them, from the rollicking song and dance at the Golden Horseshoe Revue in Frontierland to Tomorrowland's sleek, modern Monorail. They also enjoyed Walt Disney's newest attraction, the Enchanted Tiki Room, with its more than 200 animated tropical birds, flowers and tikis. As guests of the Disneyland Hotel, they were welcomed at the Gourmet Restaurant and the Hotel Coffee Shop for some delightful meals. On Sunday, our "Family of the Month" returned to Disneyland to continue their visit with more rides and attractions, and to complete their two day holiday at the Magic Kingdom. Membership in the Disneyland Magic Kingdom Club is free to all personnel. It entitles you and your family to extra entertainment values at Disneyland, and special savings available only to Club members. In addition, membership makes you eligible for selection as "Family of the Month," a weekend as the guests of the Disneyland Hotel, Gourmet Restaurants, and Disneyland Park. For more information on how to become a member of the Magic Kingdom Club, contact Charles W. Steese at BUR.



Cold Bay, Tiger base at the top of the Aleutian chain far up in Alaska, sometimes is a pretty busy place and you eat and sleep on the run. Carl Soderblom of SFO Canops was there the other day and



got pictorial evidence that sometimes you sleep whenever you can, as witness John Bain (with cigar), station manager PACD, and Liddel Pan, maintenance manager PACD.

STATION ROUNDUP

(Continued from Page A)

wife Mary will spend a weekend in San Juan shortly to regain their summer tan.

Pete Healy, EWR Station Manager, now has a new secretary, Valerie Reznak, added to his staff. Jan Miller retains her position as Administrative Clerk.

SFO Doings

by Rosalie Ross

Bill Grassfield and his wife Mitzie, Ivan and Helen Towler, Jim Breeze and John Swanson (all of SFO Operations) comprise a bowling team called, of course, the Flying Tigers. They are part of the San Francisco International Airport Winter League and are currently in first place in the league.

Jerry Johnson of SFO Sales manages a softball team in the Burlingame-Peninsula League on which John Edgar, also of SFO Sales, is a player. We are happy to report that they have maintained the Tiger "Can Do" tradition by winning the Burlingame championship.

Marge Hough reports that the Crew Room has a collection box now for donations for the Korean Orphans, for whom the Tigers have made so many flights in the past few years.

From Burbank

by Alice Kraus

John Beckwith, son of Jim Beckwith of the Maintenance department in Burbank, won a \$4000 scholarship to Loyola University. John is 17 years old and will use the scholarship toward

a degree in Law at the university. Our heartiest congratulations to you, John. That is indeed an achievement.

Miss Margaret Elaine Ely, daughter of Mrs. Genevieve Ely of our Contract Administration Department in Burbank, was married to Thomas Colette, an ex-Tiger co-pilot on November 21 in St. Patrick's Church in North Hollywood, California.

The bride was graduated from Immaculate Heart College in Los Angeles where she affiliated with Delta Chi Phi and was presented at the Rose of Castile Ball. The bridegroom attended San Fernando Valley College.

The couple took a wedding trip to Acapulco. They met when Margaret was deadheading on a Tiger flight on which Tom was co-pilot.



Mr. & Mrs. Anthony Orlando (Lenore Unger)

Lenore Unger of the Cost Accounting Department has a new name. She was married on October 10 in Lancaster, California, to Mr. Anthony Orlando of Chicago. Several of her fellow Tiger employees attended the wedding and the dinner reception which followed. The couple have made their home in Sherman Oaks, California. Congratulations and our best wishes for much happiness!



Mr. & Mrs. Thomas Colette (Margaret Elaine Ely)

There'll be some changes made at Mike Bota's house as on December 1 his wife presented him with a 7 pound 4 ounce daughter whom they named Valerie. Valerie is the second youngster in the Bota household. Mike is Staff Counsel in the Treasury Department.

Those calling Burbank will miss a very pleasant voice as Claire Williamson who has been saying "Hello, The Flying Tiger Line" on the General Office switchboard for 13 years is leaving the company in early December. Claire, who is married to Bill Williamson in Crew Control at Burbank, has decided to become a housewife full time.

