

TIGERVIEW

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



*DC-8 Super 63F Debut
In Chicago — Page 5*

Board Approves FTL's Jet-Age Tariff

NEW RATES EFFECTIVE NOVEMBER 4

Major revisions in airfreight rates, centering on containerization of traffic, simplification of tariffs and substantial discounts on volume shipments, were placed in effect by the Flying Tiger Line on November 4, Peter T. Albert, senior vice president of marketing, has announced.

Albert said the carrier had received approval from the Civil Aeronautics Board to proceed with a new jet-age tariff which it filed on August 7. The board, Albert said, agreed to all provisions proposed by Flying Tiger except that portion pertaining to an increase in minimum shipment rates.

Geared to the airline's new fleet of DC-8-63F jet freighters, largest commercial cargo carriers now flying and which entered service on the line's domestic system in September, the new tariff will provide for reductions of as much as 39.9 per cent on multi-A type container shipments. At the same time, the carrier will be able to effect an efficiency in freight handling which, Albert said, would produce profitable results on domestic traffic.

The A-type container, largest of its kind now in service on the major cargo-carrying lines, can handle in excess of 5,000 pounds of freight. Under the new rate structure approved for FTL, an average container load of 4,000 pounds, with a density of nine pounds per cubic foot, will cost the shipper only \$617.38 from New York to Los Angeles, or 27.1 per cent under existing rates. If the freight density were 11 pounds, bringing the load to 4,895 pounds, the shipper would save 38.8 per cent. If he shipped five containers at the 11-pound density level, his saving would be 39.9 per cent.

The new tariff eliminates the need for various types of "complicated, outmoded tariffs, many of which are uneconomic, such as blocked space, deferred shipments, and most specific commodities, etc.," Albert said.

"In effect," he stated, "shippers will be offered the piggy-back approach to airfreight movements. They can pack containers and the more they get in, the more they will save. Thus the incentive to get the most out of the rates offered will be presented to the man whose interest is greatest—the man who pays the bill."

The board placed under investigation proposed increases on minimum shipments. Tigers asked for a \$13.50 minimum charge, compared to an existing rate of \$6.50. The CAB said that pending an inquiry into minimum charges, Tigers could refile for minimum rates of \$10 recently granted to several other carriers.

TARIFF HIGHLIGHTS

Major factors in the new Tiger tariff are analyzed here by Robert Blanks, FTL's senior director of market planning.

Specific commodity rates—These are oriented to product density starting at 500 pounds.

The full spectrum of specific commodities generating measurable volume by air were stratified into three basic density groups—0.7 lbs.; 7.9 lbs.; and 9-11 lbs.

Volume rate incentives are offered from 500 lbs. through 3,000 lbs. at which point traffic tendered in excess of 3,000 lbs. is geared to Tigers' new single and multi-container rates.

This grouping by density of commodity provides new rate incentives in both the bulk tariff as well as in the Tiger Container Tariff.

Container Tariff—This offers significant economic incentives both on a single container and multi-container basis. Rates are geared to provide increased economic incentives to the shipper by virtue of the amount of weight within the container irrespective of commodity ordirection. This new feature contrasts sharply with current container rates which do not provide weight incentives by container on specific commodities and have no discounts as related to multiple containers shipped at any one time.

Small Shipments—An additional weight break is provided at 200 lb. levels in the general commodity tariffs. In-house studies of both present traffic as well as traffic moving by surface modes indicated that rate incentives were required at some point between the 100 lb. and the 1000 lb. weight breaks provided under today's tariffs to encourage the average truck shipments of today to move by air.

In addition to the sweeping pricing changes which were approved by the Board at this time, the carrier has under study additional pricing features to encourage door-to-door service on both a premium and an expedited basis. Industry discussions have been approved by the C.A.B. on containerized traffic and are now underway. Tigers plan to present a completely revised approach to the "family" of containers at this meeting which, if adopted, would lead to still further incentives to shippers to use containers when shipping by air.



What is probably the largest piece of plate glass ever shipped by air is seen here moments after it was offloaded from a Flying Tiger Line CL-44 at Los Angeles. The glass panel, measuring 15 x 10 feet and a 1/2-inch thick, was shipped by the Pittsburgh Plate Glass Co. to the Metro-Goldwyn-Mayer studio in Culver City, Calif., for use in director Michaelangelo Antonioni's new picture, "Zambriskie Point," starring Rod Taylor.

