



TIGER REVIEW

OFFICIAL PUBLICATION OF THE FLYING TIGER LINE, LOS ANGELES, CALIF.





PRESIDENT PRESCOTT AND NORM SCHWICHTENBERG
... At Stockholders' Meeting

KEEN INTEREST SHOWN

Large Crowd Attends Meet

A record turn-out of stockholders attending the annual meeting of the Flying Tiger Line at the carrier's general offices at Los Angeles International Airport heard Robert W. Prescott, president, say that the airline has "the capacity to produce revenues of as much as \$105 million dollars in 1967."

In 1966, the airline's revenues ran slightly above \$86,000,000.

Answering a question, Prescott said he could not predict profit results for the year but said the profit curve should rise faster than the revenue curve as the airline approached its maximum productive capability. In 1966, the company earned \$12,105,203, or \$2.72 per share.

The tenor of the meeting was set when Norm Schwichtenberg, of Santa Monica, Calif., executive of an office equipment company and a stockholder, told Prescott that he had a series of questions to ask and was invited to the microphone.

Management Congratulated

"I want to say first," he began, "that I think the management of this company should be congratulated on the outstanding job that it has done for stockholders."

Some 150 stockholders, assembled in the airline's cafeteria, burst into spontaneous applause.

Prescott then answered a series of questions from Schwichtenberg and other stockholders on various phases of the company's programs and current activities.

Prior to the question-and-answer session, the stockholders voted to increase the authorized common shares from five million to ten million shares and elected a slate of directors composed of the following:

Samuel B. Mosher, board chairman, Rob-

ert W. Prescott, president, Fred Benninger executive vice-president, Laurence C. Craigie, Charles Luckman, Norman L. Meyers, Houston Rehrig, John C. Tyler, Clarence A. Shoop and Myer Feldman.

Prescott told the stockholders that the increase in common shares was aimed solely at providing the company's treasury with a reserve to meet any future requirements. He pointed out that there was now outstanding 4,538,138 common shares out of an authorized five million and this left the airline with a limited stock reserve. He emphasized that the company had no present plans for use of the additional stock authorized and was not involved in any acquisition or merger discussions.

In answer to stockholders' questions, he made these observations:

The company is on the way to "greater achievements," such as its new \$105 million dollar fleet of airfreighters, the jumbo jet DC8-63F on which deliveries start in 1968, plans for route expansion, both across the Pacific and within the United States, and listing of the airline's stock on the New York Stock Exchange.

In respect to the listing, he said the company has an application pending with the New York Exchange and was hopeful of favorable early action. The stock currently is listed on the American Exchange.

He discussed the equipment trust financing for the new Tiger fleet, totaling \$51 million dollars, with additional financing to be placed privately for the balance of the fleet. This would amount to approximately \$40 million dollars more. He pointed out that the method of equipment trust financing was new to the airline industry and represented a milestone in this field. Its

Important Gain Achieved Through Blocked Space Award

importance lay in the fact that it meant the airline could finance this large commitment without dilution of its equity capital — the common stock.

The financing will provide the company with an initial fleet of 10 jumbo freighters and he said it was likely that the carrier would eventually exercise an option for seven more of the huge ships.

An important gain for the company had been achieved, he said, in the determination through favorable court action that only the all-cargo carriers would have the right to sell blocked space. He said the Civil Aeronautics Board had made this judgment to provide a fairer competitive balance between the all-cargo lines and the combination passenger-cargo carriers, whose resources from passenger-mail-express traffic far overshadow those of the cargo lines.

With the advantage of blocked space, which permits volume shippers to move airfreight on the cargo lines at a discount off the general rate structure, Prescott said the cargo carriers now have a basic opportunity to shift the bulk of volume airfreight to their operation.

Favorable Factors

Other favorable factors in the all-cargo field, he said, was the support voiced by the Department of Defense for more cargo service on the Pacific, where Flying Tiger is seeking an all-cargo route and the granting of rights by the CAB to the airline permitting it to contract for backhaul commercial charters on empty return flights for the military in its Pacific contract operations.

He also discussed the favorable action of the CAB in permitting the airline to engage in off-line contract operations for other carriers to achieve better utilization of its equipment. Contracts already have been signed in this field with KLM for freight service on the North Atlantic and with Canadian Pacific for similar traffic on the Pacific.

Another important step with favorable overtones for Flying Tiger, he said, was an investigation instituted by the CAB to examine the need for expansion of the operating rights of Seaboard World Airlines within the United States. Now a trans-Atlantic carrier operating from the eastern seaboard of the United States to Europe. Seaboard, if the CAB so determines, will be able to operate flights across the United States to and from Europe.

If such a precedent is established, Prescott said, then a rightful balancing of competition would mean that Flying Tiger should win the right to extend its present domestic U. S. route across the Pacific to



LARGE TURNOUT. More than 150 Flying Tiger stockholders attended the annual meeting held in the company's cafeteria at the main base in Los Angeles.



PRESIDENT FIELDS QUESTIONS. Interest runs high among stockholders as President Robert W. Prescott answers a barrage of questions at annual meeting.

the Orient — a route which it is now seeking from the CAB.

Discussing the effect of a possible cessation of hostilities in Vietnam upon Flying Tiger, which is the military's principal cargo contractor in the Pacific, Prescott said that the military has estimated it would have an operational backlog requiring at least a year of heavy contract service to meet its needs. Additionally, he said the military had stressed that its global operations, irrespective of Vietnam, would require full commercial augmentation of its own fleet operations for at least a year

and very likely throughout the foreseeable future.

He pointed out that Flying Tiger had carried on a large contract operation for the military for many years in the past when there was no war emergency such as that now existing. The military, he emphasized had come to appreciate the great value of airfreight and in his view, it was a permanent way of being within its logistics concept requiring extensive commercial augmentation such as that provided by Flying Tiger.

Boost For Charters . . .

Backhaul Rights Granted by CAB

The Flying Tiger Line announced May 5, that the CAB has granted it temporary authority to conduct expanded backhaul commercial charter operations in the Pacific.

The CAB action means that the airline, whose Pacific commercial charter operations had been challenged by the Board now may continue to operate such flights which last year produced revenues of approximately \$5 million dollars.

The temporary authority was granted pending final determinations on proposed charter rule changes which would substantially expand the airline's commercial charter operating authority.

In connection with its order, the board also imposed a fine of \$25,000 on the carrier for violation of previous restrictions on backhaul charter operations.

Return Flights

Flying Tiger had been selling commercial backhaul traffic in connection with its trans-Pacific charters for the Military Air-lift Command.

