

Aircargo Future Stable, No Profits Yet: Prescott

Airfreight, with a growth record of 25 per cent annually over the past 5 years, has a stabilized future with predictable goals after 15 years of doubt and struggle—but nobody is making any money out of it, Robert W. Prescott, president of The Flying Tiger Line, declared. The flaw, Prescott said, is that there are too many airlines trying to fly all-cargo aircraft in direct competition with each other.

His remarks were addressed to the March meeting of the New York chapter of the Aviation Space Writers Association called to hear a panel of six airline executives on the subject of air cargo. Robert Murphy, vice-chairman of the Civil Aeronautics Board served as moderator.

Outlines Problems

Asserting that the main trunk passenger lines are losing 20 million dollars a year flying all-cargo aircraft in competition with the certificated all-cargo carriers such as Flying Tigers, Prescott

outlined the problem this way: *"Today there is about 100 million dollars per year of airfreight business on the trans-continental routes we fly. About 40 million dollars of this goes in the baggage compartments of the passenger jets. This leaves about 60 million dollars for the all-cargo aircraft. Today there are five carriers competing for this business in all-cargo aircraft. The result is we are all losing money at it. The reason is you just cannot sustain a trans-continental all-cargo operation on one-fifth of 60 million dollars."*

Putting the problem in reverse, Prescott said that on the (Continued on Page 2)

Albert Leads Sales Survey Team To Develop Traffic from the Orient

Peter T. Albert, vice president of sales for The Flying Tiger Line, headed a five-man contingent of the airline's sales executives on a two-week tour of the Orient in February to consult with shippers, carriers and freight agents in connection with the airline's rapidly growing Orient-United States traffic.

The tour coincided with the airline's application to the Civil Aeronautics Board for a trans-Pacific air-cargo certificate.

Tokyo Up 53%

Albert pointed out that the Tokyo office of the airline experienced a 53.7 per cent traffic increase in 1964 despite the fact that the airline now has no trans-Pacific commercial operation other than charters.

"A certificate giving us operational rights throughout the Pacific would vastly increase our traffic, which is generated presently either through steamship

connections at western United States ports or through interline connections with Pacific air carriers touching western United States airports," Albert said.

Accompanying Albert were George Zettler, general sales manager; Leo Stevens, director of project sales; Ronald Clark, European sales manager; and Vernon Gray, international sales manager.

Flying Tigers is the only U.S. (Continued on Page 3)

Tigers Gain

Flying Tiger's mail and express traffic in 1964 was one of the brightest spots of FTL's strongly improving position in the competitive air cargo field. Airmail traffic showed a gain of nearly 80 percent, while air express rose a spectacular 112 percent. Surface mail-by-air volume was up nearly 86 percent.



Arthur F. Seymour

SEYMOUR NAMED

Arthur F. Seymour has been named director of flight operations for The Flying Tiger Line. Edward A. Pinke, vice president-operations and maintenance announced.

Seymour, who was formerly system chief pilot, succeeds Pinke as flights operations chief at FTL.

An 18 year veteran of FTL, Seymour served as chief pilot at Denver, Salt Lake City and Burbank, from 1949 to 1956, when he was named system chief pilot.

Tiger Airfreight Gains 50 Per Cent In March

Domestic common carriage airfreight revenues of The Flying Tiger Line showed a gain of 50.2 per cent for March, 1965, over the same month last year, Peter T. Albert, vice president of sales, announced. Freight revenues totaled \$1,533,711 compared with \$1,021,193 last year. Albert said it was the largest monthly increase ever recorded by the carrier in airfreight traffic, and followed on top of an average gain of 32% in each of January and February.

Tigers Report \$1.5 Million 1964 Income

A strong improvement in commercial airfreight and charter revenues which more than offset a decline in military charter work enabled The Flying Tiger Line to report net income after provision for taxes of \$1,500,708, equal to 95¢ a share for the year ending December 31, 1964.

In the preceding year, the carrier earned \$113,226, or four cents a share.

President Robert W. Prescott said the carrier generated gross (Continued on Page 3)

For the first quarter of the year, airfreight revenues showed a gain of 39.5%, totaling \$3,860,222 against \$2,766,300 for the same period last year.

"Freight traffic is now rising more sharply than at any other time in our experience," Albert said. "We attribute it both to increased airfreight service and a rapidly growing use of this service by industry, particularly in controlling and meeting inventory problems and achieving distribution of goods on a regular rather than an emergency basis."



Turkey Eggs—A blocked-space contract for the shipment of 3,000 pounds of turkey eggs weekly to hatcheries in Illinois and South Carolina has been concluded between the Nicholas Turkey Breeding Farms, Inc., Sonoma, Calif., and The Flying Tiger Line, the first contract of its kind to be signed between an airline and a shipper. Shipments will be made out of the San Francisco terminal of FTL.

Shown here sealing the contract with a batch of eggs are, left to right, John F. Edgar, FTL account executive who sold the contract; John B. Merritt, sales coordinator for Nicholas Farms; General Manager F. W. Vickrey of Nicholas; Michael B. Gurney, FTL General Sales Manager at SFO; and Ray Keiser, FTL western regional sales manager. Tigers have moved millions of turkey eggs in years past.

Aircargo Future Stable, No Profits Yet: Prescott

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same routes where "we find 100 million dollars of airfreight volume, the passenger volume is one billion, 250 million dollars"

"To have the same amount of competition in the passenger business as you do in airfreight, you would have to have 100 passenger trunk carriers operating the transcontinental routes," he declared. "And naturally, you would see prosperity in the airline industry vanish."

Prescott said the Civil Aeronautics Board is seeking to cure the problem by granting "blocked space" rights exclusively to the all-cargo lines.

"The expected result of this operation is to cause the flow of bulk airfreight to the all-cargo carriers and to leave the package business to the cargo bins of the passenger jets," he remarked.

"This, by its nature, is a temporary adjustment. When the all-cargo business has grown big enough to allow for increased competition and yet survival for all, there's no question that the passenger carriers will get back in."

Awaiting Decisions

As the matter stands now, the passenger lines have taken the CAB blocked-space decision to the courts and "we are still awaiting the decision on that appeal, Prescott concluded. Meantime, the CAB has permitted the all-cargo carriers to go ahead and sign blocked space contracts with shippers.

Representatives of TWA and American Airlines denied they were losing money on all-cargo operations but did not submit

any figures to substantiate the claim.

Vice-Chairman Murphy, answering questions from the audience, said that if the courts overturn the CAB decision on blocked space, the CAB will consider other measures to help the all-cargo lines. However, he said the Board feels that it has acted legally and has the power to delineate the roles of the various classes of carriers. To this end, he said, the Board, while granting the all-cargo lines the exclusive right to sell blocked space, is "phasing these same lines out of charter passenger operations" and directing such traffic to the supplemental charter carriers. The passenger lines would remain in the vastly profitable passenger, mail, express and small package business with the all-cargo lines getting the bulk freight traffic.

1—President Bob Prescott speaks before New York Aviation Space Writers. Chairman James Cahill (left) presided.

2—Norman Meyers, FTL general counsel, and William Nelson of the Bank of New York (left) attended the discussion.

3—Prescott fields an audience question from Vice Chairman Robert Murphy of the Civil Aeronautics Board, who served as moderator.

4—Arthur Fischer (left) of FTL's advertising agency, Cole Fischer Rogow Inc., discusses a point with (left to right) Harry Oak of United Parcel; Paul Finazzo, FTL eastern region manager, and Harris Crook of United Aircraft Corp.

5—Rose Benas, who organized the air cargo panel discussion, meets with FTL's Bob Prescott.



CAB Releases Passenger Lines' 1964 Earnings

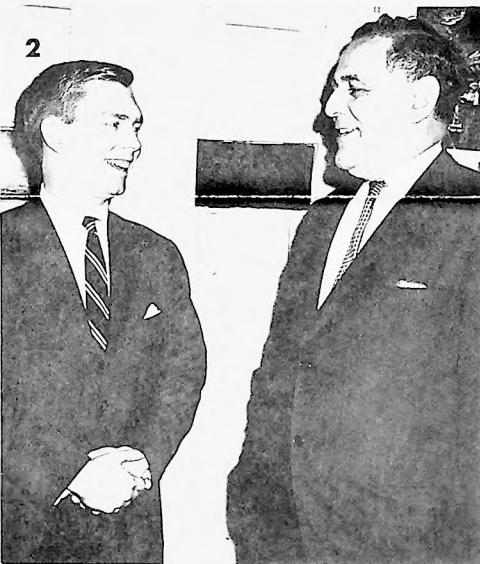
Interesting sidelight on the all-cargo controversy are these statistics released by the Civil Aeronautics Board on 1964 earnings of passenger trunk carriers.

The figures indicate that for the 12 months ended Sept. 30, 1964, these airlines showed the following rates of return, or earnings on their invested capital:

American, 9.11 per cent; TWA, 9.19; United, 6.96; Braniff, 10.83; Delta, 16.42; National, 13.99; Northwest, 14.69; and Western, 17.93.

The CAB in recent years has set 10.5 per cent as a fair return. Thus five carriers are doing considerably better than this. Two—

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Flying Tigers Report \$1.5 Million Income for Calendar Year 1964

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 revenues of \$45,468,385, compared with \$42,209,866 in 1963. While military charter revenues dropped to \$23,151,385 in 1964, compared with \$27,165,723 in 1963, commercial airfreight traffic rose to \$13,707,443 from \$10,918,796, or 26 per cent. Commercial charters and service sales were up sharply to \$8,609,557 in 1964, compared with \$3,825,347 in 1963, or an increase of 125 per cent.

Per share earnings were based on 1,529,324 shares of outstanding common stock in 1964 and 1,528,924 shares in 1963.