Pin Awards

Ten Year

Leonard Fleckenstein	.....ORD
John W. Long	.....CLE
Howard Orth	.....DTW
George Penland	.....SFO
Arvel Rector	.....LAX
Henry Simmonds	.....BDL

Five Year

John T. Baron	.....BUR
Ken Conrad	.....SFO
Christina Dinsmoor	.....BUR
Joe Fair	.....BUR
Irma Mitchell	.....BUR
Pat Murray	.....SFO
Vince Setteducato	.....EWR



BUR Tigers Again Collect Food, Toys, Clothing for North Indians

Once again as Christmas nears, the Flying Tigers at the Burbank Maintenance Base are conducting a drive for Christmas packages for the Indian families in far-off Perryville, a remote, isolated, tiny village near Cold Bay, fuel stop in Alaska for Tiger

North Pacific flights. Clothing, food and toys are being collected for the villagers. Donation barrels, such as those pictured here (A) are scattered throughout the hangars and offices, together with a central display (B) showing families and village scenes.

EXCHANGE OF LETTERS TELLS SHIPPER, FTL ALL-CARGO STAND

(Editor's Note: The following exchange of correspondence between J. R. Fitzwater, manager of marketing service for the Eitel-McCulloch company, major electronics manufacturer of San Carlos, Calif., and President Robert W. Prescott of The Flying Tiger Line will prove informative to all followers of airfreight and the problems involving the all-cargo and combination passenger-cargo carriers. It is reproduced especially for persons who come in daily contact with these complex problems.)

EITEL-McCULLOUGH • INC.
301 Industrial Way, San Carlos, California

Mr. John F. Budd, Editor
Air Transportation
10 Bridge Street
New York, New York 10004

Dear Mr. Budd:

It is alarming to have been saturated with "white paper," charges, countercharges, criticisms, etc., in the area of the "fight for supremacy" currently being waged between the all-cargo air carriers and trunk line air carriers.

A number of years ago a letter to the editor of *Traffic World* appeared in that publication that reflected the feeling of a manufacturer as to the rate levels that were charged by the various airlines in the movement of airfreight. The meat of this article inferred that it might be wise to place the regulation of air passenger and freight rates of the airlines under the jurisdiction of an established branch of the government (the Interstate Commerce Commission), which might have a tendency to stabilize the industry. That was and still is a strong statement with obvious possible repercussions. There is nothing wrong with the Civil Aeronautics Board in their administration, particularly of the airfreight rate structure. The CAB charter clearly delineates that which can and cannot be done. The Chairman of the CAB and his staff are a mature and far-seeing group.

The charges and countercharges between the trunk lines and certain all-cargo air carriers have been presented with apparent sincerity on the part of those individual carriers. The fact that a trunk line carrier may or may not use the profits of passenger revenue to offset the losses of the cargo operation is an economical problem that we, as a manufacturer, are concerned with. But a statement in the mid-May 1964 edition of your magazine leaves much to be desired on the part of our company. The inference of the statement was that manufacturers and users of airfreight should support an all-cargo air carrier with our traffic. This is like putting all your eggs in one basket and facing the risk that the entire basket be lost because of unknown quantities that will undoubtedly occur.

From an economical standpoint of airfreight rates such a proposal is ridiculous; a review of this company's east-bound tonnage indicates that from a service and cost standpoint only one of the all-cargo air carriers can serve us and then only into two specific cities, with the trunk line carriers providing service and rates lower than that which would be incurred by the use of an all-cargo air carrier. There are, of course, exceptions to this.

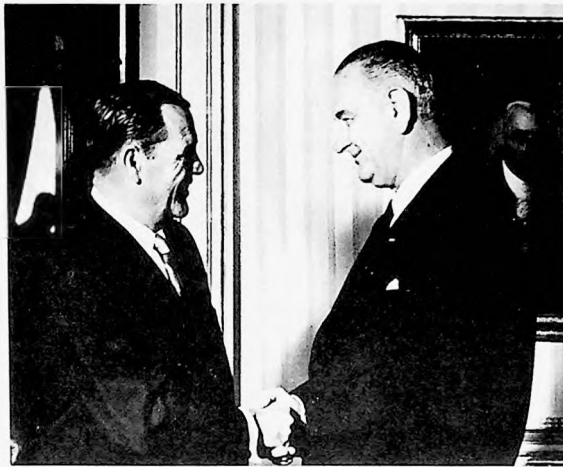
According to reliable information supplied to the writer, it is interesting to note that using the month of April 1964 as an "average month," a total of only 37 eastbound flights originated in San Francisco and terminated at J. F. Kennedy and Newark, over a period of one week! These flights were made up of a combination of CL-44's, Lockheed 1049's, Boeing 707's and Douglas DC-8's, either in the all-cargo version or combination aircraft. Based upon figures supplied from authoritative sources, this represents a total lift available in one week of 2,740,000 pounds.