Many of these flights, carrying military cargo to the Orient, returned empty and the carrier had been selling this space to commercial companies exporting to the United States.

The CAB had indicated that the volume of these commercial charters developed by Flying Tigers exceeded the carrier's operating authority. If approved, amendments now proposed to existing charter rules would give the airline unrestricted operating authority for such charters as well as additional military baggage flights both to and from the United States.

Pending a final decision on proposed rule changes, the carrier now has the right to proceed with its expanded trans-Pacific commercial charter operations.

GROWERS SIGN BLOCKED SPACE

Flower Freight Blooming

A blocked space agreement that will result in the movement of more than a million pounds of California fresh flowers annually to the East Coast has been signed between the Flying Tiger Line and the California Flower Growers Cooperative Association.

Announcing the agreement, the first of its kind between an airline and a flower growers' association, Peter T. Albert, vice president of marketing for the airline said. "The basic contract calls for the shipment of at least three-quarters of a million pounds of fresh flowers yearly to New York on a three day a week schedule."

"The contract means minimum revenues of \$105,000 a year to the airline on the basic contract and a minimum saving to the cooperative of \$18,000 under regular tariffs," Albert said.

He also said shipping history and discussions with the flower growers indicate these figures will be considerably greater. Cooperative officials say they are studying the feasibility of shipping to other prime eastern and midwest markets.

The blocked space contract can be expanded to fit the needs of the shipper, and cooperative officials say they have purposely made their initial predictions conservative.

Albert said the Tigers tailored the schedule to assist the growers in getting the

flowers to New York to allow for overnight distribution to the wholesale distributors.

"Adjusting the schedule to fit the needs of the flower growers further indicates the inherent flexibility of an all-cargo carrier," Albert said. "It is this flexibility enabling us to work closely with industry that has gained for us the reputation as the airfreight specialist."

Tiger daylight non-stop flights arrive in New York at 8:30 p.m. Tuesday and Thursday and at 11 p.m. Sunday.

Albert also said there are indications the blocked space rate and the schedule has appeal for other flower grower associations in California interested in the choice eastern markets.

Members of the cooperative include: Pleasant Valley Flower Growers; Gallup and Stribling Orchids; Stimming Flowers of California Inc.; Quinby Floral Company and the Flower Growers of Southern California, all of the Oxnard-Santa Barbara area.

COVER PICTURE

Brigitte Schenk, FTL secretary poses in Oxnard field to mark blocked space signing with Flower Growers Cooperative. The agreement received wide publicity.



ALL-CARGO CARRIER'S ROLE. Specialization is required for the efficient handling of perishable commodities such as strawberries. Handling techniques devised by the Flying Tiger Line were utilized during the recent berry season. The photo illustrates offloading of a planeload of California strawberries at Detroit consigned to Jarson-Zerilli. The 26,000 pound shipment is believed to be the largest load of berries flown California to Detroit.

BLOCKED SPACE KEY

Board Delineates Role

... Part Two

Editor's Note: This is the second article in a series on the "Role of the All-Cargo Carriers," resulting from discussions by Robert W. Prescott, president of the Flying Tiger Line, with industrial and financial groups on the problems and future of the all-cargo industry. They are being reproduced for the information and guidance to the many persons interested in this dynamic industry, whether employe, stockholder or shipper.

Blocked Space

The Civil Aeronautics Board, in delineating the roles of the various types of air carrier — cargo, passenger-cargo and supplemental or charter — decreed that all-cargo carriers should be granted the ex-

clusive right to sell blocked space. In so doing, the Board said:

"The Board has only recently reviewed the public convenience and necessity requirements for the domestic all-cargo carriers and concluded that these carriers have earned themselves a place as all-cargo specialists in the United States air transportation system. We there noted the contribution of the all-cargo carriers to the development of volume freight operations in all-cargo aircraft, rendered despite the competitive disadvantage they face." The Board said further in the same opinion, "There is also every reason to believe that the specialization will be of significant benefit in helping to develop new

and better techniques, particularly adapted to serve the peculiar needs of high volume and other forms of traffic. Assigning the all-cargo carriers the exclusive role of blocked-space service will, we believe, provide them with a needed source of financial strengthening."

Blocked-space tariffs are a timely subject at this moment because on October 12, 1966, the Supreme Court refused to hear further arguments on the subject, thereby confirming the legal right of the Civil Aeronautics Board to grant such exclusivity to the all-cargo carriers.

Extensive Study

Blocked-space is the result of extensive study and research by the Civil Aeronautics Board to find ways and means to delineate the proper roles of the various types of air carriers. Apparently wishing to keep the all-cargo carriers relegated to the job of developing the freight market, they also realized they must devise some method of protecting them from the onerous competition that resulted from the leverage provided by the huge passenger revenues of the multi-purpose carriers.

And what is blocked space? In its simplest form, it is a right to contract with individual shippers to occupy a certain amount of space on a given flight on a regular basis, daily or weekly, at a price less than the published tariff of the carrier. The great advantage to the shipper, of course, is that he saves transportation money, in addition to having guaranteed space on the aircraft.

When considering the potential growth for the all-cargo carriers, considerable thought must be given to the methods that will be employed to stimulate this growth.

The blocked space concept, because it is an exclusive for the all-cargo carriers, will serve as a marketing tool for the future. Today blocked space is being utilized by some eighteen major shippers in the United States. Ford Motor Company, Superscope, Gardner Cryogenics, Hewlett Packard, and others have already benefited by the dollar savings made possible through blocked space.

Volume Increase

A man sophisticated in numbers might pose the question that blocked space is only a discount off the present rates and consequently dilutes the carrier's revenue. This could certainly appear to be true unless one is fully cognizant of the marketing application blocked space has for our nation's largest shippers. The discounted rate structure will be more than offset by the increase in volume — volume that will be comprised considerably of shipments now transported by surface carriers.

In addition, the carrier, having pre-sold the space on the aircraft, can anticipate higher load factors on his entire operation. Aside from normal flying costs of the aircraft, the very important factors that make up costs per ton-mile are load factor and volume. It costs the operator as much to fly an empty airplane as it does to fly a full one. Thus, on 100% load factor the ton-mile cost is just half that of a 50% load factor. High volume creates cost savings by greater use of fixed facilities, and

A Vehicle to Reduce Warehousing and Other Distribution Costs

other fixed overhead items, as well as greater efficiency in labor costs.