Cash Flow Up

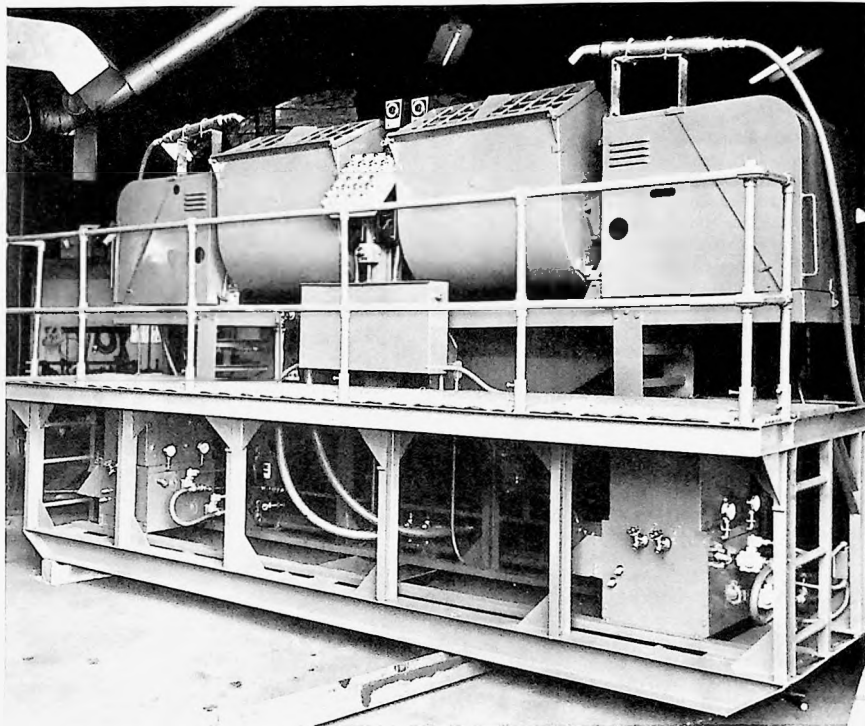
Prescott said the carrier's cash flow in 1964 totaled \$8,668,890, or \$5.67 per share, against \$6,

897,293, or \$4.55 per share in 1963.

Earnings in 1964 included a special item after taxes of \$199,439, or 13 cents a share, which represented a gain on foreign exchange contracts, compared with special items totaling \$317,360 in 1963, or 21 cents a share.

Prescott said the carrier has continued to show a substantial increase in commercial airfreight traffic during the initial months of 1965. This improvement combined with heavy requirements of the military in the Pacific as a result of the Vietnam crisis has enabled the airline to operate at full capacity.

"As a result, we expect to show a strong reversal over our first quarter of 1964, when we had a loss of \$1,085,827," he said.



FTL Flies Cement Mixer to Nevada For Atom Tests

A sales lead by FTL Captain Dick Bentley of Los Angeles brought 9,500 pounds of traffic to the airline a few weeks ago.

Capt. Bentley advised Sales of a projected movement of a cement mixer—which at first sounds like an unlikely piece of air freight—to the Reynolds Electric Co., in Nevada.

Dan Monirose of the Newark sales staff followed up with the

manufacturer, Mearl Corp., of Roselle Park, N. J., and Customer Service representatives Neil Aronow at Newark and Paul McKim at Los Angeles, worked with Ground Operations in arranging cranes for loading, unloading, truck service, and handling communications.

Finally, perfect handling by Ground Operations completed the job, with the machine and

parts moving to Los Angeles on an FTL CL-44 from Newark and by truck to Reynolds' location.

The machine, 16 feet long, five feet high and four feet wide after dismantling, moved in two pieces.

Why a cement mixer to Nevada? It will be located in a deep cave to wall it off for explosion of atomic devices.

Albert Leads Sales Survey Team To Develop Traffic from the Orient

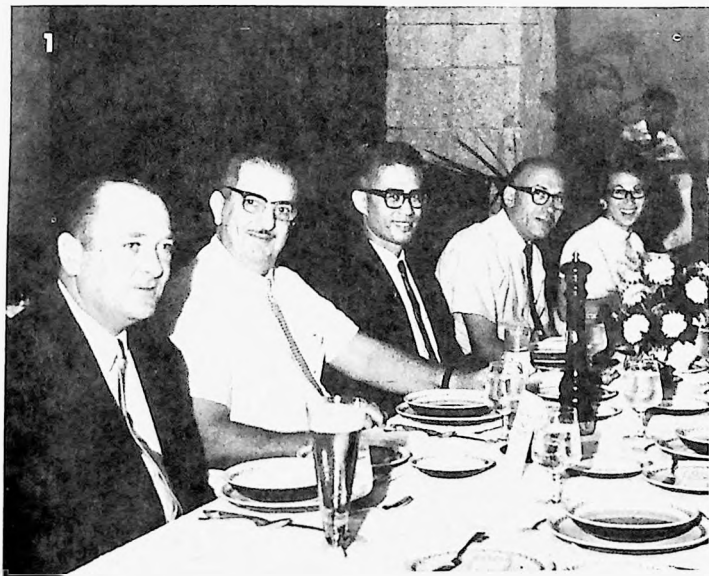
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 airline serving all major west coast ports which may participate in the Trans-Pacific Steamship Conference, thus permitting publishing of through rates on Orient-U.S. shipments. It was also the first airline to enter the Trans-Pacific Freight Conference.

Conferences were held by the Flying Tiger sales group in Tokyo, Hong Kong and Manila.

In its Seair traffic out of Japan in which freight is moved by steamship to the United States and then flown to U.S. destinations, Albert said as much as a

million pounds a month of such traffic has moved over the Tiger system. In meetings with traffic groups and shippers in Tokyo, Osaka and Kobe, Albert discussed the application of Tiger Seair service and the successful experiment begun seven months ago with seavans, permitting direct transfer of Orient-packed goods in vans from steamship to airfreighter.

In Hong Kong, arrangements were completed with Flying Cargo to act as Tiger agent in the development of U.S.-Hong Kong and Manila traffic.



1—A luncheon in Manila by Flying Cargo, Flying Tiger Lines' Manila and Hong Kong freight agent, is attended by the leaders of the Philippine Embroidery Association and Flying Tiger sales executives. Left to right, Peter T. Albert, FTL vice president; William Samara, manufacturer; Vincent Faustino, FTL attorney in Manila; Harold Wolper, manu-



2—Left to right, Jack Nasser and Herbert Harder, manufacturers; George Zettler, FTL general sales manager; Eli Acriche and Abe Safdich, manufacturers. Tigers are currently pioneering the movement of airfreight to U. S. West Coast ports from the Orient.

Magazine Views Airfreight Use in Chemical Field

By Chemical & Engineering News

Airlifting occasionally makes big news in the chemical and allied industries. Vaccines rushed to epidemic areas and insecticides flown to save crops—like the massive 1961 movement to save Egypt's cotton crop—point to airfreight's emergency value.

But consistent use of airfreight for chemicals distribution exists only in relatively few special cases, where perishability and product value dictate. In contrast, air shipments of analytical equipment and pharmaceutical products have become regular and important parts of some manufacturers' distribution schemes.

Airline experts and chemical traffic men agree that air rates—though they are sliding downward—must dip closer to truck and rail rates before the chemical industry can afford to look more than fleetingly skyward.

With the major volumes of chemicals priced at fractions of a dollar per pound, and distribution systems tied to low surface rates and warehouse networks, perhaps the air haulers can at best skim off some of the cream.

Total Cost

Air cargo people say that in addition to the freight bill, a company should work with total costs in assessing airfreight. Airfreight has potentials for reducing costs of handling, inventories, warehousing, obsolescence, breakage, and pilferage.

The total cost approach is valid, chemical traffic men agree. But few foresee significant savings in peripheral costs when most of their product volume must remain tied to overland distribution. Lower rates will do most to get chemical cargoes into the air.

A 14% drop in average ton-mile freight revenues between 1960 and 1964 for domestic scheduled airfreight service reflects rate downtrends.

Deferred delivery rates offered by some cargo carriers are appreciably lower than first-class, next-morning delivery rates.

Blocked Space

Last November, the Civil Aeronautics Board approved blocked space tariffs filed by Slick and Flying Tiger—both all-cargo carriers. These tariffs provide coast-to-coast wholesale rates on specific weekdays.

Blocked space rates attract only shippers who have predictable steady product volumes. Thus,



Flying Tiger's Los Angeles airfreight terminal has a new sign identification which prominently displays the terminal areas both to truckers and passing traffic. The large sign, Flying Tiger Airfreight, stretches some 60 feet across the end of the terminal, directly fronting on the main take-off runway where it is visible to all departing air traffic. The sign is lighted at night in red and blue neon. The other sign with the Tiger "T" insignia highlights the sales and ground operations offices on the other end of the terminal and also is illuminated in Tiger colors.

CAB Releases Passenger Lines' 1964 Earnings

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AAL and TWA—almost that much. United lags.

The point is that such rates of earnings substantiate Flying Tigers' claim that passenger lines have at their disposal superior resources (also a statement of the CAB Chairman Alan Boyd) with which to finance their losses in all-cargo operations with the objective of putting all-cargo carriers out of business.

Flying Tiger has contended, and again the claim has been supported by the CAB, that the three main trunks—AAL, TWA and UAL—are losing as much as 20 million dollars a year in all-cargo operation, which they can easily afford with rates of earning from passenger, mail and express traffic as high as those now presently being experienced.

some companies have formed nonprofit associations to ship jointly at high volume rates.

Chemical traffic men use forwarders for small shipments (under 100 pounds), say it is likely to be cheaper to let them handle the details. Forwarders are equipped to provide special expediting services not offered by the airlines.

Chemicals by Air

Firms such as Hercules, Union Carbide, Borden, American Cyanamid, Allied, and Stauffer have little in the way of regular airfreight now, and apparently do not contemplate much more for the future. Most chemical firms rely on air for emergency shipments of machinery parts and products. Some regularly ship sales and quality control samples by air.

Union Carbide's Linde division has air-shipped liquefied helium in special containers

since 1962. Carbide's Nuclear division regularly ships radioactive isotopes domestically and abroad, pitting short half-lives against air speed.

The Atomic Energy Commission ships radioisotopes by air from Oak Ridge, Tenn., too. And Gardner Cryogenics Corp., Heightstown, N.J., ships liquid helium by air to minimize evaporation loss. But, like Linde, Gardner ships most of its helium by tank truck to larger accounts.

Allied's General Chemical division frequently ships reagent chemicals by air.

Rules Deter

Big deterrent to chemical airfreight are CAB rules, government package types and maximum sizes, as well as maximum quantities per aircraft of many products classified as hazardous.

Despite the restrictions, C. Wolworth, Flying Tiger district sales manager at Newark, is opti-

mistic; he says the chemical industry's resourceful approach to packaging problems should minimize some of the hazards.

Airfreight is well entrenched in the distribution of analytical instruments and parts. Beckman Instruments, Inc., of Fullerton, Calif., takes advantage of low eastbound deferred rates to fly products eastward and cut the volume moving through its New Jersey warehouse.

Beckman finds its west-to-east-coast freight costs are no more by air than by truck, because its products fall into relatively high-cost truck rate categories.

Domestically, Beckman moves about 25% of its equipment by air, expects the proportion to increase. Since replacing dealers with its own sales organization two years ago, the firm's use of airfreight has increased about 60%. Beckman emphasizes airfreight's importance in getting parts to field service men quickly.

Thinner Inventories Require Shift In Transportation Mode, Blanks Says

As management tries to operate with thinner inventories to reduce capital costs, it demands more from suppliers and a shift in transportation habits is one of the natural results, Robert Blanks, director of marketing for The Flying Tiger Line, said in an address in Boston in March.