Again relying upon the same authoritative sources, it has been determined that the average tonnage offered to the all-cargo carriers and trunk line carriers moving from the San Francisco International Airport, with off-loading accomplished at J. F. Kennedy and Newark was 1,500,000 pounds during April 1964. From this, it is obvious that there was only a 52 per cent of aircraft utilization based upon the lift capacity of the aircraft offering services by the various airlines.

It has been determined by the writer that the information to develop the break-even factor for profitable operation of either piston aircraft, turbo-jet, or straight jet is strictly proprietary information. Aside from this, it seems reasonable to someone only remotely connected with the airfreight factor that there is more lift available than there is tonnage moving and there is only one place that the airlines can look for additional tonnage. That is the freight now being handled by surface carriers.

Now let us look at the variety of choices that a manufacturer may

(Continued on Page 8)



President meets a President—President Lyndon B. Johnson welcomes President Robert W. Prescott of The Flying Tiger Line on a recent White House visit in which Prescott joined a group of leading businessmen at lunch with President Johnson and cabinet officials. The businessmen were given a briefing on American economy and world problems pertaining to business.

'Thank You'

PINNACLE ORCHARDS
Box 1432 • Medford, Oregon 97501

Mr. Joe Ryan
The Flying Tiger Line Inc.
International Airport
Portland, Oregon

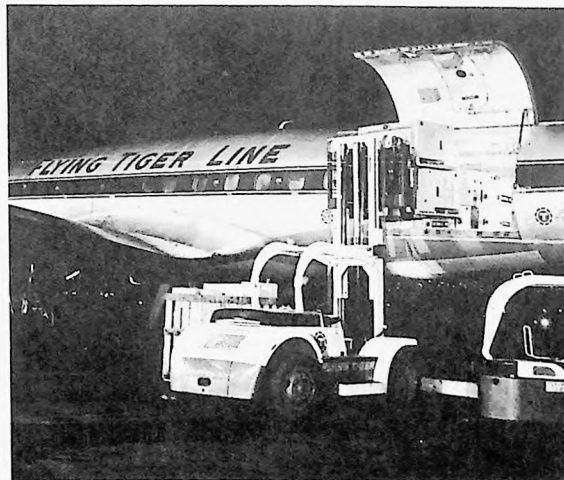
Dear Joe,

Thank you very much for sending me the book "Hungry Tiger" which tells the story of The Flying Tiger Line.

I have found the book to be very interesting and certainly hope its publication will be helpful to your side in the battle with the major passenger airlines who are trying to enter the airfreight field.

Again, my sincere thanks for the book.

Yours very truly,
PINNACLE ORCHARDS
Dan Hull, Manager



Portland, Ore.—Digital readout system built by Tektronix, Inc., of Beaverton, Ore., is gently moved inside a special crate being lifted into a Flying Tiger Super H Constellation. The new system, recently developed by the Oregon electronics firm, is the most complex piece of equipment they have ever assembled. Costing some \$25,000, the system was cushioned in a specially constructed spring-loaded pallet to protect the system against any vibration.

P.M. General Asks Rate Cut for Hauling Airmail

The postmaster general has petitioned the Civil Aeronautics Board for a domestic airmail rate cut from 30.17 cents to 19 cents per ton-mile. If adopted by the CAB, domestic mail pay to the airlines would be reduced about nine cents per ton-mile, or 25 per cent.

The postmaster general's petition follows upon a similar action last spring which resulted in reductions of both trans-Pacific and trans-Atlantic mail rate cuts.

The action of the post office has been urged by The Flying Tiger Line over a period of years. President Robert W. Prescott of FTL in full-page advertisements in *Washington* last spring highlighted the lucrative mail pay returns of the passenger lines by pointing out that you could ship lobsters for less than half of what the airlines were charging the government to carry the mail. Several years earlier, he had petitioned the CAB for a chance to carry the mail at the same rates charged for airfreight. No action was ever taken by the CAB and the matter is still pending.

Prescott's attack on mail rates stemmed from charges that the airlines were profiting excessively from the high mail rates and using such excessive profits to subsidize huge losses incurred in the operation of all-cargo aircraft. He asserted that the objective of the passenger lines was to put the all-cargo lines out of business and demanded that the government act to remove through mail rate reductions what amounted to subsidy of their excessive freight competition against the all-cargo lines.

The implication of the proposed cuts is illustrated by the fact that American, United and TWA's combined cuts would probably save the government \$10 million annually.

Prescott Re-elected

Robert W. Prescott, president of The Flying Tiger Line, has been re-elected a director of the Air Transport Association of America for the year 1965.