Blocked space now becomes a vehicle, by virtue of its low rates, to reduce warehousing and all the high costs entailed in that area, and still enable the shipper to be competitive in the farthest markets. Physical distribution as related to the total cost takes on a new atmosphere. In-transit times move from days to hours, inventory costs are substantially lowered and capital investment tied up in warehousing is released.

Reduce Inventory

But the shippers who warehouse high inventories are certainly not the only potential for blocked space. The supply — pipe-line to production line — can be shortened and the cost to keep the line moving, lowered. Ford Motor Company, which recently renewed their blocked space commitment to 5,000 pounds three times a week, is an example of both the warehousing and production line application. Hewlett Packard of Palo Alto, California, has taken advantage of blocked space savings not only for themselves but for their customers who purchase F.O.B. California.

The implementation of blocked space in the physical distribution patterns will produce larger volumes of air cargo, allowing the all-cargo carriers to decrease their costs, and this savings will be passed along to the shipper. Discounts of three to fifteen percent under existing rates are provided in today's blocked space tariff. The impact of the tariff is already obvious in Flying Tiger traffic, and now that the airline has the security of Supreme Court approval, long range planning will be undertaken. Blocked space is an exclusive of the all-cargo carriers.

Dynamic Impact

This program can indeed have a dynamic impact on the all-cargo industry. The stated purpose of this tariff is eventually to move the greater part of bulk air cargo over to the all-cargo carriers. And it seems apparent that this will eventually happen.

This program of expansion will, of course, create some problems for the all-cargo carriers, but they are the right kind of problems.

Expanded ground facilities must be developed, the organization must be expanded in an orderly manner and, more importantly, our fleet of aircraft must necessarily be upgraded and expanded to meet this anticipated growth. Plans are underway for improved and expanded ground facilities. Our great hope for up-



SHOWCAR CARGO. Freight that is difficult for the combination carriers is routine for the specialized facilities of the all-cargo carrier. Photo shows Barbara Melillo of FTL secretary Newark as a valuable Excalibur arrives in New York for automobile show.

grading of our fleet is the Douglas DC8-63F, which I will discuss more fully later.

Growth Prospects

The average rate of growth of our scheduled airfreight business for the past four years has been about 30% annually. For instance, our ton-miles in 1936 were 78,300,000 for \$11,006,000. In 1966 revenues reached about \$23,250,000. Provided we have the equipment and facilities, we believe we could increase this rate of growth to at least 50% to 60% annually through use of the blocked space concept.

We are often asked the extent of the impact of the Vietnam conflict on our total business and our earnings and what result would the slackening of this activity have on our future volume and earnings. This year we will do about \$48,000,000 of Military airlift. In the four preceding years this total was \$38,000,000 in 1962 — \$27,000,000 in 1963 — \$23,000,000 in 1964 — and \$30,000,000 in 1965. I cite these figures to demonstrate that we do a considerable amount of Military transport even without the escalated activities in Vietnam, and expect to continue to do so through the years when this escalation tapers off. Until several years ago it was the policy of the Military to do all of their own airlifting for which they had the capability, and to contract out the balance to commercial carriers. This policy has now been changed so that a definite portion of this traffic is allocated to commercial carriers. For each of the last several years the Military Appropriations Bill has earmarked a certain amount of money that can only be used for commercial air transport. This year, for instance, that figure is \$100,000,000.

Ordinary Military airlift contracts are allocated to the carriers on a basis that is

proportionate to each carrier's contribution to the Civil Reserve Air Fleet. On this basis of allocation, Flying Tigers has been the second largest contractor for several years. We expect to maintain that position, particularly in view of our DC-8 fleet, which will be committed to the CRAF program.

With the vast commitments our country has in southeast Asia and other points in the Orient, the probability of high airlift demands for years seems sure. It might surprise you to know that now, 13 years after the cessation of hostilities in Korea, we are still airlifting Military supplies to that country. Another good reason for the continuation of high demand is the steadily declining costs of airlift to the Military. Since 1962 the ton-mile costs of commercial lift to the Military has declined by 33%. With every new modernization of the jet fleets these costs will continue to decline. In the Military, just as in industry, the more the costs go down the more items become air-eligible, and thus a greater volume of traffic is available.

DC8-63F Order

The DC8-63F order is for a fleet of ten aircraft at the present time. The total cost, including spares, will be about \$105 million.

The great advantage of this aircraft over present jet models is its cubic capacity to carry the load. The present DC-8 and Boeing 707-320C have an actual carrying capacity of 91,000 pounds, but by the nature of the business, we must regard 72,000 pounds as a full load because that is all we can carry on the average because of space limitations. In terms of pallets which we will be using, we can get 13 in the present 707. However, we will be able to get 18 of the same pallets in the 63F. This is an increase in payload of almost 40%. The increased flying costs will not be more than 13%, so we can expect a reduction in ton-mile costs of between 25% and 30%. This will be quite a breakthrough in costs. To illustrate, if our direct flying costs per ton-mile had been reduced by 30% for 1966, our cost saving would be 12 million dollars.

Reasons For Choice

We have been asked why we chose the DC8-63F rather than its nearest competitor, the Boeing 747. There are several reasons:

1. From our analysis of the projected operating costs supplied to us by both companies, there appears to be an appreciable difference in the raw ton-mile costs of the two aircraft.

2. Since the ton-mile costs are approximately the same, and the 63F is a 100,000 pound payload aircraft versus 200,000 for the 747, we would prefer the flexibility of the smaller plane.

3. The 747 will require a considerable amount of specialization in terminal facilities and airport accommodation because of its size which will further limit its flexibility plus causing the carriers to develop whole new concepts of ground handling. The 63F is simply a longer version of a plane we are presently handling.

4. Last, and very importantly, we can get delivery two years ahead of the 747.



TOM FRANKLIN . . . MR. BUSINESS
... builds format to sell airfreight

EXPERIMENT PAYS OFF

Tigers on the Airwaves

An experiment in radio promotion has turned out to be an effective airfreight sales tool.

The Flying Tiger Line launched a pilot project in midsummer 1966 with Tom Franklin and his Business Wire program on Radio KFI Los Angeles.

Early tests proved to be effective and now almost a year old, the program is establishing itself as an effective method of spreading the airfreight message.

In Los Angeles, many enquiries have resulted in some new airfreight accounts and the doors to many new shippers have been opened.

Franklin's format is a late afternoon, five-minute wrap-up of the day's business news and with the meticulous editing and authoritative delivery of the veteran newscaster, the program enjoys a prestigious position in the Southern California business community.

Shipments Generated

Los Angeles District Sales Manager Jim Haggerty said several shipments have been generated as a result of the promotion.