Blanks spoke before the New England chapter of the American Material Handling Society, comprising many of the country's leading industrial and packaging authorities.

Blanks said a key factor in the growing awareness of the need for refining inventory management was the 1963 Bureau of the Census study showing the movement of goods by types of commodities from manufacturer to destination, by industry, by pro-

ducts, by customer, by origin, and method of transportation.

"Total Distribution"

Out of this and other studies emphasis on inventory control has grown rapidly and become a predominant feature in concentrating on new business practices called "total cost of distribution analysis," Blanks said.

He defined total cost analysis as a fundamental requirement in physical distribution management. The objective is "to produce the lowest total cost for distribution system operation and often this objective is achieved by spending greater amounts in one segment of the system. A result, if the analysis has been correct, will be even greater economies in other parts of the system."



Martin Holmason shows how 200 apple seedlings are bundled for air shipment all over U.S.—and world.

Airborne Trees Outstrip Johnny Appleseed Effort

Portland, Ore.—Johnny Appleseed could learn a few lessons from Martin and John Holmason of Pacific Coast Nursery, on Sauvie Island.

Where Johnny Appleseed crossed the continent scattering apple seeds by the handful, the Holmasons are crossing the roof of the world, scattering half a million apple seedlings. They are doing in hours, what Johnny Appleseed took years to accomplish.

From their Pacific Coast Nursery on Sauvie Island they are shipping 500,000 apple seedlings —14,000 pounds of them—by air to Teheran, the capital of Iran, half way around the world.

Shipment Longest

"This is the farthest shipment we have made in 40 years of business. Has to be. Any farther and we'd meet ourselves coming back," Martin Holmason said with a chuckle.

The shipment, probably the biggest single air shipment to go so far out of Portland, goes via Flying Tiger Lines to New York, whence Pan American will fly it into Teheran.

"It couldn't be done except by air," Holmason explained. "It would take more than two months by ship and the root stock won't keep longer than that."

"But they couldn't wait that long anyway. They have to have the stuff so it can be planted while it's still dormant and at the right time for the season in Iran."

Edge of Desert

Teheran lies at the edge of the desert at the foot of the Abruz Mountains, a region not unlike the Yakima-Sunnyside country where Holmason's seedlings are raised.

The seedlings, mostly Wine-saps, but some Jonathans and Red Delicious, are shipped to Sauvie for processing, grading and packing.

Pacific Coast Nursery supplies about 85 per cent of the nation's needs for such nursery stock, Holmason reports.

handful of all-cargo carriers left in business have been excluded by CAB from the passenger market, except for a limited access to passenger charters.

The new regulation is intended to clarify this question of the profitability, or lack of it, of all-cargo services operated by the combination route airlines.

At this point, he said, premium transportation such as airfreight may be justified by inventory savings; or relatively sophisticated handling equipment may be needed to achieve savings in space costs. Investment in specialized packaging or unitizing systems may be offset by greater savings in handling or transportation.

Adams Named to CAB

John G. Adams, nominated by President Johnson to be a CAB member, will probably succeed retiring Republican Chan Gurney in early mid-April.

Meanwhile, Gurney, who has now served almost three months "overtime" at CAB, is leaving for his Yankton, S. D., home.

Adams currently is chief of CAB's enforcement office. Like Gurney, he is also from South Dakota. He is the second CAB employe to be named to membership on the agency. First was Russell B. Adams, now a vice president of Pan American World Airways.

ume of airfreight, some 25 per cent annually, as users of transportation gain more experience with cost analysis and apply it with ever increasing effectiveness to their distribution problems.

New Jets Help

The new jet type aircraft, offering much more speed and much larger capacity greatly enhance the opportunities for effective use of airfreight. Against the declining ton-mile costs permitted by jet type aircraft there must be measured the rising costs of surface carriage, with the result that more and more commodities are moving into air shipment.

Thus, we see, he concluded, strong growth factors in the vol-

CAB Adopts New Report Rules for Combination Lines' Cargo Services

Washington—The Civil Aeronautics Board has decided that it needs to know more about the cost of carrying air cargo, particularly that carried on all-cargo services operated by the scheduled combination passenger cargo airlines.

The Board adopted a new economic regulation which will require the combination carriers to file special twice-yearly cost, revenue and traffic reports on their all-cargo flight operations. The new regulation became effective April 5 and will remain in effect for three years.

New Requirement

When the new reporting requirement was first proposed last fall by CAB, the combination carriers objected strongly. The carriers said the special cargo data being called for would be most difficult to supply.

As a result of the combination carriers' objections, the CAB

considerably modified its reporting request. Carriers will not be required to assign certain cost items to all-cargo services and the carriers will be allowed considerable freedom in choosing their cost allocation methods.

In announcing its new reporting requirement, CAB said that the additional information was needed "in order to assist the Board in the discharge of its functions in matters associated with the changing status of airfreight and in appraising the burden or contribution of scheduled all-cargo services to overall earnings position."

Passenger Subsidy

The CAB in the past has heard frequent charges by the all-cargo airlines that the combination carriers were able to cut air cargo rates and buy the latest in jet cargo aircraft because they were subsidizing their cargo service with passenger income. The

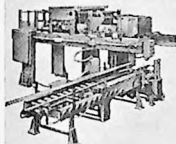


We put a tiger on our team!

Now, delivery service for Standard-Knapp parts is really fast! All parts for delivery west of the Rockies will go by THE FLYING TIGER LINE — at regular overland rates — we pick up the difference. Another extra from Standard-Knapp, manufacturers of . . .

Reliable Packaging Machinery, Reliably Serviced

STANDARD-KNAPP
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STANDARD-KNAPP EQUIPMENT INCLUDES: Boxes, Cans & Carton Packers / Case Crates / Scales / Labelers / Rollers / Cuts & Tray Make-Up Equipment

Shipments of thousands of pounds of packaging machinery and parts by Standard-Knapp of Portland, Conn., the nation's pioneer manufacturer of packaging equipment, is now moving on Flying Tiger Line airfreighters to west coast customers of Standard-Knapp as a result of a shipping program worked out by Walter D. Wood, general manager of S-K, and Warren French, FTL's district sales manager at Hartford-Springfield. Use of airfreight enables S-K to give customers service on parts as fast as if S-K were manufacturing in the customer's own area. Use of Tiger service is being stressed to S-K customers as well as prospects in an advertising campaign which features the ease of delivery by airfreight. The first advertisement in the program is reproduced here.

Tigers Win Blocked-Space Case Over Trans World Objections

A proposal by The Flying Tiger Line for blocked-space rates that would apply on shipments of recording machines from Los Angeles to New York has been approved by the Civil Aeronautics Board over objections by TWA.

The case is of particular interest because it illustrates the maneuvering by the passenger lines to block every effort by the all-cargo lines to make effective the blocked-space airfreight programs granted exclusively to the all-cargo lines last year by the Civil Aeronautics Board.

In this case, FTL proposed rates for blocked-space shipments of recording machines which would apply to shipments moving from Los Angeles to New York. TWA complained against the proposal, charging market discrimination, rate manipulation, and lack of justification for the discount to be offered shippers.

Tigers' Response

Flying Tiger's response, which the CAB supported by dismissing the TWA complaint, dwelt on these matters:

The Tiger proposal would not adversely affect any carrier, since TWA nowhere in its complaint alleged the amount of such traffic it was carrying and none of the other transcontinental carriers even bothered to complain. "The conclusion is clear," FTL's counsel, Norman Meyers and Ivan Kerno said. "Neither TWA nor the other transcontinental carriers carry any appreciable amount of this commodity now."

The answer went on to point out that although FTL had a deferred rate on recording machines of \$7.97 per hundred-weight, TWA had not changed its rate of \$13.02, so "it is safe to conclude that TWA is not interested in moving this traffic and that its complaint is no more than an ill-disguised attempt to prevent Flying Tigers from carrying more of this traffic."

Flying Tiger said that there are four principal shippers in the Los Angeles area, whose major market is New York, and that FTL flew 219,583 pounds of such traffic last year. This year, based on the shippers' own forecasts, Flying Tiger expected to get 500,000 pounds of such traffic



Nathan Tushinsky, Superscope vice president (left), Rufus Roberts and Donald Kerr of FTL sales, discuss a typical shipment of tape recorders. Sony distributor has signed blocked-space contract.

at the blocked-space rates proposed. TWA accused FTL of rate manipulation.

FTL answered that the traffic studies it presented in support of the proposed rates "disclose a most rational and justified approach to rate making by generating new traffic to the air without, at the same time, causing diversion from competing carriers' services."

'Cost Saving'

TWA then charged that FTL would accomplish no "cost saving" with the proposed rates. FTL pointed out that under blocked-space contracts, the carrier would be able to better plan its flight schedules with resultant obvious cost savings, just as it would be able to do under any blocked-space program.

When TWA then asserted that Flying Tiger "has not attempted to show the method used to compute the proposed rate," or why such a rate level was required, FTL answered with a showing of the shippers' projections of the traffic that would move under the projected rates and that such traffic would move into the air from present surface means of transportation.

"TWA finally sheds crocodile tears on the ground that the new rate is being proposed for New York and not for Chicago," the FTL answer said.

"Flying Tigers' action is simple—unlike TWA, Flying Tiger believes in testing the acceptance and effect of its rate proposals before applying them across the board. Should this rate properly prove that which it is designed to accomplish, it may then be extended to Chicago or wherever shippers distribute products."

Distributor Signs Blocked-Space Pact

A blocked-space contract for shipments of a minimum of 1,000 pounds of airfreight twice weekly has been concluded between Superscope, Inc., of Sun Valley, Calif., exclusive U. S. distributor for Sony tape recorders and The Flying Tiger Line.

Superscope is the first shipper of tape recorders to utilize the new contract service of the all-cargo airlines.

"We can now virtually guarantee next-day delivery of available orders to all our dealers in the New York area," Nathan Tushinsky, vice president of production for Superscope, said.

"Coupled with our Sony direct-line dealer telephone service, this method of air shipment will enable us to fill our east coast dealer needs within 24 hours of placement of an order."

Under the contract, the shipper, by guaranteeing a minimum volume of airfreight on a regular scheduled basis, obtains discounts of as much as 15 per cent under existing airfreight rates.

FTL Sets February Pace

Flying Tiger's air cargo ton-miles in February led all the nation's major airfreight carriers in growth, rising 30.2 per cent, a summary of airline reports showed. In second place was American with 19.3 per cent; United, 18 per cent; and TWA, 17.5 per cent. For the nation's 14 major trunk carriers, the average increase was 17.3 per cent.