Air Parcel Post High

The growing importance of air parcel post traffic in the FTL system was demonstrated in October, when the airline hauled more than 600,000 pounds of this freight. This volume is more than double that carried a year ago, when the traffic was just beginning to develop.

Exchange of Letters Tells Shipper, FTL All-Cargo Stand

(Continued from Page 7)

make to move his product by air from a manufacturing point 30 miles from San Francisco International Airport to a destination within the 30 miles delivery zone of J.F.K. Airport at New York City. Taking commodity "X" (and for reasons of potential identification we have purposely called it commodity "X"), the choice of rates available is almost as varied as the price of bread in a supermarket. Product "X" can be shipped five ways, resulting in six different rates being applied by the air services available.

Maximum utilization of aircraft space in relation to time is assumed to be a major factor in the establishment of rates. In view of the variety of services available which have been offered to the shipping public, would it not be conceivable for the airlines to stop trying to wrest freight from one another and to look at new markets? In some instances they are doing just this, but nothing tangible seems to have been done to attract freight from the ground to the air.

The all-cargo carriers are certainly to be complimented on their persistence in obtaining their permanent certification by the CAB. But certain of the all-cargo air carriers, for obvious monetary reasons, have very few qualms about reduction in service for commercial freight in the event of unusual charter or contract flight requirements. This has been evidenced a number of times.

With the advent of the all-jet airfreighter there is obviously need not to try to divert traffic to one airline from another, but there is obviously a need to fill the aircraft for a profitable operation. The only solution to this is the diversion of certain traffic now moving by methods other than air. This diversion can be done only by a competitive cost and service approach. When this is done then all major airlines will be operating at load factors sufficient to generate a reasonable profit on their investment.

So much has been said by the authorities of the airline companies that we, as an extensive user of airfreight, feel that it is time for the air cargo carriers to stop the name calling and sit down on a mature, constructive approach with each other under the guiding hand of the CAB, and to develop an orderly, progressive plan for the future of the airlines and the general shipping public who need this excellent type of potential service. Let us, meaning the airline operators, the shipping public, and the regulatory authority, maturely and in an orderly fashion, assist each other in the growth of this means of transportation with proper respect for each other's problems. There are three sides to every story—their side, our side, and the truth.

Very truly yours,
J. R. FITZWATER, Manager
Marketing Service

THE FLYING TIGER LINE INC.
OFFICE OF THE PRESIDENT

Mr. J. R. Fitzwater
Manager, Marketing Service
Eitel-McCullough, Inc.
301 Industrial Way
San Carlos, California

Dear Mr. Fitzwater:
You were kind enough to send me a copy of your very interesting and thought-provoking letter to John Budd of *Air Transportation Magazine*.

I would like to take the liberty of expressing some thoughts on the subject matter to you.

In the first place, our "White Paper" campaign is not just for greater gain—it is absolutely for survival. It is not possible for the all-cargo lines to stay in business under today's competitive conditions. We are losing \$2,000,000 to \$3,000,000 per year on our commercial freight operations. We have for the past several years kept our company alive by doing many diverse things, principally Military Contract work overseas. Some day we know this source will dry up and if we have to depend entirely on our domestic airfreight to survive, we would not last a year. Thus, we started this campaign while we still had the resources for survival rather than to wait until we are on the brink of destruction.

The principal reason for the unprofitable situation is there is just too much all-cargo competition on our routes for anybody to obtain sufficient volume to sustain an operation.

Last year on the transcontinental routes there was a volume of freight to the amount of \$75,000,000. Of this, \$25,000,000 went in the bellies of the passenger planes. The remaining \$50,000,000 went in all-cargo equipment. Four carriers were competing for this business—ourselves and the three passenger airlines who were flying all-cargo equipment. We got our share—about \$12,000,000. But this is



San Francisco—The first California redwood tree scheduled to be planted in New Jersey is shown as it was loaded aboard a Flying Tiger plane by Stewardess Judy Cotton, who got Christmas off to a flying start by adding a few lights. The six-foot evergreen isn't destined to become a Yule decoration but is being flown to New Jersey by Kaiser Gypsum Company of Oakland. The West Coast based company is putting down new roots on the East Coast, and the tree is symbolic of Kaiser Gypsum's West-goes-East expansion. The company will break ground for a multi-million-gypsum products plant in New Jersey and the Redwood tree will be planted there at a ceremony by Claude E. Harper, president of the company. It's a long ride for a Redwood, which will become a long-lasting goodwill ambassador.

just not enough volume to support a transcontinental system, believe me. We lost \$2,000,000 and the other three carriers, by the Civil Aeronautics Board's own figures, lost \$20,000,000. This is getting nobody anywhere. The only possible result of this situation is that one day when we lose our outside sources of revenue we will be forced out of business. Our competitors will not of course.