Following the successes in Los Angeles, Franklin's format with some modifications is being used in other cities on the Tiger system. Again the signs are encouraging, particularly in New York, Boston, Cleveland and Chicago where tangible results have already been shipped on the Flying Tiger Line.

Radio stations in the various cities take varied approaches to promote the program in addition to the actual airtime. Several of the stations use newspaper advertising and direct mail to attract attention and the Flying Tiger Logo is now appearing in some interesting places.

Ticker-Tape Sign

In Chicago for example, Radio WMAQ, flashes a ticker-tape style electric sign on a huge board on the Kennedy Expressway

Radio programs used in Tiger Cities to stimulate interest in airfreight.

near O'Hare Airport. An estimated 200,000 persons a day see the sign.

The Program, Daily Business news, features Bob Wilson, NBC Radio Business News Editor and is part of the NBC News Chicago Report from 5:30 to 6:45 p.m.

Tiger District Sales Manager Lew Ayres said he has heard several favorable comments from various sources about the program.

"Customer service," he said, "has received numerous calls from shippers inquiring about rates and services. We have received some additional business as a result of the program, although just how much is difficult to ascertain at present."

The program, Today's Business Trends on Radio WNBC New York went on the air for the Tigers in early January and the response there has been termed encouraging by FTL sales officials.

Bob Nicholas, DSM at Newark said some new accounts have resulted from the radio promotion.

Adds Impetus

Spotlight on Business featuring Philip J. Murphy, Financial Editor of the Boston Herald-Traveler is adding impetus to the Boston sales effort with a program each weeknight at 6:55 on Radio WHDH. Murphy broadcasts information on the business day, new trends, reasons for market behavior and up-to-the-minute stock market information.

John Walsh, Boston DSM says the program has been well received and inquiries are beginning to come into the Boston sales office.

In Cleveland, interest in airfreight is being aroused by Bert LeGrande and his Executive Report program on radio WERE. LeGrande's program includes a summary of significant business and financial news, important features and interviews with prominent leaders of business and industry prepared especially for Cleveland executives to give them the local and national business picture.

Mel Licking, Cleveland DSM, says the program is gaining in popularity and so far has resulted in one shipper calling to advise he will begin using FTL service.

Other Cleveland area accounts have called asking for Tiger representatives to discuss service and rates.

To promote the program WERE has placed large silk screen signs on city buses directing attention to LeGrande's daily wrap-up.

A radio program promotion is also being put together for San Francisco but it is too early to gauge results.



WAYNE M. HOFFMAN
... surface to air move

TRANSPORTATION LUMINARY

Leaves Rails for Tigers

Wayne M. Hoffman, executive vice president of the New York Central Systems and one of the nation's youngest major transportation leaders, has been named chairman of the board of directors of the Flying Tiger Line, Robert W. Prescott, president, announced.

"Mr. Hoffman will leave his present position in four to six weeks and will take on full-time responsibilities as board chairman of the airline," Prescott said. Prescott will continue as president and chief executive officer.

In an announcement to employees and stockholders, Prescott said Hoffman, who is 44 years old and has served as an officer of the New York Central System since 1960, the last five as executive vice president, decided to resign his position as operating chief of one of the world's largest transportation systems because of his conviction that airfreight had one of the brightest futures in transportation.

"He is also a great admirer of the Flying Tiger Line and its accomplishments in

airfreight over the past 22 years," Prescott said.

Hoffman succeeds Samuel B. Mosher, who helped Prescott found the airline in 1945 as the nation's first all-cargo air carrier, which has survived the tumultuous years of airfreight pioneering as the nation's only transcontinental all-cargo air system. Mosher, with broad interests in oil, transportation, banking and manufacturing, left the Tiger board last week when the board decided to make the chairmanship an executive responsibility with full-time duties.

Brilliant Background

The new Tiger board chairman comes to the airline with a brilliant background in transportation, law and finance, and a physique to match it. The six-foot six-inch Hoffman, who holds an imposing list of executive and board titles in transportation manufacturing and real estate fields, was 35-years old upon his appointment as executive vice president of the Central in 1962, the youngest man ever to hold

that position in the two billion-dollar New York Central System. He had come to the Central in 1952 as a transportation attorney after serving four years on the legal staff of the Illinois Central Railroad.

In 1958, he was named executive assistant to President Alfred E. Perlman, and became successively, vice president of freight sales in 1960, vice president of freight and passenger sales in 1961, when he established the railroad's first modern marketing department, and executive vice president in 1962 in charge of all major line departments.

He is a director of the New York Central Railroad, the Railway Express Corp., the New York Realty Hotels — owner of the Waldorf, Biltmore, Barclay and Commodore properties, — SCAN Instrument Companies, and is chairman of the board of the New York Central Transport Co., the railroad's trucking subsidiary, which he has headed since 1960.

Market Spearhead

Pioneering efforts which he spearheaded in railroad marketing and diversification, led to development of the Central's famed Flexi-van concept of piggy-backing of trucks on railroad flat cars, and the Central's recent acquisition of the Strick Corp., world's largest makers of seagoing containers, a major producer of truck trailers and also broadly interested in the new airfreight concepts of containerization of freight shipments.

A private pilot for 25 years — he flies his own twin-engine Aero Commander — Hoffman was attracted to the airline field in 1959 when he negotiated the Central's purchase of a \$5,000,000 convertible bond issue of the Flying Tiger Line to assist the carrier in financing the first prop-jet fleet of CL-44 swing-tail airfreighters at a cost of \$55 million dollars.

Hoffman, who was born in Chicago March 9, 1923, founded his legal career on a brilliant scholastic background which included a bachelor of arts degree and a doctorate in law from the University of Illinois, where he graduated in 1947 with Phi Beta Kappa honors.

He is a member of both the Illinois and New York state bars and is admitted to practice before the U.S. Supreme Court.

Litigation Expert

An expert in general transportation litigation, he specialized in labor and corporate finance and was the attorney in a landmark case under the Railway Labor Act in which the U. S. Supreme Court established the right of carriers to obtain injunctions against unions striking over minor grievances.

Other interests include membership on the executive committee of the New York Chamber of Commerce, chairman of the Parents Advisory Board of Hamilton College, Clinton, N.J., and the board of governors of the Sleepy Hollow Country Club. He is also a member of the New York Traffic Club and the National Freight Traffic Association.

His World War II record includes service with the First Infantry Division, with the rank of captain, and service in all European campaigns, five decorations including the Silver Star, and two Purple Hearts.