FTL's safe delivery of the consignment brought a sigh of grateful relief from MGM. An earlier attempt to deliver the goods had ended in tragedy—the glass arrived broken after being trucked all the way from Pittsburgh.

ACTION is the Key Word

ACTION is the key word in a new training concept being implemented in the Flying Tiger Line by Peter Baumert, director of sales training and administration.

In fact, training programs are no longer called that—they are now 'Action Courses,' and there is an important difference. The standard passive training technique is out, explains Baumert, and in its place FTL is implementing a more dynamic approach, one in which the participant is placed in a realistic working environment rather than a purely academic one. The new training concept, says Baumert, is based on the premise that "you can't teach anyone anything, but you can help them to learn."

Each of the Action Courses will be held on a continuing basis. So far, the only one under way is the course in rates and tariffs, but similar courses in the planning stage presently will cover customer service, initial and advanced sales training, managerial and supervisory training, and a number of others.

The first action course in rates and tariffs was held at the Los Angeles General Office October 21 through 24. Reed Schilpp, manager of rates and tariffs, Jack Foster, his assistant manager, along with Pete Baumert, headed three workshop groups of 30 employees representing the Accounting, Operations and Sales Departments.

Top Level Corporate Planning Groups Established by Hoffman

Formation of two major planning committees to direct the development of aircraft equipment and future operation of aircraft fleets for the Flying Tiger Line has been completed, Wayne M. Hoffman, board chairman of the carrier, announced.



PINKE

minals, who will direct the Aircraft Scheduling Committee.

Other members of both committees are Peter T. Albert, senior vice president-marketing, and Thomas Grojean, vice president-finance. Pinke will also serve on the Aircraft Scheduling Committee and likewise Healy on the Aircraft Evaluation Committee. William E. Bartling will act as consultant on aircraft evaluation.



HEALY

tions, and the creation of the new terminal concept which recently went into effect over the company's domestic system.

In this connection, a third step has been taken, Hoffman said, under which the administration and co-ordination of plans will be under the direction of the new terminal organization headed by vice president Healy, while operational cost analysis, formerly a part of the Planning Department, will be re-assigned to the Finance Department.



ALBERT

routes and schedule planning; D. Lamers remains as manager of plans and programs in the Terminal Department and Charles Laatz, system and research analyst, becomes manager-cost analysis in the Finance Department.

In announcing the new approach to solving the problem of planning for the company's future development, Board Chairman Hoffman commented:



GROJEAN

been adopted which have served the company well during the rapid expansion now under way.

"However looking to the future, we have made an analysis of the role of planning in the corporate structure, specifically addressed to the question of whether the planning effort should be continued as a separate departmental function.



BARTLING

our route expansion program. We have defined the economic base for airfreight transportation. We have defined and implemented the organizational concept best suited to achieve our objectives. With our direction identified, every manager must now focus his attention on the formation of specific and detailed plans that are required to implement our long-range corporate plan."



WHITNEY

existing and proposed routes.

2) Define the economic scope for future aircraft and the relation to the existing Tiger fleet, utilizing the return on investment theory (how much money a project can earn for the company).



CASHMAN

on recommended plans and alternates.

5) Communicate to various departments those elements to be considered in current planning.

"The function of planning for the Flying Tiger Line has been the major responsibility of a separate department for sometime. The results have been excellent. Sound planning techniques have



LAMERS

a satisfactory operating ratio such as load factor and profit.

3) Prepare a three-year schedule projection on which facility and equipment programs can be based.

4) Insure co-ordination of all department requirements.

Staff support for the work of this committee will be provided by the new terminal organization under direction of vice president Healy. This department also will administer and co-ordinate route expansion and scheduling plans.



LAATZ



Tom Franklin, the Flying Tiger Line's 'voice' on the Executive Wire report on radio station KFI, has been named the station's new director, according to an announcement by Pat Kelly, vice president of operations and programming.

While Franklin will continue as on-the-air editor of Executive Wire, his new duties will involve him in behind-the-scenes direction of KFI's informative news block 'Update!' from 4:55 to 8 p.m.