You speak of putting all your eggs in one basket. I ask you to dwell on one thought for a moment. What will happen to you as a shipper when we are no longer on the scene to give them competition? Do you imagine that these companies will continue to lose \$20,000,000 per year just to give you airfreight service at today's rates? Would you, if you were in their shoes? I don't believe you would, or they would. The inevitable result would be either the rates would go up or the service would disappear.

Our aim in the "White Paper" is not to drive our competitors out of airfreight, but to get them to stop the all-cargo competition that is causing us all to lose money. They would still be free to carry belly freight, and at a considerable profit, since the added cost of carrying belly freight is practically nil. This would leave us in a position hopefully to gain enough volume to sustain ourselves. This would seem to me to be a sensible, happy solution to this difficult problem.

You know, while there was \$75,000,000 of airfreight business last year on the transcontinental routes, there was \$1,250,000,000 of passenger business to be divided by only three carriers, and they are enjoying big increases this year. So, we are not taking a great deal away from them if we are successful.

Another point—you stated that we should go after surface business instead of fighting each other for what's in the air. I ask you, Mr. Fitzwater, where do you think today's airfreight business comes from? It comes off the surface, and we are constantly plotting ways and means to get more of it. The economics of the airplane limit our market, but we are every year getting more and more of it from surface. You know, none of today's \$75,000,000 was in the air when we started. It was on the surface.

Yours for survival—your company and mine.

Sincerely,
ROBERT W. PRESCOTT

Magazine Story Shows Attitude Of Air Shippers

Air Cargo, one of the nation's leading magazines devoted to the story of airfreight, makes an annual survey of leading shippers on their thinking about airfreight.

Here are some interesting statistics developed from responses received from 951 shippers:

How do you determine the mode of transportation?

Apply economic comparison to individual shipments—59%

Apply economic comparison to all shipments—27%

What's the most important factor in determining the mode?

Cost60%
Reliability56%
Speed28%

Does your company specify the mode and carrier?

Yes on mode87%
Yes on carrier75%

What per cent of firms placing order specify mode and carrier?

10% or less57%
What primary factors count most in computing distribution costs?

Transportation93%
Handling76%
Packing64%
Warehouse49%
In-plant storage34%
Insurance33%

What per cent of your total marketing costs are distribution costs?

10% or less38%
11-25%27%
Don't know25%

What per cent of your shipments are considered emergency?

Less than 25%40%
100%30%

During the past year, did your use of airfreight increase?

Yes64%
No36%

Do you feel that increased use of airfreight would change your distribution costs?

Yes72%

If yes, would these costs increase or decrease?

Increase95%

In moving shipments to air terminals, which means do you use?

House truck48%
Airline truck47%
Other agents49%

Flying of Foodstuffs Soars as Rates Drop, Gourmet Buying Rises

By Roger Ricklefs, Wall Street Journal

A Casper, Wyo., housewife serves her party guests French bread flown in from Paris. Diners at New York's Waldorf-Astoria savor St. Peter's fish, a rare delicacy caught in the Sea of Galilee a day earlier and flown to the U.S. aboard El Al Israel jets. And West Coast papaya lovers now enjoy tree-ripened supplies of the fruit, thanks to airfreight.

As such examples testify, the airplane is creating a minor revolution in eating habits. Airfreight to ship foods, especially gourmet items, is a booming business that airlines are carefully nourishing by repeated rate cuts.

Foreign and domestic foodstuff traffic of U.S. airlines is growing about three times as fast as airfreight in general. And the general airfreight figure itself is climbing; this year it's running at least 20% ahead of last year's level of just over one billion ton-miles. A ton-mile is one ton flown one mile.

Food still accounts for less than one-tenth of total airfreight, but its growth has just begun, many authorities say. Leslie M. Cox, traffic manager for Western Growers Association, a group of produce growers and shippers based in Los Angeles, comments, "There's no doubt in my mind that airfreight for our members will grow tenfold in the next five years."

Unused Capacity

Despite such growth, it isn't keeping pace with the expansion of cargo capacity of the air carriers. Many of the bigger new jets can carry roughly three times as much freight as the piston planes they replaced. As a result, only 48% of U.S. air cargo capacity is now being used, down from 56.8% five years ago, according to the Air Transportation Association of America.