Airport Managers Organize in East

An organization of airport managers to be known as the Far East, South Pacific Airport Managers Association held its 1st annual meeting and conference in Manila May 27 to 31.

Driving force behind the organization of the association is Willie Jurado, general manager of the Manila International Airport.

Jurado contacted airport managers all over the far east and urged them to form an organization in the interests of establishing closer relationships among the airport managers of the different countries of that part of the world for the purpose of exchanging and pooling information on matters of mutual interest.

Delegates attending the first conference included: Ya'Akub Bin Ahmad, officer of the Brunei administrative service; F.R.J. Lillywhite, Airport Manager, Kaitak International Airport, Hong Kong; Soetardjo Sigit, President Director, Kemayoran International Airport, Indonesia; Kim Wan Soo, Airport Manager, Kimpo International Airport, Korea; R. W. George Emery, Airport Manager, Auckland International Airport, New Zealand; John W. Redstone, Airport Manager, Wellington International Airport, New Zealand; Tien Wan-Chieh, Chief, Tapei International Airport, CAA, China; Kaivul Thavaradhara, Director of Civil Aviation, Air Vice Marshal, Thailand; R. Cheok Hock San, Senior Air Traffic Officer, Brunei International Airport; Duong-Thieu-Dung, Airport Commander, Saigon International Airport, Vietnam; Suharto Doermokisworo, Director of Operations, Keymayoran Airport; Hong Ju Nah, Class IV Senior Officer, CAB, Kimpo International Airport, Korea; A.I.R. Jamieson, Airport Manager, Christ-

\$51,000,000 Trust Certificates Filed

A registration statement on \$51 million dollars of equipment trust certificates has been filed with the Securities and Exchange Commission by the Flying Tiger Line.

A group headed by Dominick and Dominick of New York will underwrite the offering and the proceeds will be used to finance part of the Tigers' fleet of 10 DC8-63F jet freighters to be delivered in 1968.

A spokesman for the underwriters said the certificate offering will be applied to a major portion of the purchase price of six of the aircraft and spare engines.

The remaining four of the original order of 10 is being financed by private placement of equipment trust certificates through banks and insurance companies.

It was revealed at a recent stockholders' meeting that the company plans to exercise an option for seven additional of the huge Douglas airfreighters.

LETTER BOX

Mr. G. C. Nimtz
Flying Tiger Airlines
Chicago, Illinois

Dear Mr. Nimtz:

On Wednesday, April 5, we had occasion to make an emergency shipment of 2,000 pounds destined for Cleveland, Ohio. It was our pleasure to handle this expediting with Mr. Ray Behm. It was our impression that Mr. Behm handled this matter in an expeditious and courteous manner, the quality of which was rare even for Flying Tiger. I feel that I would be remiss if I did not pass along our appreciation of Mr. Behm's fine service to you.

Yours truly,
V. R. Scorsone,
Aluminum Company of America
Planning, Traffic, Invoicing
Supervisor

Mr. Lou Rassler, Manager
Flying Tiger Airlines
Inkster, Michigan

Dear Mr. Rassler:

My purpose in writing you is to thank sincerely Mr. Len Angebrandt and Mr. Art Gareau for their tremendous help and understanding far beyond "the call of duty." Would you please express my sentiments to these men and rest assured my regard for Flying Tiger Airlines could be no higher. Thank you again.

Cordially,
Gerald M. Woolever, Secretary
Ware/Smith Funeral Homes

church International Airport, New Zealand; Tadashi Koichibara, Administrator, Tokyo International Airport, Japan; Shui-Ling Liu, Chief, Accounting Section, Taipei International Airport; Kiti Limsuwan, Deputy Director-General, Department of Aviation, Thailand.

Guests were George A. McSherry, assistant general manager for planning and operations, Los Angeles International Airport and Joseph J. Healy, vice president of research and planning for the Flying Tiger Line.

THE
FLYING TIGER
LINE
7401 WORLD WAY WEST
LOS ANGELES INTERNATIONAL AIRPORT

01595
R. M. Bennett
7916 Broadleaf
Van Nuys, Ca 91402

Fred Benninger Resigns Position



FRED BENNINGER
. . . resigns

Fred Benninger, executive vice president and treasurer of the Flying Tiger Line, has resigned, effective July 1.

Benninger, who came with the airline shortly after its founding in 1945 and has served as the carrier's chief financial officer and general manager for many years, said he was leaving for personal reasons. He had no announcement on future plans.

Joining the airline in 1946 to organize the company's accounting department, Benninger subsequently became secretary-treasurer and then took on the duties of executive vice president. He is also a member of the company's Board of Directors.

A captain in the U. S. Air Force in World War II, he is a graduate of the University of Southern California with a degree in accounting and was a certified public accountant with Arthur Andersen and Co., before joining the Tigers.

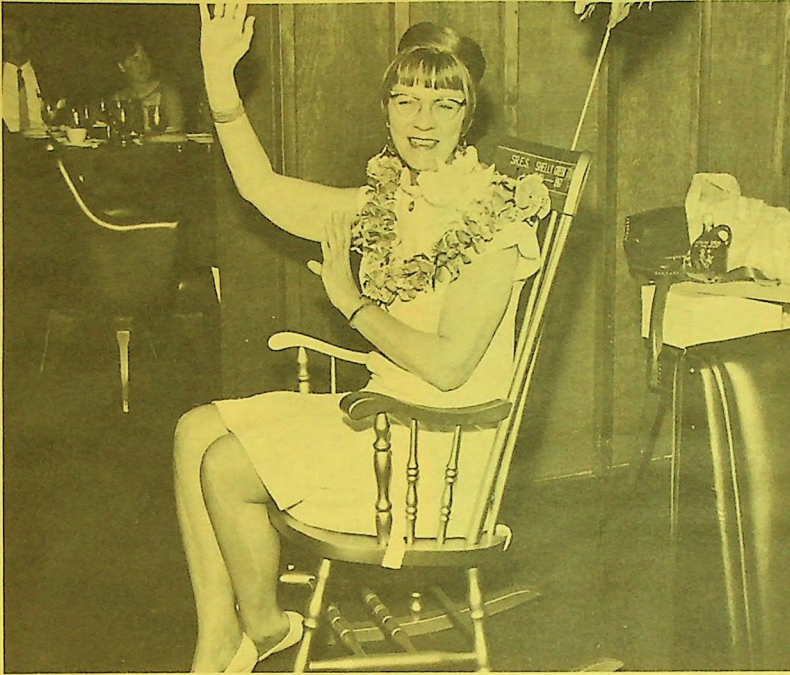
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TIGER TALK

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OLD ROCKIN' CHAIR'S GOT HER
... Shelley Green Retires

Shelley Green Announces Retirement, First Lady Tiger to Receive Pension

Talking to Shelley Green is like talking to someone who built an airline.