Blocked-Space—The first Los Angeles-to-Chicago blocked-space shipment, performed for AMF/Voit Rubber Corp., of Santa Ana, Calif., one of the nation's largest manufacturers of sporting goods equipment, leaves Los Angeles terminal—a 1,000 shipment of tetherball equipment. On hand to celebrate

the occasion are, left to right, Noe Cadena, FTL's traffic research analyst whose work on surface distribution for Voit to points beyond Chicago had much to do with the conclusion of the contract; John Brannigan, manager of marketing for FTL; and Rufus Roberts, assistant district sales manager at L. A.

Board Suspends Attempts To 'Gut' Blocked-Space

Two moves by the passenger lines to "gut" the blocked-space airfreight programs granted to the all-cargo airlines by the Civil Aeronautics Board have been suspended by the Civil Aeronautics Board after vigorous protests by the all-cargo carriers.

The first move came when American Airlines filed a unit-load tariff, which would have offered shippers discounts ranging from 10 to 20 per cent for tendering freight in units of 500 pounds or more. No specific rules were laid down for the unitizing of freight and, in some cases, the rates proposed would have undercut the blocked-space rates of the all-cargo carriers.

The CAB suspended both the American tariff and those of similar type subsequently filed by United and TWA.

Rate Cuts Nixed

In a second move, TWA asked the CAB to grant it the right to offer rate reductions of approximately seven per cent which would have applied to the bulk of all traffic now shipped by airfreight from New York to San Francisco and Los Angeles.

This proposal also was suspended by the CAB and ordered for investigation.

After Flying Tiger and Slick strongly opposed the American unit-load plan, American quickly followed—four days later—with a revision of its tariff proposal.

Flying Tiger counsel Norman Meyers and Ivan Kern, in a complaint to the CAB on American's proposed revision of its unit-load tariff, declared:

"American's latest move shows beyond peradventure that its quickie answer to the problem of containerization is not the well-thought-out program it would lead us to believe but is designed indeed to gut the blocked-space program."

"That American's latest move is not restricted to the correction of technical deficiencies in its initial tariff is eloquently shown by the fact that American has revised not less than 12 out of the original 18 pages of the tariff . . . certain of the revised pages contain all-important substantive changes which present brand-new issues—issues which did not exist in the original filing."

New 'Cubic Rule'?

For example, the Tiger counsel said that American's proposed discount of 10 per cent for shipments in containers, plus free tare weight, would presume a



Tiger in Florida—A Flying Tiger Connie on the busy New York-Florida-Bahamas run, where the airline is carrying a heavy traffic in wintertime vaca-

tion groups, gets service from Butler Aviation at West Palm Beach, Fla. Butler is in charge of servicing Tiger planes in Florida section of the run.

density of 10 pounds per cubic foot.

"The last time we heard from American on the cubic rule," the Tiger petition said, "it opposed the establishment of eight-pound cubic rule proposed by Flying Tiger and TWA. In fact, American claimed that its experience was 6.6 pounds per cubic foot."

The brief then went on to show that if the 6.6 cubic rule were applied to American's unit-load proposal, the actual discount on shipments, instead of being 10 per cent, could run from 20.4 to 39.2 per cent.

"In other words, after violently complaining of Flying Tiger's space tariff which provides reductions from seven to 15 per cent to blocked-space shippers who are subject to severe contractual obligations, American would now offer to any shipper (with no contractual obligation) discounts ranging from 20.4 to 39.2 per cent."

Proposes Modification

Asking the CAB to reconsider its order suspending unit-load tariff, American proposed to modify its tariff, both in respect to specifications for unit loads and rates.

In a stinging reply to this maneuver, the Tiger's counsel declared:

"Finally, American resorts to a technique almost as old as the world itself—haggling. It thus offers to withdraw so much of its proposal as would allow unitization 'by banding or similar means' and by reducing the basic discount from 10 per cent to 7½ per cent. We submit that the Civil Aeronautics Board, an agency of the United States government, is no Middle East bazaar, where a carrier can indulge in such cavalier behavior. Either American's proposal is based upon an intensive study of containerization made during the last four years (as American contends)—in which case any amount of haggling is totally unjustified—or it is nothing but a crude

Tigers Back Post Office Plan To Review Domestic Airmail Rates

A proposal by the Post Office Department for a review of domestic airmail rates with a view to reducing them has brought a storm of objection from passenger lines with The Flying Tiger Line, long an advocate of mail rates on a par with freight rates, being the lone supporter.

In the latest action, TWA has sought for a postponement of even procedural dates for initiating cost studies on the Post Office proposal.

Flying Tiger, which has contended that the Post Office is paying at least 50 million dollars a year too much for carriage of mail by air carriers because it is charged a mail rate almost twice that which the carriers collect from private shippers, started its campaign for low mail rates in 1947. Now, 18 years later, the Post Office has moved to bring carriers' mail rates down to the level of airfreight rates.

In opposing the latest move by TWA to delay all hearings on the problem, Flying Tiger's counsel before the Civil Aeronautics Board, Norman Meyers and Ivan Kern, posed these knotty questions to William J. Madden, CAB examiner assigned to the case:

- What are the fair and reasonable rates of compensation for the transportation of mail by the air carriers named in the Postmaster General's Petition on and after the date of that Petition?

- Should the air carriers receive different compensation for the transportation of mail than for the transportation of freight in regular services?

design to gut the blocked-space program designed to make viable the operations of the all-cargo lines.

"We submit that the latter is clearly the case."

- Are the air carriers' costs for the transportation of mail any different from those of transporting freight in regular services?

- Should the rates of compensation for transporting mail be bottomed upon the actual costs of the entire group of carriers to which such rates would apply?

- Should the rates of compensation for transporting mail reflect the density of mail traffic?

- Should the rates of compensation for transporting mail take into account the high degree of regularity and the substantial volume of mail movements?

- Should the Postmaster General be permitted to move mail in blocked-space service under appropriate contracts therefor?

Each air carrier named in the Postmaster General's Petition should submit detailed exhibits showing:

- Its fully allocated costs of transporting mail by aircraft;

- Its fully allocated costs of transporting freight by aircraft (if different from above); and

- A full and complete explanation and justification of any differences between the costs of transporting mail by air and its costs of transporting freight by air.

For the convenience of the Examiner and of the parties, Flying Tigers' basic position is reiterated here:

Flying Tigers wholeheartedly welcomes and supports the Postmaster General's proposal. Current air mail rates, established as they were some ten years ago, are overdue for wholesome revision downward.

The introduction of modern turboprop and jet equipment, with their ensuing lower operating costs per unit of service, have made it mandatory. Little reason, if any, exists why the resulting savings should not be passed on to the user of the ser-

Passenger Lines' Excess Baggage Hearings Ordered

A proposed investigation of excess-baggage charges made by the passenger lines has been ordered by the Civil Aeronautics Board but efforts of The Flying Tiger Line to intervene in the proceeding have been rejected by the Board's hearing examiner.

The case is of interest because a year ago, The Flying Tiger Line was asking for an investigation of rates charged by the passenger lines in many areas, including excess baggage, on the ground that excessive profits made by these lines were being used to subsidize losses incurred in their fight to put the all-cargo lines out of business.

In asking the Board to reconsider the refusal of its examiner to allow The Flying Tiger Line to be a party to the excess baggage investigation, Flying Tiger's counsel made these points:

In support of its intervention, Flying Tiger alleged that the Board had noted that excess baggage charges produce yields higher than those for other types of traffic; that this is particularly true when those charges are compared with existing airfreight charges; that Flying Tiger competes directly with the combination carriers for the transportation of freight; that excess-baggage charge revenues may well be utilized to subsidize the combination carrier's freight operations; that Flying Tiger has no other means to protect its interests and that such interests will not be protected by existing parties.

Flying Tiger seeks to test the reasonableness of excess-baggage charges (a form of traffic for which it holds no authority) so as to protect its competitive position as to cargo (a form of traffic for which it holds authority—directly as a certificated carrier).

Tigers had contended that the passenger lines were collecting more than 70¢ a pound on excess baggage, compared with an average airfreight return of less than 20¢; and that profits resulting from such a return were being used in part to subsidize the losses of the passenger lines in all-cargo competition.

vice—the Post Office Department. Those savings have been passed on already to the ordinary shippers of freight. They should likewise be made available to the handler of the nation's mails in the form of lower service mail rates bottomed upon the costs of providing the service.



Ground-breaking ceremonies at Los Angeles International Airport for Flying Tiger's new \$4,000,000 general office and maintenance base brought out a large group of construction, airport, engineering and airline executives to turn the first earth on the 25-acre plot which the Tiger base will occupy. Completion of the base is scheduled for the end of 1965. Pictured here is the group on hand for the ground-breaking, headed by six executives in the center foreground. From left to right, starting with the men holding the three-handled shovel are Robert Haynie, president of Haas and Haynie, general contractors; Robert W. Prescott, president of Flying Tiger; Francis Fox, general manager of Los Angeles International Airport; Joe Baker, FTL superintendent of buildings and facilities; Ray O. Kusche, president of Quinton Engineers, architects for the base; and in the foreground directly behind the sign, J. F. Cutshall, vice president of Haas and Haynie, who will supervise the construction job.



The ground-breaking ceremony had a fun-filled moment when President Bob Prescott of FTL, with sledge hammer in hand, drove the first stake into the ground for a sign marking the Tiger site. Enjoying Prescott's hammer work, which proved to be

both safe and accurate, were, left to right, President Bob Haynie of the contracting firm of Haas and Haynie; Ray O. Kusche, president of Quinton Engineers, architects; and Francis Fox, general manager of Los Angeles International Airport.

Tiger February Gains in Airmail, Express

Airmail, express and first class mail-by-air traffic on the Tiger system in February showed a gain of almost 300 per cent over the same month last year. Biggest gain came from first class mail, which was up more than 400 per cent, while airmail traffic increased about 230 per cent. Air express was up 260 per cent.

THE FLYING TIGER LINE
LOCKHEED AIR TERMINAL • BURBANK, CALIF.

Bulk Rate
U.S. POSTAGE
PAID
PERMIT No. 15341
LOS ANGELES, CALIF.



'Sky the Limit' as PHL Passes 15-Year Milestone



With 1964 Airfreight up 100% Station Foresees Booming Future Growth

Flying Tiger's Philadelphia station got its 15-year pin in April. And, to say the least, there is little resemblance between the station that the Tigers inaugurated at PHL in April, 1950, as the first all-cargo operation for the big industrial Delaware Valley, and the station of today. And, again, as far as District Sales Manager Jim Haggerty and Station Manager Al Del Grosso are concerned, "you ain't seen anything yet."

They have good reason for their optimism.