Airlines are searching for freight traffic that might rise sharply if rates were cut, thus helping use empty cargo space. And food is a prime candidate.

Besides helping the airlines, airborne food shipments are boosting sales of many a small retailer. Bread from Paris has become a big seller at Cheese Unlimited, a small New York store, which says it sells about 1,000 loaves a month, double the amount two years ago. Each long, thin loaf, weighing under a pound, costs 59 cents, of which the airfreight is about 15 cents.

"Lots of people think the price is extravagant, but they'll pay it for a special occasion," says Gus Chacham, who operates the store with his brother. A middle-aged

New York executive, buying five loaves, says: "We use the bread every time we give a party. People talk about it more than the main course."

Airfreight also solves big and little kitchen emergencies. For a party last month celebrating the fourth anniversary of its Bull and Bear restaurant, the Waldorf-Astoria had no trouble representing the bull with beef, but the bear posed a problem. The last-minute solution: A 680-pound bear from the Canadian wilds was flown in for the meal.

Like many hotels and restaurants, the Waldorf is turning to airfreight to obtain fresh foods all year. "With frozen foods on the rise, guests appreciate freshness more than ever," says Alfred E. Matt, food and beverage manager. The hotel, which employs six men to do nothing but cut fresh string beans, is using 15 times as much food shipped by air as it did 10 years ago, says Eugene R. Scanlan, executive chef.

In Hollywood, Patton's Nutrition Center is flying in ripe papayas from Hawaii. It charges 49 cents apiece for them, compared with only 35 cents to 39

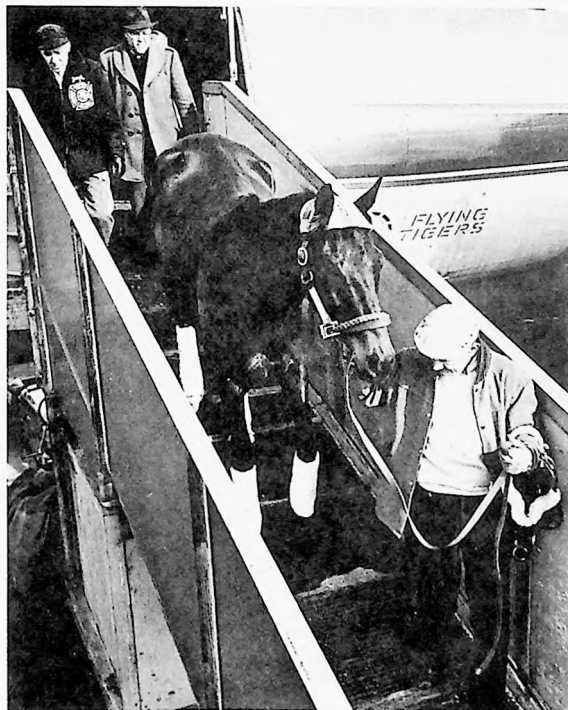
cents for papayas picked green and shipped by surface carrier. Despite the increased price, the store boosted its monthly sales of the fruit to more than 1,500 from 500 since it began using airfreight. "Customers say this fruit tastes much better when picked ripe," says Miss Loretta Brown, part owner of the store.

For a large "fancy food" chain of stores, such as Jurgensen's Grocery Co., Pasadena, Calif., airfreight may be the extra service that distinguishes it from ordinary grocers.

"It widens the gap a little more between us and the supermarkets, many of which are getting into the gourmet field themselves," says Robert W. Jurgensen, executive vice president. "We often ship gift items by air and we've sent birthday cakes by air to servicemen overseas."

It often is cheaper to ship foods by air from areas where they are abundant and cheap than to buy them locally during the off-season when they're scarce. When water cress was in short supply around New York this fall, Restaurant Associates, Inc., a New York chain operating such luxury establishments as the Four Seasons, saved money by ordering a supply flown in from California.

Restaurant Associates says rates on its air shipments of food have



Flying Tiger lore in the transportation of famous horses added another chapter when Kelso, winner of horse-of-the-year award four times, was flown from the West Coast to New York for the Aqueduct racing season. Here Groom Lawrence Fitzpatrick leads the valuable racer from a Tiger freighter on arrival in New York.

'Thank You'

CLIMAX MOLYBDENUM COMPANY
Mines Park, Golden, Colorado

Mr. J. G. Goss, Customers Service Mgr.
The Flying Tiger Line
5720 Avion Drive
Los Angeles International Airport
Los Angeles, California

Dear Mr. Goss:

Although somewhat tardy we want to express to you and your organization our appreciation for the assistance given us July 11, 1964 in handling the electrical cable freight from Philadelphia, Pa. to Denver, Colo.