Franklin started his news reporting career thirty years ago with the Portland Oregonian and its then owned and operated stations, KGW and KEX. He has been news director of KYA, San Francisco, and KXYZ, Houston. He has also reported the news for other stations in Los Angeles, San Francisco and Seattle.

Executive Wire went on the air in April, 1963, with Tiger sponsorship beginning in July, 1966.



With this issue of the Tigereview, we are starting a feature which we hope will prove both informative and provocative — a commentary from the Executive Offices on what is happening in the Flying Tiger Line, a discussion of plans and problems, as well as comment upon the views of stockholders, employees and customers.

We are establishing this commentary in the hope that it will prove a forum of value to everyone interested in the company. We invite you to use it both for purposes of information and expression of views, and suggestions on how the company may do a better job.

Besides discussing the company's plans and problems, we will answer, insofar as we can, inquiries or comments on the company. Obviously, there will be instances when it is not possible to comment on programs which are in a formative stage, and we will not concern ourselves with personalities or departmental matters which are properly the responsibility of supervisors.

With this brief introduction, let's start with a discussion of two major programs — the new DC-8-63F and our new terminal concept of organization.

We are getting some exceedingly good results from our new aircraft. Domestic payloads have gone over the 100,000-pound mark in an airplane with a 110,000-pound capacity. We are convinced that this aircraft will give us the service efficiency and reliability that is required for growth.

TON MILES UP 30%

In the first half of October, on our domestic system, we flew four per cent less actual miles than a year ago but moved 30 per cent more ton miles of freight! Our load factor was 10 per cent higher than a year ago.

These results should be encouraging to all of us in view of the fact that we have had this airplane in domestic service for only just under two months. It is a tribute both to the airplane and our people who are operating, servicing, selling and handling it.

It is also encouraging that the planned pallet cycle time of one every two minutes is being maintained or exceeded with a high degree of reliability. We have recorded actual ramp time of less than one hour and handled 152,000 pounds of freight.

In the past twelve months, we have seen the terminal management organization move from a concept, to a plan — and now to implementation.

The general managers, with the guidance and counsel of our general office staff, have responded positively to their responsibility of shaping their operations to the service requirements of their areas. Our prime objective is system traffic balance. This management group is producing results which indicate that we are running 36% ahead of last year with a balance of 52% westbound and 48% eastbound.

IMPROVEMENTS IN TERMINAL EFFICIENCY

Improvements are also noted in terminal efficiency. Under the "IMPAC" (Individual Planned Measure Action Control) and "DIVAC" (Driver Immediate Visual Action Control) programs, the terminals have gained management skills and tools to measure terminal performance against standards. For example, the pickup and delivery operations which previously operated at a loss, have now increased their area of coverage 50 per cent and brought the operation to a break-even point. While we are still operating on the high point of the learning curve, we are progressing toward a twenty percent improvement in terminal operating efficiency.

The element of communications — sound and effective dialogue between the general management group and the staff group — is still the key to a successful organization. Emphasis must be continued in this area so that the voice of demand is clearly heard.

THE EFFECTIVENESS OF THE INDIVIDUAL EMPLOYEE

Ours is a service-oriented company. The effectiveness of the individual employee in his job is as important to our progress, possibly even more so, than the kind of equipment we buy to provide our service, and the marketing, i.e., pricing and customer needs, we must program to make our service profitable. The best equipment and marketing cannot alone do the job. The way each one of us works to produce results with the equipment and the pricing of it is the catalyst that crowns with success the first two elements.

The team effort, and the spirit that sparks it, is our most important need. Near the start of this airline, now nearly 25 years ago, it was summed up in two words: "Can do!"

That is still true today. We would only emphasize that our growth and responsibilities have added two important steps — let's plan it, let's do it, let's check it!

Robert W. Prescott,
President

Wayne M. Hoffman,
Chairman Of The Board

First Winners Named In New Creative Sales Award Program

A Creative Sales Award program was instituted in September by Flying Tiger Line's Sales Administration Office, under the direction of Peter Baumert.

Both sales and customer service representatives are eligible for the award, which will be given out monthly to the two individuals who have secured a sale through an original or imaginative selling effort, either over the telephone or through personal contact.