In 1964, PHI boosted its airfreight volume by 100.7 per cent, which set a record for The Flying Tiger system, with PHL leading all other stations. In one month, September, PHL revenues jumped an astounding 330.8 per cent, the biggest individual monthly gain of the year by any station.

But, in the first two months of 1965, PHL revenues were rising at a rate of 172 per cent.

Will Better 1964

Haggerty and Del Grosso are not so incautious as to say that they can keep that up all year long, but they expect to better their '64 record.

"We'd have to go some to beat what happened in the last half of '64 but we know we'll beat the first half of '64 by a big margin."

(Continued on Page B)

TIGER PHL SERVICE NEWS IN DELAWARE

A banner story on Flying Tiger's new direct air service out of Philadelphia was featured in the business news section of the *Wilmington News* as a result of a trip made there by District Sales Manager Jim Haggerty of PHL and Roger Fulton, who will handle that territory for FTL.

The story detailed FTL service and the trucking connection with Wilmington tying the area up with the Tiger flight.

Stories like this are bound to have an effect in developing traffic and Haggerty is quick to take advantage of them.



1—These two men, District Sales Manager Jim Haggerty (left) and Station Manager Al Del Grosso in one of their many-a-day conferences to get the freight that's put PHL on top.

2—Bob Griffinberg, senior operations agent and oldest-in-service employe at PHL, puts the PHL flights together each night.

3—Jim Kelso (left) and Ed Girard, sales representative, look over some freight manifests to keep abreast of customer results.

4—Roger Fulton, sales representative, gets the lowdown on flight movements from the TWX.





'Sky the Limit' as Philadelphia Completes 15 Years as FTL Station

(Continued from First Page)
gin, so for the whole of '65, we're going to be in good shape," Haggerty says.

He acknowledges that the Asian crisis has had a lot to do with the PHL gain, since the Delaware Valley turns out an enormous amount of military material.

"You can say it's a weakness of our station to be so heavily dependent on military traffic," Haggerty says, "and in a way it is. But we know it and we're trying now to build accounts for the day when the military impact on our traffic will be at a non-crisis level."

Tiger Headquarters

PHL of today is a "fur piece" from 15 years ago. When Flying Tiger launched the first all-cargo operation there in 1950, the only available space for an operating office was an abandoned men's room. Today, PHL is located in a modern air cargo terminal building—the first airline spot as you enter the air cargo section of Philadelphia International Airport.

This only came true recently. For considerably more than a year, PHL functioned out of a freight dock a mile and one-half from the airport, and a house trailer served as a loading ramp office.

The station has had its ups and downs. After rendering direct air service there for several years, the airline decided that it

could serve PHL by truck out of Newark.

This brought on a battle in which efforts were made by PHL airport authorities to force FTL either to serve the city by air or abandon it. FTL won a fight before the Civil Aeronautics Board permitting it to make PHL a hub-trucking terminal. At this stage of the game, the airline, while being authorized to serve PHL by truck, was forced to move off the airport.

Direct Service Again

Then as airfreight began to experience its strong growth over the past few years, FTL resurveyed PHL and decided that it was time once again to put in direct air service. This was instituted in June, 1964, and the results, even with the awkward dock location—a mile and one-half from the airport—have been spectacular.

In the last six months of 1964, PHL traffic showed a gain of 100 per cent over the first six months.

PHL is manned by a sales staff headed by Haggerty, who joined FTL at Newark in 1950 in ground operations, moving later into the airline's first customer service operation, which was originated in Newark. From Newark, he moved to Hartford-Springfield as district sales manager, returning later to Newark as import sales manager. In 1961 he was given a chance to

(Continued on Next Page)



5—Operations Agents Robert Naticchia and Joe Kelly check a shipment as it goes aboard Flight 231.

6—Tom Rickert on the customer service line.

7—Jim Haggerty discusses new freight station location on PHL airport with a trucker.

8—Freight forwarders provide a big package of PHL freight. Here a shipment comes off at the PHL dock from Shulman, one of the nation's top forwarders. Left to right are Roger Fulton, Ed Girard and Cargo Handler Bill Dunlap.





9—PHL's cargo handlers check over a 3,783-pound soldering machine in its cellophane dress, and a 2,230-pound generator, both typical items of PHL freight. Left to right are Ed Crawford, Lynn Williams, Robert Belan and Russell Ashcraft. P.S. Note the Tiger insignia on the wall. Del Grosso made it to dress up the warehouse.



10—And finally there's Al Del Grosso's door bell, to alert all that freight is on hand to be handled. The office is on the other side of the PHL warehouse from the dock and Al put up the bell so that when truckers opened the door, they'd be sure to have somebody alerted to get their freight—NOW!

PHL Completes 15 Years as a Tiger Station

(Continued from Page B) take over PHL as district sales manager.

"You hear people say—isn't PHL kind of stuffy?" Haggerty remarked. "Well, I was born in New Jersey and I'm Irish and I think PHL is a helluva place. Furthermore, as a salesman, I like it. There's a tremendous amount of business around here."

Girard on PHL Team

With Haggerty in sales is Ed Girard, who has been in PHL sales since 1956. PHL is a natural for Big Ed, who peers down from something like six feet, six. He used to play pro baseball there, pitching for both the Athletics and Phillies. So Ed obviously thinks it's a great place, too. Especially as the Phils take aim at a pennant.

Three newest members of the sales staff are Jim Kelso, who joined PHL in 1963, and Roger Fulton, who came with the company last fall, both as sales representatives; and Tom Rickert, who took over PHL customer service early in 1965.

On the operating side, there is Al Del Grosso, who is one of the best known and best liked station managers in the FTL system. Al has been with FTL since 1951. First he was a part-time cargo handler at PHL, then an agent and now in charge of the station. If there is one thing Al likes, it is a station in good order.

When a new hire borrowed a phone book and left it lying on a desk, Al, picking it up and replacing it in its accustomed drawer, remarked casually but with point:

"Please put things back where

you find them. It keeps things in better order."

Senior Operations Agent at PHL is the station's oldest employee in terms of service—Bob Grillenberg, who joined the airline in 1950, a few months after PHL opened for service.

Operation agents are two new employees, Robert Natichiz and Joseph Kelly, who started work in 1965.

Cargo Handler Bill Dunlap, formerly with Eastern Air Lines, came to FTL at PHL in 1964.

These men are the core of the ground operations staff, and they are assisted by part-time cargo handlers, a number of them Navy petty chiefs, who fill in their income with some night-time work. "They know how to get things done," Del Grosso says.

PHL is served now by Flight 231, which originates at Newark, arrives at PHL at 11:10 p.m., and goes on to Chicago and then the west coast, terminating at San Francisco at 12:45 p.m., the next day.

It draws freight from a broad area extending from the Dover-Wilmington area of Delaware, 75 miles to the south, and Baltimore-Washington-Virginia, 135 miles to the southwest, to Harrisburg, 100 miles west and Allentown, 80 miles to the north.

San Francisco is the major western destination for PHL freight. Short-haul traffic, which is building rapidly, is developing heavily into the Chicago area.

While military freight—everything from tires to aircraft wing sections — is now the major source of traffic, PHL derives an increasingly growing volume of commercial freight in many varied commodities from a blue-ribbon list of shippers.

A typical manifest would show machinery, flat metal, pipes, tubes, flag poles, chemicals, rotors and electronic products from such companies as General

Electric, Westinghouse, RCA, Western Electric, DuPont, Rohm & Haas, Thiokol, Lukens Steel, Standard Pressed Steel, Minneapolis Honeywell and Boeing/Vertol.

Freight Forwarders Help

Then there is a swelling volume of traffic from freight forwarders, who are as much, or possibly more of a factor in PHL than in most big cities. There is Shuman, WTC, Emery, Air Dispatch, Air Express International, ABC, and Airborne.

"They have big sales staffs and they cover the area," Haggerty said. "We keep in close touch with them and it pays off."

Some 15 over-the-road truckers serve the big Delaware Valley area and these, too, are a growing source of freight.

Much of this is big freight and it requires both fast service and ingenuity of handling.

It is not uncommon for the station to get a call as late as midnight for space for big freight that needs quick handling. Sharples Corp., maker of refining equipment, called at midnight recently. The company, confronted with a customer emergency, needed to move 2,500 pounds of equipment "NOW!" PHL got it on the flight, which was already on the ground being loaded.

Another major customer had three computers to ship—3,200 pounds each—none of which would go in the aircraft until Del Grosso figured out how to remove outer containers, which were dismantled and shipped separately, and then refitted to the computers on arrival on the west coast.

Two-Wheel Problem

And there was the two-wheel vehicle which wouldn't go into the airplane, Del Grosso heard about that at home as he and his wife were about to go to a dance.

Del Grosso rushed to the station in party clothes, figured out how to remove one wheel so the vehicle would fit. That done, he rushed off to meet his wife at the dance.

"What did she say?" Al was asked.

"Nothing," he remarked. "She's used to that."

Another factor in the station's growth has been its increasing volume of mail and express traffic as well as interline traffic with other carriers.

"We use our own truck to contact the mail and express offices as well as the other carriers," Del Grosso said, "and it's produced a lot of freight for us. It is not uncommon for the station to get as much as 5,000 to 6,000 pounds of mail and express a night." (The night this story is based on, PHL had 2,278 pounds of express and 3,599 pounds of mail.)

"We will make airline transfers direct and this, of course,

speeds things up as well as providing a lot of customer satisfaction."

There are nights when it is just too much for PHL. On a recent night, the station, projecting 33,000 pounds of freight, was hit with 45,000. It got all it could on the CL-44, then trucked the balance to Newark, where it caught another flight.

"We tell customers what our problems are and usually they go along with us so long as they know what we're doing," Haggerty said.

As competition, PHL has all-cargo jet service of United and TWA to battle to say nothing of the freight that moves on many more passenger jet flights. And American is adding a jet freighter this spring.

"It's stiff competition," say Haggerty and Del Grosso, "but we think we can hold our own. We just give them specialist service and that makes the difference."

PHL Rates 3-Page Magazine Spread

District Sales Manager Jim Haggerty of Philadelphia took a new service and a Flying Tiger book and with Editor Mary Ward of *Ports of Philadelphia* magazine produced a three-page spread on the airline's operations in the big Delaware valley market.

Editor Ward read the book, "Hungry Tiger," and from current information supplied by Haggerty she turned out an illustrated feature on Tiger's U. S. freight operations with particular emphasis on the spectacular growth of the Philadelphia station.

Pointing up the airline's increase in airfreight traffic nationally, Editor Ward showed that Philadelphia was one of the stars of the FTL system stations with increases which in one month exceeded 300 per cent over the previous year.