She doesn't claim to have done it all alone, but neither does anybody else around the Flying Tiger Line. She is simply one of the early members of a far-sighted group that stuck it out through the lean years until the fledgling found its wings.

Now she has announced her retirement effective June 30, the first female Flying Tiger to retire on pension.

She recalls very vividly her visit to the FTL operation in Burbank in early November 1949.

"I had resigned from a plushy legal office in downtown LA," she said, "because it was too far to drive. An employment agency sent me to the Flying Tigers and I thought it was some kind of joke."

"I walked through a greasy old hangar and up the stairs to Mr. Benninger's office. The outer office consisted of a dirty old green rug, two ancient desks and two battered chairs . . . my first reaction was

to turn around and go home."

After a long wait she was introduced to Mr. Benninger and given a quick shorthand and typing test.

Shelley said she was offered the job and after some deep soul searching agreed to start work the following morning for \$75 a month less than her previous job.

The first years were a struggle, she said, but it was exciting because everybody was in close contact and all the employees worked very closely with management in what appeared to be in many cases an insurmountable battle.

In 1951 things began to look up when the new office building in Burbank was completed. "I got the feeling the company really began to make progress and become more businesslike when we moved into the new building," she said.

"I don't think any of us ever had any doubts about the success of the company even through the really gruelling times," she said. "Everybody worked together,

Continued on Page D

Debell Next . . .

Golf On the Upswing Tourney Dates Set

Golf is on the upswing with one tournament just completed, another scheduled for Debell in Burbank, July 30 and a two day outing set for Carleton Oaks near San Diego November 11 and 12.

The tournament held at the tricky Vista Valencia layout June 4, drew 76 Tigers and guests with low gross honors going to Noah Wheeler, accessory overhaul mechanic (66-7 for 59). Winner of the low net was Don Eatchel of maintenance with 83-28 for 55.

H. J. Wall, a check pilot of Los Angeles won the first flight, (78-21 for 57); Dick Snyder, foreman of the print shop won the second flight and Jim Lott led the guests with a 73-11 for 62.

Vista Valencia was short but tricky and proved to be a stern golf test.

Equally challenging and a little longer is Debell, located in the Burbank Hills below the Castaways Restaurant. Players are urged to sign with Chuck Snoko for this tournament. Golf fees and prize money are \$5, a hot buffet dinner is an additional \$4.50 and a locker, shower and towel costs 50 cents.

Snoko has also arranged for the Carleton Oaks tourney in the fall and will announce details later.

Tiger Gift Shop Project Underway

THE ADMINISTRATIVE EMPLOYEE'S COMMITTEE has been working on several projects lately, one of which is the Tiger Gift Shop. Employees will be able to purchase name brand items at a considerable discount once the program is firmed up. HOWARD JONES, vice-president industrial relations has been working with the committee to get the ball rolling and employees will be notified shortly. The Committee has also been working on discount privileges with Ramada Inns throughout the United States for employees traveling on vacation. So far, they have only been successful in obtaining discounts for employees on company business, but chairman Jack Foster is working on vacation privileges. Again, employees will be notified.

Split Bowling League Under Consideration

Winter bowling schedules featuring 'mixed foursome' teams has been announced and play is expected to begin in early September for Los Angeles employees.

Dick Snyder, league coordinator said if sufficient interest is shown consideration will be given to operating as a split league in which some teams will be based at a San Fernando Valley alley and the remainder based in a location closer to general offices.

By Betty Jo Graves

RHYMES FROM THE ROSE CITY

Bob Beckman (ground ops) and adventures in culture:

Besmocked and beret'd a la Pierre
 Bob is learning to paint with a flair
 When asked, with a frown, which side's
 up which side's down
 Bob's reply — oh, so french — "C'est
 le Guerre!"

"Kelly" Verhelst (ground ops) and a week-end excursion:

To go to the beach, Kel got a bug
 Brought home all of the clams he could
 lug
 When we said "how fine! Are we invited
 to dine?"
 He was mute as the clams he had dug.

Joe Ryan (DSM) and consequences of illness:

Joe's bowling was over 'twould seem
 When heart trouble threw him off the beam
 When the trophies came through, there
 was one for him too
 'Cause he had bowled his *heart* out for
 the team!

Dick Reichsfeld (Sales) and a salesman's dilemma:

Dick signed up the contract 'mid cheers
 But his first "Blocked-Space" caused
 him some fears
 Unless all went okay, the client might
 say
 That the "Blocked-Space" was between
 his ears!

Dick Davis (ground ops) and the woes of a small station:

He's shouting it out to the skies
 He passes each class that he tries
 The teachers' decision — "Qualified
 Supervision"
 He's super, but there's no one to vise!

Betty Jo (Cust. Svc.) and a "Twiggy" attempt:

To the salon for a haircut she ran
 Trying to be just as "mod" as she can
 She doesn't look like a little old lady
 anymore
 She looks like a little old man!

Bob Beckman did take a painting class
 and has painted two very nice canvases.

Joe Ryan's bowling team came in first
 place and the league elected to present Joe
 with a trophy, although he was unable to
 complete the season.

Dick Reichsfeld — Salesman — sold our
 one and only (so far) "Blocked-Space"
 contract to West Coast Evergreens and
 they plan to renew that in the middle of
 June.

Kelly Verhelst and family plus friends
 went clamming and got their limit. Kelly
 would have been more than glad to give
 any of us some of the spoils if we would
 have asked. Actually, he is generous to a
 fault!

Dick Davis passed his course in Super-
 vision with "A"s and if and when he has
 someone to supervise we know he will do
 a good job.

That is all from Portland and probably
 a good thing, too!



LOEBE POSES WITH PAINTINGS
 . . . near LA International Airport

Lax Flight Scheduler Paints Away Frustrations, Earns Pocket Money

Dave Loebe paints away his frustrations.

Loebe is a veteran of 12 years in the aviation business.

His vocation is scheduling airplanes but his avocation is painting them . . . on canvas.

A realist at work and at play Loebe strives for detail and accurate reproduction.

"Art has always been a hobby with me," said Loebe, "although I have had no formal training."

"I think any artist paints the things he likes, and I guess that's why I concentrate on airplanes."

He claims his environment at work inspires him to paint aircraft although he has diversified his subjects to some degree painting seascapes.