As we explained to you on the phone, this shipment was of the highest priority in order to get all our employees back to work at the earliest possible moment.

We are very desirous of conveying to you, as well as to your officials, we appreciate the competent, courteous manner in which you handled all the communications and arrangements on July 10th. The manner in which we were kept advised as to the progress was very assuring. As you might know, there were other items requiring our time and concentration, as well as the electrical cable which you handled, and the factual information relayed by you and your organization did relieve us of considerable concern, as well as work.

Your Capt. "Mac" Canaday was most helpful in Philadelphia and also upon arrival in Denver. His assistance and help in unloading was everything we could expect.

I hope that one of these days I will have the pleasure of meeting you personally and thanking you again.

Sincerely yours,
CLIMAX MOLYBDENUM COMPANY
S. W. Swenson
Director of Purchases

dropped to about one-half the level of five years ago. But the diner still pays a sizable premium. One typical bill received by the chain recently totaled \$235.28 for 86 pounds of fish caught in France and flown from Paris. Of the total, \$67 represented transportation and a small tariff.

Some cost savings are possible using air transport of highly perishable foods. A New York hotel says that 40% of the oysters it orders from Washington State

which are shipped by truck die in transit and must be discarded. Since such losses are negligible with airfreight, the net cost per oyster is about the same by air or by truck, the hotel claims.

The largest gains in foodstuff air traffic are in such highly perishable products, airlines say. Flying Tiger Line's total perishable fruit traffic this year is up between 200% and 250% from last year, Joseph Strock, the cargo carrier's director of perishable sales, estimates.

'Thank You'

WINCHESTER-WESTERN DIVISION

Olin

275 WINCHESTER AVENUE, NEW HAVEN 4, CONNECTICUT

Mr. Warren A. French
District Sales Manager
The Flying Tiger Line Inc.
Bradley Field
Windsor Locks, Conn.

Dear Warren:

Please accept our grateful acknowledgement for a well done job on 9/10/64.

We had a serious threat of missing a display opportunity at Abercrombie & Fitch, but your prompt attention to our problem solved it beautifully. The folks at A&F were also very impressed with the dispatch and cooperation with which this was handled.

Again, please pass our thanks to all who made this move the success it was.

Very truly yours,

DAVID F. SPILLANE,
Divisional Transportation Manager
Per J. D. MULCAHY, Senior Specialist
Transportation Services

FTL BRIEF CLAIMS 'BIG 3' LOST \$20 MILLION ON ALL-CARGO

An allegation that the combination passenger lines lost more than \$20 million flying all-cargo equipment in the year ending June 30, 1964, was made by The Flying Tiger Line in a brief filed with the Civil Aeronautics Board. Answering complaints made by the passenger lines against a blocked space tariff filed by FTY, Ivan Kerno of Tiger legal staff in Washington, said:

"The complaining carriers can themselves utilize the Flying Tiger blocked space service to meet their own requirements while minimizing and even eliminating losses in all-cargo aircraft operation."

He referred to the opportunity by which other air carriers as well as shippers can conclude blocked space contracts with an all-cargo airline and use them to move large-scale shipments obtained by the carriers. Such contracts are permissible under the rules laid down by the Civil Aeronautics Board in a decision granting all-cargo lines the exclusive right to sell blocked space at wholesale rates.

Kerno said that studies made by Flying Tiger of reports by the passenger lines to the CAB on their operating data showed that:

United Airlines lost \$5.5 million in the year ending June 30, 1964, on all-cargo operations; American lost \$10.5 million and TWA \$4.3 million, or a total of \$20.3 million.

This figure updates a study by the CAB a year ago in which Chairman Alan Boyd said the passenger lines lost more than \$20 million in all-cargo operations for the year ending Sept. 30, 1963.

Of significance is the fact that the passenger lines, despite traffic gains in freight, are losing as heavily in flying all-cargo jet equipment as they did when operating only piston-engine aircraft.

The passenger lines have asserted that their jet cargo operations are profitable but they fail to substantiate them with a breakdown of cost figures.

Kerno said that under the Tiger block space tariff, any of the major passenger-cargo carriers could purchase space from FTL at a ton-mile cost of 12.34 cents or lower.

By contrast, he said it was costing United 12.82 cents per ton-mile for direct operating cost alone on its jet freighters. With the addition of indirect operating costs, he said United is losing 13.7 cents per ton-mile in all-cargo aircraft.