She described the airline's new Philadelphia service with direct all-cargo flights to the west coast. "This is one of five new services to be inaugurated this year from Philadelphia's International Airport," she said.

Saying the FTL service exemplifies the kind of first class air transportation which is now being provided for residents and business of the Delaware Valley, Frederic M. Mann, city representative and director of commerce, commented:

"These airlines are coming into Philadelphia because they believe in the growth prospects of this vital industrial region."

Haggerty, looking at the traffic growth of the PHL station, says: "You haven't seen anything yet!"

DTW Doings

By Lorraine Eagle

During Phil Rossman's two weeks' relief duty at PHL, he took a train, tram and bus to visit Independence Hall but while there couldn't find anyone who could direct him to the Liberty Bell, consequently missed seeing it.

Mr. & Mrs. Joe Puccia have moved into a new home in Livonia. Joe has become a typical suburbanite since moving to Michigan. He's the treasurer of the Devon-aire Woods Assn., and secretary of local Cub Scout Pack No. 432.

Status symbols in this area—Cadillacs, briefcases, colored television, cigars.

Al Keefe is conspicuous by his absence. He's filling in at CLE for an indefinite period.

Mr. & Mrs. Reuben Schmidt are the proud parents of a daughter, Susan Lorraine, born March 4, 1965.

"Look on the Bright Side" was the headline on a write-up about Coletta Eckelberry, senior at Riverview Community High School, Riverview, Mich., in The Pirate Log, the school paper. Coletta, daughter of Ramp Serviceman Bob Eckelberry, is in the scholastic honors group. She is doing cadet teaching, is a member of the Future Teachers Club and President of the newly formed Business Club.

Dateline SFO

By Rosalie Ross

SFO Operations Agent Bob Foley and his wife "Pinky" are the proud parents of a son, Gregory, who was born on March 19.

The Flying Tigers bowling team, consisting of Bill and Mitsy Grassfield, Helen and Ivan Towler, and Jim Breeze, are still leading their league—staying true to Tiger form.

SFO Sales have moved into the offices left vacant by the Flight Attendants and have just about finished rearranging desks, etc., and are beginning to enjoy their new domain.

Joe Struck has remained in the old Sales offices and by the addition of a grass rug, bamboo curtains, and Hawaiian papaya posters, has brought a bit of The Islands to SFO.

The Flight Attendants report



Al Cormier has a great fondness for San Francisco French bread and quite often asks the fellows at SFO Motor Pool to get some from a certain little bakery and send it to him. The last time he asked them to send him some, the fellows decided to send him a "good supply" so they had the bakery make up this special 7-foot 2-inch loaf which they sent to Al with their kindest regards.

that two of our stewardess, Carol Collins and Elizabeth Basford are in Thailand working for the Dooley Foundation.

A little immodest note—yours truly entered some skiing proficiency tests at the Sugar Bowl ski area March 27 and 28, and much to her amazement won two pins which will be awarded at the Peninsula Ski Club banquet on April 24.

LAX Jottings

By Betty Youtan

Bob Hendricks, LAX DSM, and his wife Vi (an ex-Tiger employe—now with Varig Airlines), returned from two weeks' vacation in South America last month. They visited Colombia, Ecuador, and Peru, including Maccha Pichu "The Lost City of The Incas." Bob said it was a wonderful experience being in the Lost City, but with an altitude of 11,600 feet, the cold weather, and some puffing and panting, he has changed his mind about that occasional "wish I could get lost" feeling! Bob had the opportunity to meet with local airline people from Avianca, Varig, and Lan-Chile,

all of whom are extremely courteous and interested in developing air cargo in their countries.

Most of the LAX salesmen have taken delivery of their new company cars. They are all very pleased with their new "babies," and we will be good advertising for Chevrolet with the bright array of Chevilles lined up at LAX on Sales Meeting days.

Paul McKim, LAX customer service supervisor, took a week's vacation last month, hoping that would be the week he'd become a "daddy" for the second time. However . . . at the time of writing we're still awaiting the happy event—will give you the answer next month!

Eastern News

By Arlene Gartling

Youngest Capt. at Tigers—Tom Sullivan, 33—is based at EWR. Tom has flown with us since 1955.

Jim Haggerty, PHL, spent a weekend in Ireland last month.

Bob Nicholas has 15 years' service with Tigers effective last September.

'Thank You'

EMERY AIR FREIGHT CORPORATION
Willton, Connecticut

February 2, 1965

Mr. Peter T. Albert
Vice President-Sales
The Flying Tiger Line Inc.
Lockheed Air Terminal
Burbank, California

Dear Pete:

Through you we want to express our appreciation to all of our good friends at The Flying Tiger, particularly at the station level, for the excellent co-operation that we received throughout the year. We're anxious to work even more closely with you this year in such a manner that will produce even better and more profitable results for both our companies.

Sincerely,

PETER J. BYRNE
Vice President-Operations

'Thank You'

SPITZ AUTO PARTS, INC.
P.O. Box 554 • McKeesport, Pa.

February 16, 1965

The Flying Tiger Line
Lockheed Air Terminal
Burbank, California

Gentlemen:

I was a passenger on a recent tour to Las Vegas, sponsored by the Pittsburgh B'nai B'rith. The tour was via Flying Tiger. We left Pittsburgh on February 10, and returned on February 14.

I wish to inform you that your personnel on both flights are of superior character. The stewardesses are attentive and congenial. The flight to Las Vegas was very long due to head winds and the fact that slow equipment was used. The stewardesses were very perceptive and turned what might have been an unpleasant flight into an enjoyable experience.

Girls such as these are the best type of public relations a firm can hope to have. I hope I will have an opportunity to fly with Flying Tiger in the near future.

Sincerely your,
SPITZ AUTO PARTS, INC.
LARRY KLEIN, Vice President

'Thank You'

LOCKHEED MISSILES & SPACE COMPANY

February 3, 1965

Michael B. Gurley
District Sales Manager
The Flying Tiger Line
San Francisco International Airport
San Francisco, California

Dear Mr. Gurley:

Twice during November and December, upon very short notice, we called upon you to handle urgent, sizeable shipments from San Francisco to Seattle. Our delivery was within minutes of plane departure and special handling, including rapid stowage plan adjustment, was necessary to accommodate us.

None the less, despite these difficulties, your staff at San Francisco International Airport moved our shipments on the flights desired.

We would be remiss if we permitted this superior service to go unnoticed. Accordingly, will you please convey my sincere thanks to the personnel involved, particularly Robert Foley, and assure them their efforts are recognized and appreciated.

Very truly yours,
LOCKHEED MISSILES & SPACE
COMPANY
P. F. Fordeger, Manager
Traffic and Transportation

BURBANK BYLINE

By Shelley Green

Usually, you think of men as being the golfers, but DOLORES SCHRUM and ESTHER WATSON, of Tabulating; HARRIET FOWLER and BETTY AVERY of Revenue Accounting; and JOAN LONG of General Accounting, have been golfers for some time. Dolores is especially proud, because she birdied the other day. They play at Verdugo Hills Golf Course most Saturdays. So far they haven't been invited to participate in our Golf Tournaments. I wonder why??

LOU ALVAREZ, our tax expert, has been on sick leave, and is now recuperating at his desert home in Yucca Valley. With the desert in bloom, what a wonderful way to rest.

JOE BOUR, Maintenance representative at West Palm Beach, spent his vacation in the Los Angeles area. From Florida to California is a long step.

OZZIE BURGHARDT and family journeyed to Death Valley not long ago where they visited the famous Scotty's Castle. The weather was ideal, but their dog didn't care for it too much.

MARY "Midge" ST. THOMAS, clerk in Revenue Accounting, was recently married. They spent their (!) honeymoon in Las Vegas.

LORI ARAKAKI is the new secretary in Maintenance Supervision. Welcome aboard, Lori!

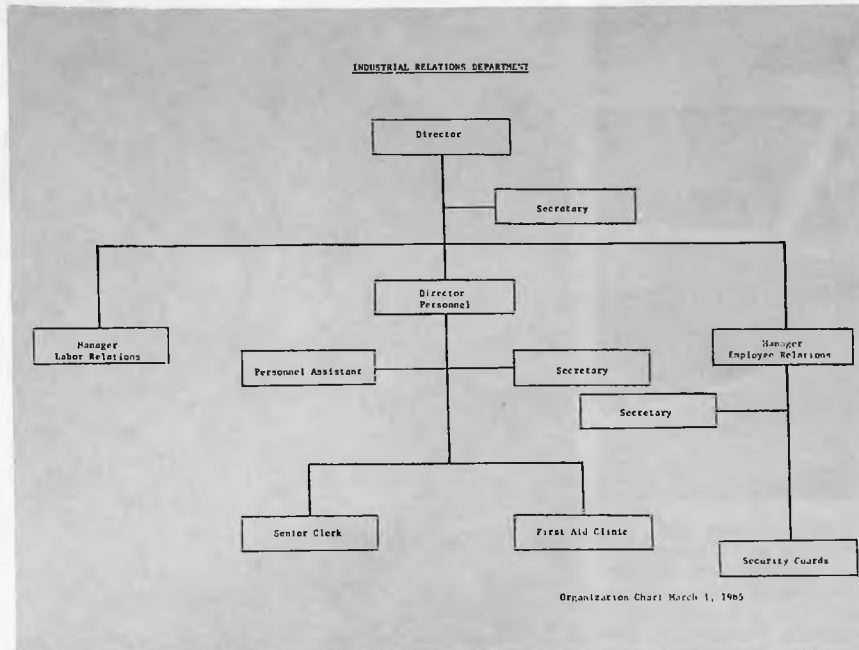
ELLEN SCHIFFRIN, General Accounting, recently returned from a trip to Israel, where she also visited with relatives.

JANET OLSON, her father and niece, are leaving for a month's tour of Europe the middle of May. She's doing the Continent in the best way—via car. It's fun (?) to be marooned in small villages — especially on weekends.

MICKEY GOSS, in the Foreman's Office, has been ill, and everyone wishes her a very speedy recovery.

LUCY AGNEW is our new switchboard operator, and we hope she likes us. BONNIE M. FANNIN is also new to Message Center. She joined FTL after a year at Church College in Hawaii. And, in case you didn't know, DAVID PLOUHAR is now our weekend switchboard operator.

JONES SETS FORTH INDUSTRIAL RELATIONS DEPARTMENT GOALS



Flying Tigers' new Industrial Relations department, headed by Howard Jones, has as its primary objective maximum individual development of the employee, desirable working relationships between management and employes as well as between employes themselves, and the molding of employe resources to perform the services needed for the prosperous growth of the company.

In detailing how the objective outlined should be attained, Jones said:

"Five primary factors are involved. They are:

"1) Promoting the growth and sound financial structure of the company, thereby creating greater security and enhancing the welfare of all employes.