His latest production is a Flying Tiger DC8-63F flying landward over Santa Monica Bay at night.

"I took the specifications of the aircraft from a Douglas Manual I borrowed from Bud Whitney and the coastline and the

bay area I painted from memory having flown over it a number of times," he said.

Not the typical, hypersensitive artist type, Dave sometimes gives his work as gifts and on occasion will sell them if anybody wants to buy. He has sold about 15 in the \$25 to \$30 range.

"I make nothing for my labor, but I recover the cost of the paint and canvas," he said with a shrug.

Loebe joined FTL in Detroit in 1955 as a dispatcher. Prior to that he was employed by a truckline after his hitch with the navy and his college career at Adrian College in Michigan.

In 1962 he bid a job in flight control at Los Angeles, was successful, and has been here ever since.

"I have never had two days the same since I've been in operations — everyday we see new situations. In this job we get the whole scope of what is going on with the airline — we're not doing our job if we don't," he said.

Dave lives in Manhattan Beach with his wife, two daughters and his son.

Tigers Well Represented Aboard Floating Campus of the High Seas

The Flying Tiger line was well represented aboard the University of the Seven Seas, a unique floating campus providing a different kind of education for 480 students.

Antoinette Michado, 21-year-old daughter of Captain Tony Michado, a 21-year pilot with the airline and Bill Zimmerman, Jr., a 22-year-old part time employee in the Los Angeles freight office both attended the most recent semester on this floating, accredited college set up aboard the Holland American liner S.S. Ryndam.

The Ryndam, a 15,000 ton steamship is chartered by Chapman College for round the world tours during which students continue their regular college curriculum for which they secure full credit for the semester's work.

During the trip, the Ryndam touched port in South America at Venezuela, Trinidad, Brazil and Uruguay. In Africa, stops were made in Nigeria, Dakar, Senegal; Casablanca, Morocco.

Cities in Europe visited by the students included Cadiz, Spain; Lisbon, Portugal; Rotterdam in The Netherlands; Copenhagen, Denmark; London and Dublin, Ireland.

Layovers were provided for special field trips into the interior at Rio de Janeiro, Buenos Aires and Nigeria. In Rotterdam, extra time was allowed for tours into Paris, Switzerland and central Europe.

On board were 400 students, 65 faculty and a crew of 75.

One of five Michado daughters, Antoinette has always been keen to leap the



Captain Tony Michado, left, Antoinette and Mrs. Michado

bounds of routine. When she learned about the University of the Seven Seas, she applied and was accepted. She entered with an outstanding record from Providence High School, Burbank and the downtown campus of Mount St. Mary's College.

Zimmerman, who attended both Santa Monica High School and Santa Monica City College, is a student at Woodbury College in Los Angeles, majoring in Foreign Trade. He has been employed at Flying Tigers since March, 1966.

On his return to New York, Zimmerman was informed that he was one of eight selected as Student Assistants to take the next semester trip which will take them to Europe, through the Mediterranean, Suez Canal, to India, Malaysia, Taiwan, Japan and the Hawaiian Islands. Sailing date is October 11 for return February 1, 1968.



BILL ZIMMERMAN

PHILADELPHIA

Philadelphia held its first annual golf outing Sunday May 7. with a small but courageous group teeing off at 6:30 a.m.

Al Del Grosso, station manager, Vince Del Marco, district sales manager, R. Naticchia, D. Adolf, and B. Goukler operations supervisors and J. Kelly, leadman met at Ponzio's Diner in New Jersey for breakfast before teeing off. After wandering around South Jersey they arrived at the club and teed off in two threesomes, with Del Marco, Naticchia and Goukler in one and Del Grosso, Adolf and Kelly in the other.

There was no question at the finish as to who the top flite golfer is in the area. Del Marco arrived at the 18th hole needing a par four to finish with a 76 on strange course, but for some unexplainable reason he drove two balls into the drink and wound up with a score of 80 which is fine golf in anybody's book.

Second on the scene was Del Grosso, then Kelly, Adolf, Goukler and Naticchia in that order.

Philadelphia intends to make this an annual affair and invite other FTL people to join.

Mr. and Mrs. R. Sands are moving into their new apartment by the end of the month and we wish them much happiness in their new environment. I'm sure the children will love the pool that goes with the deal.

Mrs. E. F. Del Grosso, wife of the manager at Phila. not to be outdone by her bowling husband went out and won the All Events and Singles championship of the city of Chester, Pa. Anyone for some trophies? They are starting to get underfoot at the Del Grosso house.

Welcome to the many new P/T turnover of help at Phila. Seems that our regular crew were all shipped out and transferred by the military at one time. Company picnic at the Four Fountains on July 17th.

We held a local golf outing on June 21st for any employees at PHL. Results to be published in later edition.

LOS ANGELES

Larry Williams, son of Charles Williams, Los Angeles freight office has been awarded a \$3,000 scholarship to Columbia University Law School in New York. He received his B.A. degree from U.C.L.A.

R. T. SMITH, vice president. Far East, has been moving from desk to desk around the G. O. for the past few days between trips to the Orient, working wherever there's room for him. R. T. is between posts, so to speak, and will be opening a new FTL corporate office in Tokyo shortly.

CHUCK SNOKE, employment manager, has been a popular name with Tiger bowlers, golfers and baseball fans, but this time he struck a bonanza. Chuck has arranged a FLYING TIGER DAY AT THE RACES. Hollywood Park on July 22nd. — \$4.75 includes bus ride, beer and box seat.

The nation's space program costs about 37 cents per person per week.