The first two winners — in September — were both from the Los Angeles station:

Account executive Haig Barsegian won a \$75 U.S. savings bond for securing a new account on the basis of selling the DC-8-63F as an extension of the customer's own business, through containerization.

Customer service representative Jean Chase won a \$50 U.S. savings bond for persuading a shipper to 'take to the air' after experiencing distribution problems with in-transit inventories aboard trucks.

In announcing the awards, Baumert cited entries by Jim Morrisroe, LAX, and Joe Gutilla, EWR, as qualifying for honorable mention.

Primary objective of the program is to foster greater determination on the part of sales and customer service representatives to understand a prospective customer's needs and problems before attempting to sell FTL's service.

But this is just one criterion upon which the Creative Sales Award is based, so don't wait to send in your entries. Do so now and, who knows, the next savings bond might be yours!

On S.A.E. Committee

John F. McDonald, vice president—maintenance and engineering for the Flying Tiger Line, was a member of the Engineering Program Planning Committee which helped organize the Society of Automotive Engineers' 1968 National Aeronautics and Space Engineering and Manufacturing Meeting at the Statler Hilton Hotel, Los Angeles, throughout the week of October 7. The event is the highlight of SAE's yearly calendar.

Round Table Night!

A participant in a round-table discussion staged recently at a meeting of the Los Angeles Maintainability Association was Bill McAllister, director of quality control and reliability for the Flying Tiger Line. McAllister, along with representatives of Western Airlines and Continental Airlines, questioned engineers from Lockheed Aircraft Corp. and the McDonnell Douglas Aircraft Corp. on the maintainability and reliability aspects of the next generation of jet aircraft.

RAVE NOTICES FOR CHICAGO DC-8 SHOW



C. Harris Crook, of United Aircraft; Leo Stevens, FTL senior director of sales, and Melvin D. McKinney, of McDonnell-Douglas, smile for camera at Chicago reception.



Serious moment in conversation between FTL's Jim Hearn, GTM-Chicago; Roy Hitchens, of Sears, and George Zettler, VP-industry affairs for the Tigers.

"Very impressed" . . . "Totally impressed in every respect. Will begin using FTL" . . . "Believe FTL has hit the big time. Extremely impressed with loading system." . . . "Believe FTL is the best in the field on running a specialist operation." . . . "Call me next week about west coast traffic." . . .

If this sounds like day dreams of a cargo salesman a la FTL, it might well be so classified, but the fact of the matter is that this time it wasn't a dream—it was real and it all happened in Chicago when the Flying Tiger Line put on the first display of its newest airplane, the DC-8 Super 63F, and its new Cochran freight handling system.

The occasion turned out, in betting language, to be a "natural." The date of the display tied in with the first day of the Chicago World Air Cargo Forum, attended by more than 400 airline and shipping executives, most of whom took buses to the Tiger terminal at O'Hare field after the day's discussions to see in real life the jet age answer to air cargo development.

Following the two-hour display, the Forum participants were hosted to a buffet dinner at the nearby Marriott House Hotel, where they saw the newest Tiger promotional program, an automated picture display of the story of the airline, personally narrated by president Robert W. Prescott.

The next day, at the concluding session of the Forum, Flying Tiger's senior vice president-marketing, Peter T. Albert, was a featured speaker discussing the accomplishments of the air cargo industry, some of its problems and programs to solve them.

Net result was voluntary comment and letters from more than two-score shippers expressing their enthusiasm for the Tiger program and its contribution to the development of air freight.

Among top shipping executives attending the aircraft display and buffet dinner were representatives of Sears Roebuck, Caterpillar Tractor, International Harvester, Borg-Warner, Teletype Corp., General Electric, Campbell Soup, Continental Can, all major interline carriers with which Flying Tiger exchanges traffic, all major

forwarders of the Chicago area, many major cartage companies and many regional manufacturing, floral and perishable companies.

The aircraft display, arrangements for which were jointly made by E. A. Pinke, senior vice president-operations, and Joseph J. Healy, vice president and general manager terminals, went off like clockwork.

Carrying its full load of 18 pallets, the Super 63 arrived shortly before the time set for the display—6:30 p.m.—and while spectators watched in open amazement, 18 pallets capable of carrying 110,000 pounds of freight were rapidly unloaded and strung along a dock line parallel to the airplane. When finally positioned, the pallet line-up provoked plain astonishment at the fact that so much cargo could be carried in the big jet.