"2) The furtherance of practical and sound personnel policy and vigilant monitoring and administration.

"3) Establishment and administration of an equitable and realistic wage and salary administration policy.

"4) Adoption and maintenance of a modern and, consistent with good business practice, progressive labor relations policy.

"5) Express recognition of the value of the importance of the human element to the continued growth of the Company through a) Recognition of every employe's personal dignity; b) Communications between management and other employes and between employes and employes; c) Consideration of the health and general welfare of all employes; d) Improved safety standards; e) Participation in community affairs."

As a first step toward fulfilling the department's goal, Jones said a formal organization has been laid out. See chart at left.

ART UNDERDOWN, Chief Accountant, took a week's vacation not long ago. What did he do? He tended house and took care of his wife and brand new baby daughter. He now has two little girls in the family.

JAY HARBOUR, Crew Scheduler, was married on April 10th to Patricia Mason of Long Beach. They honeymooned at Squaw Valley. Skiing?

MARY GILLESPIE came to work for Contract Sales & Administration on March 1st, and was married on March 27th. Two such great events in one month are really outstanding.

WALT HENDRICKS, Aircraft Scheduler, is taking two weeks' back vacation and will move into his new home at Manhattan Beach. He's not only getting ready for L.A.X., but could it

be that he wants to be a surfer?

LEONARD McELHANNON, our new messenger in Office Service, has quite an athletic background. While at L. A. Valley College he was not only the No. 2 high scorer in basketball in the League, but also a track star. His speed is already evident. He gets those messages around fast!

ROBBIE ROBINSON, Aircraft Scheduler, bought a new pick-up truck upon which he put a camper. The ocean and mountains in California provide lots of campouts.

DAVE LOEBE, Aircraft Scheduler, and his wife, will leave on an unusual vacation shortly. They are counselors for a youth exchange group, and will shepherd the youngsters to Europe via ship. He has only two weeks and will fly back, but his wife will remain in Europe for the duration of the tour.

So many people are taking trips now. For instance:

AL ANGCO, Paint Shop, and his schoolteacher wife, plan to be in Jerusalem for Easter.

LOU and DORIS BLOCH—to Greece, Istanbul and Beirut on April 9th.

VIRGINIA COHEN, Material Control, her husband and two sons, together with LOU GRIF-FIN, also of Material Control, and his wife leave May 12th on

the SAS Scandinavian Area Fare No. 2 Tour. ERNEST LAR-RAUDE of Engine Build-Up, and his wife took the same tour on April 11th.

GENEVIEVE ELY, DOROTHY PHILLIPS and SHELLEY GREEN, executive secretaries, leave May 14th for a tour of South America, visiting Peru, Argentina, Uruguay and Brazil.

This is just a sampling of the BUR news, as your reporter didn't have a chance to canvass all departments. If any of you have items of interest in the future, please get in touch with your correspondent. Adios, amigos.

'Thank You'

U. S. NAVAL AMPHIBIOUS SCHOOL
Coronado, San Diego 55, California

December 21, 1964

The Flying Tiger Lines
Lockhead Air Terminal
Burbank, California

Dear Sirs:

On December 13, 1964 we had occasion to use your airline, taking MATS' contract flight #271 from Tachikawa Air Base, Japan to Travis Air Force Base, California.

There were several members of the two crews that served us, who exhibited a great amount of skill and sincerity in the performance of their duties. They were Miss Vickie Ross, Miss Marilyn Axelson, Miss Carol Collins, Miss Barbara Mahoney, Miss Judy Cotton, and Miss Jan Chambers.

They constantly strove to insure and maintain maximum comfort for the many families and dependents who were aboard the flight. Having the opportunity to use commercial airlines quite frequently it is rewarding to encounter these competent individuals with such refreshing personalities.

At this time we would like to extend our "Thanks" to them for making a long and tiring trip a very pleasant one.

Sincerely Yours,

Ensign ALLAN B. LIPSKY, USNR
Lt (JG) FRED R. WAHLER, USN
Intelligence Department



TIGERS BEGIN 707 TRAINING

Initial training classes for Flying Tiger maintenance and flight crews on the new Boeing 707-320C freighters which the airline will begin flying next fall is under way in Seattle, manufacturing site of the big Boeing jets.

Vice President James McLachlan and Superintendent of Engineering Chuck Steeves headed the first training contingent to the Boeing plant.

Accompanying them were Al Penrose, superintendent of main-

1—Chuck Steeves (left), FTL engineering superintendent, and James McLachlan, vice president of maintenance, look over a Boeing 707-320C cockpit simulator.

2—Boeing Instructor Al Wenfeld begins work with the first Flying Tiger class. Left to right, seated: Al Penrose, Joe Bazan and Earl Jolly; standing, Tim Denning and R. C. Anderson.

tenance training, Joe Pazan, Earl Jolly, Tim Denning and R. C. Anderson.

Each training class runs six weeks and upon completion of one group, another is assigned to the Boeing program.



'Thank You'

AIRPORT MAIL FACILITY
INTERNATIONAL AIRPORT
Los Angeles, California 90052

January 13, 1965

Flying Tiger Line Inc.
Lockheed Air Terminal
Burbank, California 91503

Atten: Mr. George T. Cussen,
Vice President

Gentlemen:

Employees of the Los Angeles Post Office Airport Mail Facility wish to express our thanks and appreciation to employees and supervisors of Flying Tiger Line for the splendid cooperation received during our 1964 Christmas operation.

We hope you will pass this information along to each of them.

The problems caused by "fog" on the evening of December 21 and "all day long" on December 22 has prompted us to request additional covered space for Christmas 1965.

We delayed sending this letter to you until we had our end-of-the-year reports completed. We felt it would be of interest to you.

Sincerely yours,

A. STEAD, Superintendent
AMF Los Angeles, California

(Note: On January 14 FTL also had a charter for the Post Office Department, SFO to Eureka, Calif., and return, caused by the devastating west coast floods. Tigers flew 30,400 pounds north, 21,000 pounds south.—Ed.)

CHECK YOUR SOCIAL SECURITY STATUS

Howard M. Jones, director of industrial relations, says all FTL employees should be aware of the responsibility they owe to themselves to see that their Social Security accounts are being properly recorded.

All employees should check their Social Security accounts directly with the Social Security Administration, due to the fact that erroneous records in employe earnings must be rectified no later than 39½ months after the year in which the wages were paid.

If an error has been made and not corrected, the employe's benefits, when he retires or is disabled, will be based on inaccurate lifetime earnings and will greatly affect his benefits.

To check YOUR account simply fill out the form below, paste it to a postcard (NO ENVELOPES PLEASE), and mail it to:

Social Security Administration, P.O. Box 57, Baltimore, Md. 21203

REQUEST FOR STATEMENT OF EARNINGS



ACCOUNT NUMBER

DATE OF BIRTH

MONTH	DAY	YEAR

Please send me a statement of the amount of earnings recorded in my social security account.

NAME { MISS
MRS
MR

STREET & NUMBER

CITY, STATE AND ZIP CODE

Print Name and Address In Ink Or Use Type-writer

SIGN YOUR NAME AS YOU USUALLY WRITE IT

Sign your own name only. Under the law, information in your social security record is confidential and anyone who signs someone else's name can be prosecuted.

If your name has been changed from that shown on your social security account number card, please copy your name below exactly as it appears on that card.

Puccia Cashes in With MacGregor Tiger Promotion

Joe Puccia, who never lets any grass grow under his feet, got The Flying Tiger Line some dynamic attention recently in Flint, Mich., by cashing in on the Tiger rage that is sweeping the country, from gasoline in a tank, to power in a car, to breakfast food.

Joe, district sales manager at Detroit, was invited by Don Coy, secretary-treasurer of the MacGregor Tire Co., at Flint, distributors for U.S. Royal Tires, to participate in a special promotion of Royal's new Tiger Paw tires.

And here is what the MacGregor promotional people and Joe cooked up:

Ad Campaign

MacGregor put on a week-long radio and newspaper campaign for its two Flint stores which featured a cage and challenged newspaper readers and radio listeners to guess "What's in the Cage?"

The cage was displayed in the MacGregor stores and by radio and newspaper ads, people were given a clue each day and invited to guess what the cage held.

On the radio, each clue was preceded by a tiger's roar, then came the clue. They follow below. See if you can guess the answer at the end of this story.

On Monday, the clue was:

Some vegetable but mostly mineral,
Moves horizontally but never laterally.

Then, on each successive day came new clues, such as:

Generally speaking, a powerful steed,
The hide is hard . . . it will not bleed.

Then another:

At home on the ground or in the air,
Its thousands of parts go everywhere.

Another:

Useful to people and all sorts of things,
Its value would drop were it not for wings

Still another:

Seldom, if ever, on people to wait,
Its primary purpose is carrying freight.

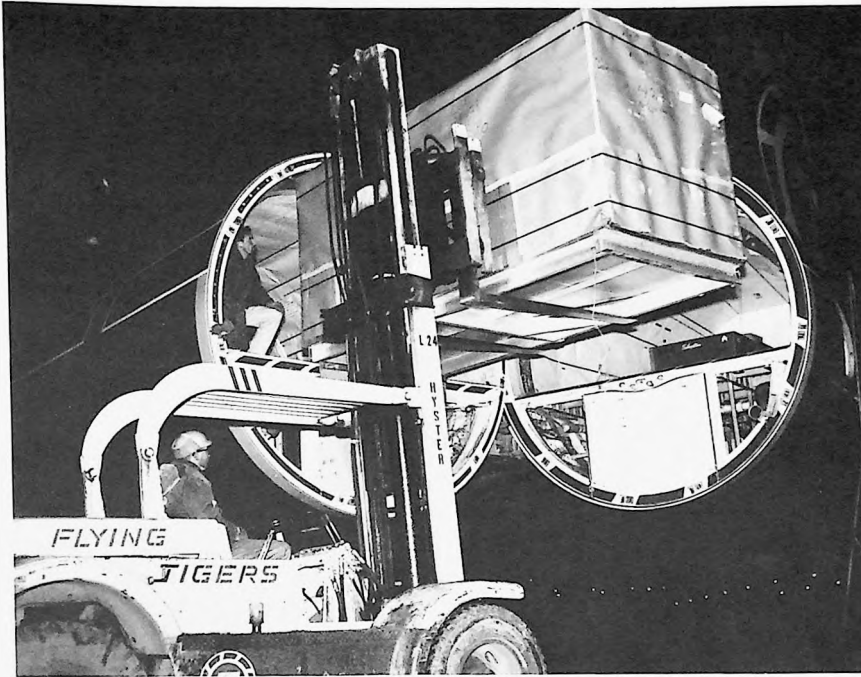
Last clue:

Sleek and powerful, to fly is its aim,
A ferocious Tiger is part of its name!