Direct operating costs are the cost of fuel, direct maintenance, insurance, crews, and depreciation, while indirect costs encompass administration and sales, indirect maintenance, ground and traffic servicing.

As for American, the Tiger brief charged that it was losing 30.47 cents per ton-mile on its DC-7F freighter operation and 16.48 cents on its jet freighters, while TWA losses in 1619A Constellation freighters totaled 42.69 cents per ton-mile and 17.42 cents on jet cargo equipment.

Such losses, the Tigers allege, are being subsidized out of lucrative passenger, mail and express revenues and at the expense of those users of such passenger services to finance unnecessary competition by the passenger lines against the all-cargo carriers.

'Thank You'

WILLIAMS EXPORTERS
917 S. W. Oak Street
Portland 5, Oregon

The Flying Tiger Line
Portland International Airport
Portland, Oregon
Attn: Mr. Joe Ryan

Dear Joe:

Have just finished reading "The Hungry Tiger" that you sent me, and I want to thank you so very much for this book.

In places it was so interesting I couldn't put it down. It gives a good insight on The Flying Tiger Line which I found to be fascinating.

Many thanks again for your book—keep up the interesting work so they can write another book sometime!

Sincerely,
HOPE WILLIAMS
WILLIAMS EXPORTERS

Precious Cargoes of Jet Engines Coddled in Flying Tiger Flight

By William Schulze, Aerospace Editor
Seattle Post-Intelligencer

Seattle—Brilliant in their fiery orange or stratosphere blue plastic covers, like enormous gems, shipments of aircraft jet engines flown into Seattle for Boeing are the most precious cargo—except for people—arriving at Seattle-Tacoma Airport.

Airborne even before being fitted to jet transports on the production line at Boeing's Airplane Division, in Renton, the engines are flown across the continent from the Pratt and Whitney plant at Hartford, Conn., to Los Angeles and up the West Coast to Seattle.

Each engine is worth a quarter million dollars. The average number landed here by The Flying Tiger Line is four, making a total value of a million dollars. Up to eight engines may be carried on a single flight, though this is rare, and when this happens

Boeing has to take out excess insurance on the \$2 million load.

A change in 1957 from rail to air shipment of the engines speeds delivery, cuts transportation costs and reduces the number of engines Boeing has to stock here, said Leo E. Meyers, Airplane Division traffic manager.

Meyers invented a special metal buck or stand on which each engine rides. The engines used to be encased in metal cans which weighed 3,800 pounds, he said. The Meyers buck weighs only 750 pounds. The old containers cost \$1,850 to \$1,750 and were not reusable, while the Meyers buck costs \$750 and is reusable.

"We saved \$750,000 on the first 500 engines we shipped," Meyers said.

Boeing now has airshipped in well over 2,000 jet engines for commercial jet-liners. The engines weigh 3,800 to 4,900 pounds

Export-Container Tariff Filed by Flying Tiger Line

The Flying Tiger Line has announced the filing of a tariff with the Civil Aeronautics Board applicable to containerized shipments moving by air from New York to Pacific coast ports forwarded movement by ship to the Far East.

The airline said the tariff, subject to action by the CAB, would become effective November 26 if approved.

"Flying Tiger proposes to transport these shipments, already in containers, across the continental U.S. to west coast ports for beyond movement to the Orient," the airline said.

"The convenience of incidental expenses, involved in the shipments which are transferred to ocean vessels, included in one rate will attract export shipments into airfreight service."

Flying Tiger said it plans to charge \$27.04 per 100 pounds on shipments moving from the New York-Newark area to Los Angeles, San Francisco, Oakland, Portland, Seattle and Tacoma. Rates per 100 pounds for shipments moving at the 1,000-pound weight level will be \$25.24; \$24.07 at 2,000 pounds; \$23.17 at 3,000 pounds; \$22.44 at 5,000 pounds, and \$22.07 at 10,000 pounds.

Flying Tiger said it expected to attract from 75,000 to 100,000 pounds a month with the new service.

each.

"Jet engines are among the largest volume items shipped to Boeing, and are the most valuable, money-wise," Meyers said.

They also provide The Flying Tiger Line with its largest volume from any single kind of cargo flown to Seattle.



News on new methods of distribution was the subject of this luncheon group composed (left to right) of Hal Phillips, president of Hal Phillips and Associates, Los Angeles; President Bob Prescott of

The Flying Tiger Line; Raymond Kay, West Coast editor of Iron Age; and Richard S. Davidson, publisher of Distribution Age, Philadelphia. Kay is one of FTL's earliest stockholders.

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