As one spectator remarked, "It reminds me of that comic scene in which people keep coming out of a Volkswagen, only this is a hell of a big Volkswagen and that is one hell of a lot of freight."

Following the unloading, spectators were conducted on a walk-through of the tunnel that the cargo hold of a Super 63 looks like, and then were taken on a terminal tour and shown the operation of the three-deck freight handling system.

General Terminal Manager Jim Hearn had each area of operation placarded so that spectators could easily identify what they were looking at, and sales and terminal representatives escorted the groups through their tours, explaining each phase of operation. Upon completion of the tours, buses transported the visitors to the Marriott for dinner.

The cargo sales manager of one of the major air carriers, in a thoughtful letter of thanks, paid the highest tribute to the accomplishments of the Chicago terminal by writing:

"I would like to go on record as saying this was probably one of the finest functions I have seen any carrier formulate in the cargo aspect of their business."

. . . enough said!

Highlights of senior vice president Albert's talk before Chicago World Air Cargo Forum:

- Sound or unsound marketing strategies can spell the difference between success or failure for the airfreight industry in the future.
- There is no question that the new generation of jet airfreighters — such as the present DC-8-63F and the imminent Jumbo Jets — are long awaited solutions to the equipment problems that have plagued this industry from its birth. It is now incumbent upon the marketing element to ensure that these leviathans of the air can be filled, and more importantly, filled with profitable freight.
- We must approach the marketing function from the total system standpoint. The airline marketing man must realize that his service is only one element of a total transportation network or system, and he must appreciate that the value of his service can be maximized only when it is smoothly integrated with the other elements.

• The same lesson applies equally to those other elements — the trucking industry, the railroads, the steamship companies, even the warehousing fraternity, since it, too, is a vital link in the product distribution function in today's industry.

• Steps we must be prepared to take if we expect to be successful are sound pricing concepts that provide for both profit and growth; the respective roles of the airfreight forwarder and carrier must be better defined so as to allow them to operate as partners, rather than competitors; containerization must be developed with adequate built-in incentives to shippers, and the question of inter-modal containerization must be faced.

• The importance of the total transportation system approach finally requires the establishment of a platform, free from anti-trust regulations, that would allow all the elements of the airfreight industry to discuss frankly and openly mutual problems, especially in the area of pricing.

Who Would Have Thought It A 100-Odd Years Ago . . . ?



The first San Francisco to New York non-stop transcontinental service with DC-8-Super 63F, the world's largest commercial airfreighter, was inaugurated September 30 by the Flying Tiger Line. On hand to commemorate the occasion was a vintage Wells Fargo stage coach, a fashionable carrier of 116 years ago.

Comparing both cargo pioneers, the coach averaged 75 miles per day to the Super 63F's 550 miles per hour. Powered by four horses, the coach measures 6-feet, 9-inches long, and cost \$1250 to \$1500 brand new. The Super 63F has four fanjet engines with a total combined take-off thrust of 76,000 pounds, measures 187 feet 4 inches long, and cost \$11 million.

Typical eastbound cargo for the coach included silks from China, mail, and gold from California's Mother Lode country. The Tiger's huge cargo plane, with a capacity of 110,000 pounds, carried containerized shipments of California flowers, electronic equipment, radios, television sets, textiles, and local fruits and vegetables.

On the return flight, the Super 63F will make freight stops at Boston, Chicago, and Los Angeles. The new carrier is the sixth in the Tiger's new fleet of 17 Super 63Fs, representing an investment of \$250 million for the airline.

. . . Certainly Not Van Buren!

President Andrew Jackson
Washington, D. C.

Dear Mr. President:

The canal system of this country is being threatened by the spread of a new form of transportation known as "railroads." The federal government must preserve the canals for the following reasons:

ONE — If canal boats are supplanted by "railroads" serious unemployment will result. Captains, cooks, drivers, hostlers, repairmen and lock tenders will be left without means of livelihood, not to mention the numerous farmers now employed in growing hay for horses.

TWO — Boat builders would suffer and towline, whip and harness makers would be left destitute.

THREE — Canal boats are absolutely essential to the defense of the United States. In event of the expected trouble with England the Erie Canal would be the only means by which we could ever move the supplies so vital to waging modern war.