Coy said that business spurted and many people came to guess. Those who guessed right guessed this:

A scale model of a Flying Tiger CL-44.

U.S. Royal Promotion, the big rubber company's national magazine for retail dealer promotions, featured the MacGregor-Flying Tiger stunt in a full-page, six-picture story, concluding with a shot of a Tiger CL-44.



Des Plaines, Ill.—A 5,000-pound catalytic air correction system, built by Catalytic Combustion Co., for Western Metals Co., of San Francisco, was up against its deadline. The complex system was ready and a week was left to meet delivery schedules. Calling on The Flying Tiger Line at Chicago to find out if it could handle the big machine, Catalytic got

a quick, affirmative answer. Within 24 hours, the shipment was enroute and reached its destination well within the deadline limit. Catalytic, a division of Universal Oil Products, manufactures industrial air correction equipment for a wide range of industrial and chemical processes. "They liked our service," said District Sales Manager Dick Shaklee.

ADMINISTRATIVE EMPLOYEES COMMITTEE

Do you know that there are seven people working just for you? They are the members of the Administrative Employees Committee. The purpose of this Committee is to act as liaison between management and FTL employees. The main goal of the committee is to take the suggestions submitted and turn these ideas into greater efficiency, cost saving methods, a more successful operation for our company and better working conditions and benefits for the employees.

You are now reading one of the accomplishments of the Committee, the *Tiger Talk* section of *Tigerreview*. An improved major medical insurance plan, the Employee's Handbook and the Management Bulletin which keeps us up to date on the activities of management are just a few examples of the many accomplishments of this Committee.

But in order for the committee to continue to be successful, we need the interest and support of ALL employees. The committee can be only as productive as you, the employees, make it by your suggestions and support.

The present members of the committee are:

Robert Vickery, Chairman, Contract Administration
Lou Alvarez, Tax Department
Bob Bennett, Engineering
Dennis Clark, Market Research
Don Conley, Instrument Shop
Aldo Dipre, Material Control
Dale Fogel, Engineering

Any ideas, suggestions or recommendations you have can be sent to any of the committee members or addressed to the Administration Employees Committee-BUR.

One of the current projects of the committee is to evaluate the present Retirement Plan. We would especially like to have your ideas on this.

Administrative Employees Committee



John Snyder

Snyder Advanced in SFO

John Snyder, a 19-year veteran of The Flying Tiger Line, has been promoted to senior foreman of the San Francisco area for maintenance. C. W. Thompson, superintendent of line maintenance & overhaul, announced.

The San Francisco area will embrace all maintenance and maintenance personnel at San Francisco for both domestic and international operations. Portland, Seattle and Travis Air Force Base, origin terminal for Tiger's Pacific MATS flights.

Snyder, who will report to Ken Ousman, general foreman of outside stations, joined Flying Tiger in 1946 as a mechanic. Since 1956, he has been based at San Francisco, serving as foreman in charge of that base.

Slate Second '65 FTL Golf Tourney Sunday, May 2

The second golf tournament of the 1965 season for the Flying Tiger Golf Group will be held on Sunday, May 2, at the Los Serranos Golf Club in Chino, Calif. Earl Berbrick, tournament chairman, said.

This is the course sponsored by Jack Kramer, famed former tennis champion. It is six miles south of Pomona and about 30 miles east of Los Angeles.

Berbrick said the contract with the club required full payment of all entries two weeks prior to the tournament, with April 16 the last day for reservations both for FTL players and guests.

Berbrick stressed that the tournaments sponsored by the group are open to all FTL employees, so any golfers from any part of FTL's system who happen to be in the Los Angeles area at the time, are invited to play.

The first tournament of the 1965 season was held on February 8 at the beautiful Ojai Valley Inn and Country Club, which has been the scene of the AVG/CNAC reunions for many years.

Low gross was captured by Gene Olsen with an 83-11-72, while Tom Grace, shooting one of his best rounds, captured the prized low net trophy with an 88-19-69.

The flight winners were:

First—E. Larsen, 83-10-73; E. Berbrick, 87-13-74; T. Grider, 90-16-74.

Second—W. Kelly, 87-17-70; P. Albert, 91-18-73; J. Healy, 93-20-73.

Third—E. Hickman, 106-34-72; J. Elliott, 104-31-73; J. Baker, 103-28-75.

44 members and 19 guests played in the tournament. One of the guests, P. Cawrey, captured the closest-to-the-pin prize with a shot that missed a hole in one by 46 inches.

Departments Merge

Merger of the Contract Sales and Contract Administration departments, with William Gelfand as director, has been announced by Vice President Peter T. Albert.

Jack Elliott, who had been in charge of contract administration, will report to Gelfand.

The departmental change follows a recent decision of top management consolidating all sales activities of the airline under the direction of Vice President Albert.



FTL Vice-President Peter T. Albert meets with Chinese civic leaders and Miss Chinatown in San Francisco. Left to right are Mrs. Y. P. Tom; Y. P. Tom (who flew in 14th Air Force under Chennault);

Mary Tom (Miss Chinatown U.S.A., from Jamaica, N. Y.); Pete Albert; and Bob Chang, who was a member of the original Flying Tiger AVG group in China during the war.

'Thank You'

CROWN PETERS TRAVEL SERVICE, INC.
711 Eighth Avenue • New York 36, N. Y.

February 18, 1965

Miss Ina Collins
Chief Stewardess
Flying Tiger Line
J.F.K. Airport
Jamaica, New York

Dear Miss Collins:

It is a pleasure to advise that the following stewardesses did an extra fine job on flight CN61, February 14th and have my personal "thank you":

Pat Conway
Toni D'Angelo
Anna Schidrich
Myrna Wannamaker

Sincerely,

CROWN PETERS TRAVEL SERVICE
PAUL BRAVERMAN, Director
Group & Charter Dept.

'Thank You'

FIELD EMISSION CORPORATION
Melrose Ave. at Linke St./McMinnville, Oregon/97128

23 December 1964

Mr. Joseph A. Ryan
District Sales Manager
The Flying Tiger Line Inc.
Portland, Oregon

Dear Mr. Ryan:

We would like to express our appreciation for the excellent service we received from you on a large box that we shipped from Portland International Airport to Newark Airport on November 30, 1964, and your careful consideration of our needs to expedite delivery of the shipment to Sloan-Kettering Institute in Manhattan. Time was of the essence in this particular shipment and the ability of your Flying Tiger Line to get from one place to another with dependability is a credit to your organization.

Since in many instances speed of delivery is essential in our business to maintain our integrity and services to our customers, dedicated and determined people such as you not only make us a success but make your company a success as well.

Again, may we express our appreciation and we look forward to your remarkable service in the future.

Respectfully,
FIELD EMISSION CORPORATION
DICK ESPEJO
Field Service Engineering

Tiger Stewardess To Laos for Dooley Hospital Service

San Carlos, Calif.—A remote medical outpost in strife-torn Laos is the destination of a young San Carlos woman who is headed there to "help do what-ever has to be done."

She is Carol Collins, who is taking a three-month leave of absence from her job as stewardess for The Flying Tiger Line to work at the hospital in the community of Ban Houei Sai, in northern Laos, near Burma and Thailand.

The hospital, supported by the Tom Dooley Foundation, was the fourth and last hospital founded by Dr. Dooley prior to his death.

Laotians from hundreds of miles around take advantage of the medical center's facilities. Riverboats and jeeps are used to bring patients to the hospital and to take doctors on their rounds of the countryside.

Carol is not too worried about the threat of Communist troops in Laos.

"They leave hospitals alone," she says. Apparently all Laotians, Communists and non-Communists alike, appreciate the work the Tom Dooley Foundation has been doing in the region.

The primitive hospital at Ban Houei Sai consists of several thatched huts.

Chicago Gains

For freight gains, Chicago set one in February that if not an all-timer, must be close.

In February, 1964, the station handled \$35 of mail and express. In February, 1965, mail and express volume approximated \$15,000!

Run that increase off on your computer.

SPARTAN ALUMNI REUNION SET

Spartan School of Aeronautics graduates and former employes are invited to the 1965 Alumni Reunion to be held at Western Hills Lodge July 30 through August 1.

Western Hills Lodge is in Sequoyah State Park 50 miles southeast of Tulsa. The 3,100-acre park occupies a peninsula in 20,000-acre Fort Gibson Lake. A paved landing strip is provided for air travelers.

Water, land, and air sports will supplement a most interesting program to give visiting alumni a gala weekend.

Those interested should write Spartan School Alumni and Employes Association, P.O. Box 8278 Dawson Station, Tulsa, Oklahoma 74151.



Carol Collins

Tigers Learn of Air Express

In line with the air cargo industry's general description of 1964 as the year of the big "breakthrough", The Flying Tiger Line is going all-out in the new year to increase its share of Air Express.

Flying Tiger received an estimated \$365,140 in revenue from Air Express traffic last year. More importantly, the ton-mile return to Flying Tiger amounted to approximately 30 cents. The high revenue per ton-mile on Air Express shipments is one reason why Flying Tiger is conducting a campaign in 1965 to sell more Air Express traffic.

An extensive Air Express sales training program is being scheduled for Flying Tiger employees, as well as for employees of other airlines and R E A Express. (All 39 scheduled airlines are partners with R E A Express in the Air Express operation. Air Express constituted 11 per cent of the total ton-miles of cargo carried by all airlines last year).

The Air Express sales training program consists of a series of seminars to be held in connection with a slide film presentation and discussion of a new product manual.

Both the product manual and the sales training film emphasize:

1. Air Express frequently offers shippers the best rate breaks in the 5 to 50 pound weight range.
2. Air Express offers door-to-door pickup and delivery in the basic tariff with through carrier responsibility by R E A Express.
3. Air Express has priority on all planes of all airlines, ensuring next-day delivery to any of 21,000 communities in the U.S., Canada and Puerto Rico.

'Thank You'

WORCESTER AREA
CHAMBER OF COMMERCE
90 Madison Street • Worcester, Massachusetts 01608

Mr. Paul Finazzo
Eastern Regional Sales Manager
The Flying Tiger Line Inc.
60 East 42nd Street
New York, New York

Dear Mr. Finazzo:

Our Aviation Committee enjoyed immensely and profited greatly from a most instructive talk given by Mr. Walsh of your Boston office, ably assisted by Mr. George, at its monthly meeting.

This is just to let you know of our keen appreciation and gratitude. Some of the committee are substantial airfreight shippers and I trust the time and effort expended by your Boston Sales Office will result in some tangible result in the form of more business.

Sincerely,
JOHN T. FLOYD,
Manager
Transportation