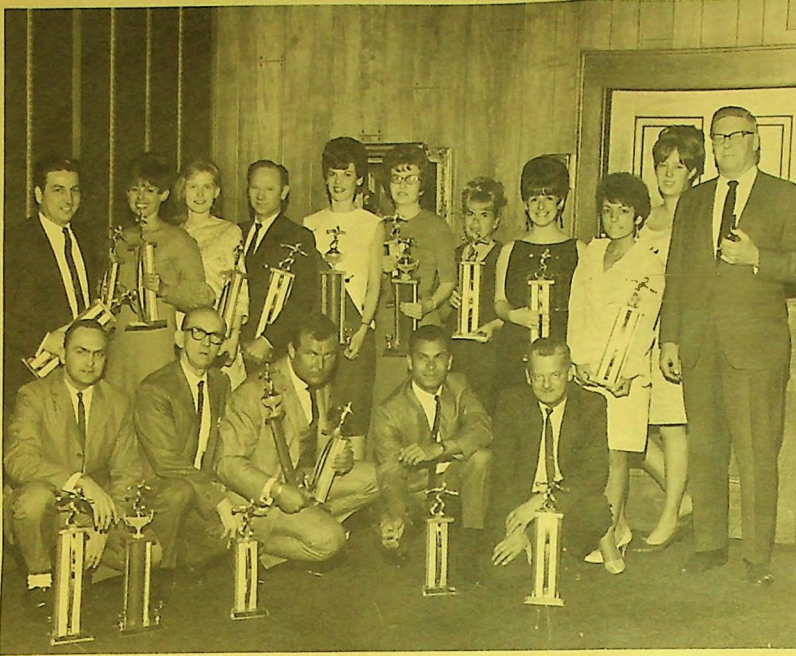
CHICAGO

A few changes of personnel have been announced during the past few weeks. "Bud" Prost of Chicago maintenance resigned and has taken employment with "Rolls Royce" in Montreal. After his completion of school, Bud will be assigned to Detroit. We all wish Bud and his family the very best.

Bob Schwartz, former Customer Service Manager, has joined the Chicago Sales Staff. His position has been filled by Paul Rebscher. Other new names in Customer Service Dept. are: Sandie Losher, who came to us from Delta, and Sandie Holt, formerly with A.B.C. The other "Oldies" are Kathy Jones and Diane Melville.

The Maintenance Dept. also has a few new faces. . . G. Biondic, several years with CO plus overseas with same; G. Kosen, coming to us from United Air Lines; J. Eustace, also from U.A.L. and W. Kvalsten, also from U.A.L.

Our Milwaukee station made the news the other week. The Milwaukee Journal, published a rather large story on our service to the West Coast. In order to get the full story of Air-Freight, Reporter Ed Williams flew our 133 and 134 flights.



BOWLING AWARDS. A banquet and awards night was held recently to mark the wind-up of the Flying Tiger Line Bowling League. Receiving awards left to right kneeling: Jerry Warren, Stan Adams, Tony Kovacs, Harry Bellaflores and Chuck Snoko. Standing left to right: Bill Bonnell, Lenore Orlando, Rose Warren, Ray Hughes, Pat Cowdrey, Liz Elling, Pat Sharp, Linda Dundas, Shirley Bellaflores, Howard Jones.

Shelley Green

Continued from Page A

overtime was taken for granted and many of us took salary reductions just to stay in the battle."

"I think the real turning point came when the permanent certificate for Route 100 was granted by the Civil Aeronautics Board."

"It was then that we really came of age and had an opportunity to plan and to grow in an orderly way," she added.

Shelley has been Mr. Benninger's executive secretary since the first day she arrived and unwittingly hired her own replacement on October 16th 1953.

She was instructed to put together a secretarial pool and on that day she hired Ida Schweger who has been appointed to replace her in Benninger's office.

Mrs. Schweger moved from the secretarial pool to maintenance where she has held down the secretarial job for a succession of senior men until her recent appointment.

Mrs. Green's retirement was partially precipitated by a serious accident about a year ago in which she suffered leg injuries that still cause her discomfort.

"I plan to take a long rest," she said, "and eventually take on a part time job."

"I am sorry to leave, mainly because I am leaving a perfect boss. He worked hard and I worked hard, and all the people around us worked hard . . . but I'm confident I can leave knowing the airline is in good hands."

DETROIT



PAMELA RISDON
... Detroit Beauty

Pamela Risdon, Detroit sales made a strong bid for the title of Miss Detroit Interline but wound up as first runner-up in the the motor city contest.

Pam accompanied the winner to Miami Beach where the Miss International Interline contest was held in early June.

James Elmore Sr., has been assigned as maintenance foreman of the Detroit Station.

Elmore joined the Tigers in April 1962 in Los Angeles and has worked on the flight line, the prop shop and until his appointment to Detroit was at the maintenance section at the Los Angeles freight station.

Seattle's station manager, Mr. Larry Berry, formerly with FTL in Boston, has just made another big move, (which he hopes will be his last for a while). The Berry's have just purchased a beautiful two story colonial style home in the Bellevue area. Happy house warming!

DSM John Geehan is leading the life of a bachelor again (temporarily of course), while his lovely wife Greta and their three children are touring the Scandinavian countries. Greta, who is a native of Norway, is not only seeing all of the sights that the Scandinavian countries have to offer, but is also visiting relatives she has not seen for a number of years.

Wayne Smith, operations supervisor, has been taking advantage of Seattle's beautiful weather by riding his HONDA to work almost every day. The weather reached a "stifling" 87° during our "hot spell." Believe it or not, Seattle has had a wonderful two weeks with not a single drop of rain! The backyard swimming pools have all come out, the sun worshippers are all out in force and bikini's are now in order.

The Pickett and Ross families are planning a weekend at Copalis Beach, clam digging. They, along with the Reichart family recently returned from a day at Purdy Beach on a similar expedition. They boasted of three buckets of clams and two large bags of oysters. If you've never had FRESH steamer clams, steamed & dipped in butter or oysters sauted in butter (right on the beach), you haven't lived!!

Meanwhile our two mighty fishermen, Bill Pickett and Dale Reichart claim that the fishing in Washington is nothing but the greatest! Their claims of catching the limit on several occasions has been topped only by their wild descriptions as to the size of the fish. They boast of a variety of fish, catfish & trout just to name a few.

John Geehan has decided to call his house the "animal farm," and I can think of no other name that fits it any better. John lives in Enumclaw, a farm area just south of Sea-Tac. He is now the "father" of 3 ponies, 16 pure bred farm cats, a dog, three children and a wife.

NEWARK

Peggy and Ken Thompson now have a brand new baby girl, Ken Thompson, Sr. Supervisor, Freight OPS, is beaming with pride over the new arrival, Karen Elizabeth, born March 15th, weighing 6 lbs. 4 1/4 oz. . . . Bob Manfredi, EWR Customer Service Rep took the 1967 Mustang pledge . . . GO WEST YOUNG MAN and that is exactly what Jim Haggerty, ADSM EWR did June 1st. Jim has been promoted to DSM LAX. It goes without saying the entire EWR District wishes him the very best . . . Welcome Andy Bruder our new Sales Rep/EWR . . . Al Di Guilo, Ramp Serviceman returned to work after recuperating from a serious operation . . . Arnie Teixeira, Lead Ramp Serviceman bought a new ranch style home in Piscataway, N. J. The housewarming party will be in early November when the new heating unit is installed . . . Tommie Nichols and Timmy Gerdes, EWR OPS both out on indefinite sick leave.