For the above mentioned reasons the government should create an Interstate Commerce Commission to protect the American people from the evils of "railroads" and to preserve the canals for posterity.

As you may well know, Mr. President, "railroad" carriages are pulled at the enormous speed of 15 miles per hour by "engines," which in addition to endangering life and limb of passengers, roar and snort their way through the countryside, setting fire to the crops, scaring the livestock and frightening women and children. The Almighty certainly never intended that people should travel at such breakneck speed.

Respectfully yours,

Martin Van Buren
Governor of New York

(From the CMSA "Communicator"
May-June, 1967.)

'Outstanding Accomplishment' Was All in a Day's Work

It all began on a Friday afternoon at Oregon Steel Mills in Portland. What is described as a standard AM breaker used for furnace duty failed at the mill, and the furnace was shut down.

Just like that, Oregon Steel Mills were faced with a critical emergency, and it fell to the General Electric Company of Philadelphia to set matters right — and fast.

This is where the Flying Tiger Line came into the picture, along with United Air Lines. Fast delivery means airfreight! As the substitute breaker was being processed through General Electric's manufacturing facility, the company's shipping department already was in touch with Flying Tiger Line's Jerry MacDonald at the Philadelphia terminal. MacDonald did the rest, giving GE the best of Tiger service and coordinating with United on the portion of the shipment that they were to move.

The end result of this exercise in fast and efficient airfreight service was 'business as usual' at the Oregon Steel Mills on the Monday morning, the first working day after the emergency was announced.

The Oregon Steel Mills have expressed their deepest appreciation for what they and General Electric describe as an "outstanding accomplishment." The Tigers and United, who worked as a team on this one, know it is all in a day's work for an airfreight carrier.

Below, a grateful acknowledgement from General Electric, addressed to the Flying Tigers and United —

"Subject: 'Thanks'"

"Attached are copies of letters we have received concerning our performance in the face of an "emergency" of one of our customers.

"I feel that part of this thanks belongs to the people at both air terminals that had a great deal to do in bringing it about. The pleasant attitude and apparent "personal service approach" made problems that arose a little easier to bear, especially on the part of Jerry MacDonald, Flying Tiger, who I dealt with on June 8. Up to and after his regular shift was completed, he coordinated two boxes which arrived at the terminal at different times, and then transferred one of the boxes to United, on our request. Also, our thanks to Joe Ricci, United Air Lines, who "kept me cool" on Sunday, June 9, while arrangements were being made to expedite delivery of this badly needed material.

"Others who deserve our thanks are:
Bob Naticchia, FTL Miss Long, United
John Carey, FTL Charles Leps, United
(Signed)
J. M. McVeigh, Supv.
Power Protection and Conversion Div.
RENEWAL PARTS SALES,
Philadelphia Works."

AIR NEW ZEALAND



DON LAMY

Air New Zealand, previously named TEAL, commenced operations into North America in December, 1965. The airline has progressed a long way since its first flight was made in an Empire flying boat on April 30, 1940. Since its early days Air New Zealand has operated flying boats, DC-6's, Electras and DC-8's. It now flies four DC-8's and two Electras over 36,000 route miles, covering such points as Hong Kong, Singapore, Sydney, Brisbane, Melbourne, Christchurch, Wellington, Auckland, New Caledonia, Fiji, Samoa, Tahiti and Los Angeles.

The airline operates three flights weekly out of Los Angeles, terminating in Sydney, Australia, but with intermediate stops at Auckland, New Zealand, and Honolulu, and once a week via Tahiti. At the Los Angeles gateway, the carrier provides excellent connections with the Flying Tiger Line's service to and from the midwest and the east coast.

Cargo to Air New Zealand is by no means "panic freight." Its freight business out of Los Angeles has developed into a steady flow of regular shipments consisting of auto parts, oil-drilling equipment, drugs, textiles and many other regular types of cargo.

To Air New Zealand, trade with neighboring Australia represents a very large proportion of its everyday cargo carriage. Such things as fresh meat, carpets, refrigerators, toys, fish, electric razors represent the main bulk of New Zealand exports to Australia. Carpets shipped to Australia by air during the 1967/68 fiscal year represented 460 tons of freight—a 100 per cent increase over the 1966/67 period. Fish, mostly blue cod, flown to Australia showed a remarkable increase of 95 tons during the 1966/67 period to 333 tons in 1967/68.

Significant Increase

Freight traffic from New Zealand to the United States has been slow in the past, but recently has shown a significant increase. Such items as strawberries have been brought in in large volumes during the winter months in North America, and large quantities of fur have been shipped to New York.

Air New Zealand's DC-8's act as a kind of flying feeder line to restaurants, hotels, and produce markets in such areas as Noumea, New Caledonia, Apia and Tahiti whose fresh meat and produce is brought in from New Zealand on a regular basis.

The carrier's real entry into the big league of air cargo carriage dates back to the early 1960's. It began its export program in 1962 when the balance of trade in New Zealand was the reverse of what it is today—exports now far exceed imports!

The airline set up a cargo development section in Auckland, aimed at increasing the flow of cargo from New Zealand to overseas markets. The North American cargo force is headed by Don Lamy, cargo sales manager, who covers the North American continent. He is assisted in Auckland by John Helleur, cargo development manager, in the southern U.S. by Bud Anderson, Southern States representative, and in Chicago, by Chuck Maden, covering the Midwest states.

This concentration of effort on the development of airfreight has paid big dividends for Air New Zealand—it presently represents a substantial portion of the carrier's revenues in the United States. This, explains Don Lamy, is due in no small part to the marketing strategies of domestic carriers, such as the Flying Tiger Line particularly, in generating freight traffic for overseas markets.

This cooperation is continuing. FTL's manager of interline sales, Ron Herrmann, reports that the Tigers are even now about to effect an expansion of their interline marketing program so as to provide even better links with such interline partners as Air New Zealand.

Air New Zealand, for its part, is expanding its wings over the North American continent and plans shortly to open an office in Toronto, Canada.

DC-8 On Record Breaking Spree

A record commercial airfreight payload of 105,435 pounds was claimed September 20 by the Flying Tiger Line.

The airline said it flew the load, the first ever to exceed 100,000 pounds, on a non-stop flight from Detroit to Los Angeles. Aboard the aircraft, a DC-8 Super 63F, largest commercial freighter in operation, was a shipment of automotive parts and general freight.

The Super 63, which began initial operation over Flying Tiger routes early this month, has a maximum capacity of 110,000 pounds of freight.

STOP PRESS! On October 21, the '63F broke the record again, with a total load of 106,216 lbs. out of San Francisco to Chicago that night. The airplane left Chicago for New York with a load of 101,900 pounds, still a record payload out of that city.

Tigers Solve Wood's Weeks Old Problem In Just Half a Day

Wood Industries had a problem. They pondered it for weeks until finally, as a last resort, they took it to the Flying Tiger Line at Newark. There, district sales manager Vince Del Marco and the Newark FTL team, promptly and happily solved it for them. After all, for them, it was all in the routine of a normal day's work.

The problem, you see, was delivering a 10,000-pound special autoplate machine to the Everett (Washington) Herald by a certain deadline. As we said, it was routine for FTL, but for Wood Industries and the Everett Herald, it was quite another matter, as this account in the Wood house organ points out:

"During the early part of May it became apparent that this machine could not be delivered by mid-June as originally scheduled. In order for the Everett Herald to receive investment credit on their expansion program, this machine had to be in operation by the end of June.

"Delivery by truck is about eight days and if we obtained exclusive use and made it a "shot gun move", using two drivers, it would still take five days.

"How could we better this delivery? Through an all out effort of all the WOOD employees it was decided that the machine could be shipped by June 14th, but the delivery would be too late. To obtain faster delivery we approached Flying Tiger Line and our problem was solved. Delivery was made in only 13 hours and 45 minutes.

"On June 24th the Everett Herald started their press and received the investment credit.

"Although this was our first shipment of major equipment by air, we are doubtful that it will be our last.

We have said it many times before, and we can say it again: "That is what airfreight is all about."

Cashman Heads A.T.A. Committee

Bob Cashman, Flying Tiger Line's manager of traffic planning, has been appointed chairman of the Air Transport Association's Airline Airport Cargo Demand Forecast Committee. The group's prime objectives are:

- 1) To develop a national 'macro' forecast of industry activity for 1970, '75, '80 and '85; and b) to develop comparable 'micro' forecasts for each of the large transportation hubs.

The committee will conduct in-depth surveys of similar studies conducted by airlines, airports, aircraft manufacturers and the federal government, and tender its findings as a common industry-wide planning base for airport facilities in the future.

Serving with Cashman are representatives from American, United, TWA, Pan Am, and the ATA.

LETTER BOX

Flying Tiger Line, Inc.,
International Airport,
Los Angeles, Calif.
Dear Sirs:

I would like to take this opportunity to thank you for the wonderful, courteous, and sympathetic understanding of our problem by your Mr. Wilkinson.*

A part (20' section) of a Gradall Boom) needed very urgently was shipped from Warner-Swasey in Ohio to another airline, which accepted this shipment knowing it could not be shipped out in time on their line. After numerous phone calls to them, I learned you were my last resort in getting the part to me on time. Arrangements were made with your line to have this part picked up in Cleveland, Ohio, and shipped to Newark, N.J. on Sunday, September 1st.

In the meantime, not knowing of the urgency of our shipment, your line cancelled the Cleveland stop from Detroit. I called Los Angeles and spoke to Mr. Wilkinson and explained our critical situation and he had only minutes to decide if he could assist me before departure of the plane. Mr. Wilkinson saved me a contract cancellation and possible suit and deserves much praise.

In the future, the Flying Tiger Line will be our preference for our freight shipments.

Sincerely yours,
Frank J. Mariani, Jr.
Nazz Mariani Co.,
Media, Pa.

*Milt Wilkinson is a flight scheduler at LAX and was responsible for rerouting the aircraft on this occasion.

Flying Tiger Line, Inc.,
Los Angeles, Calif.
Dear Sirs:

I want to express my deep appreciation for the outstanding services and courtesies provided by your captain and crew on the flight from Kadena Air Force Base to Vietnam on August 27.

Sincerely,
Chaplain A. V. Robertson, USN.

Flying Tiger Line, Inc.
Los Angeles, California
Gentlemen:

We wish to express our sincere appreciation and thank you for your kind efforts in diverting the shipment of Fiberglass panels in order to obtain prompt shipment to maintain our production. Your cooperation in alerting United Airlines did much to assure that this material would be received on Tuesday, October 8th (shipment did arrive at 5:00 A.M. that date).

This fine cooperation will not be forgotten in the future and we will endeavor to repay you in a like amount of freight if and when the opportunity presents itself.

Thank you again for your help. It is very much appreciated.

Yours very truly,
J. A. Gerber, Dir. of Procurement,
Pacific Car and Foundry Co.,
Renton, Wash.

Flying Tiger Line, Inc.,
International Airport,
Los Angeles, Calif.

Dear Sirs:

I would like to take a moment to express our appreciation for the wonderful cooperation we received at your airport facility. It is not often we experience this personal service from a large organization.

I am enclosing photographs and a story on the first Bushwhacker vehicle, which you shipped to the East coast. This vehicle, in kit and complete car form, will shortly be distributed by a large mass merchandising organization with thousands of stores coast to coast.

We are looking forward to an increasing relationship with Flying Tigers. They're our kind of company.

Sincerely,
Donald F. Haskin,
Intac, Inc.
Studio City, Calif.

New Manager Of PAX Services Appointed

Director of operations services, Donald F. Morrissey, has announced the appointment of James A. Knorr to the position of manager-passenger services for the Flying Tiger Line.

Knorr will be based in San Francisco, a station he worked at along with New York during a previous five-year stint with the Tigers in the fifties. He left FTL then to take up a senior position with Civil Air Transport in Korea, where he has served for the past seven years.

As manager-passenger services, he will be responsible for all service requirements in connection with the airline's passenger operations. He is, incidentally, married to a former Flying Tiger flight attendant, Miss Betty Guinane.

The couple now live in Foster City, California, with their four children.



Like the Indians at Little Big Horn, the crated shipment just kept "comin' an' acomin' " out of the tail end of the Flying Tiger Line CL-44 at LAX. Our picture shows just the half of it! Another loader had to be maneuvered into position before the entire crate could be off-loaded. Inside are 76-foot lengths of stainless steel tubing, shipped by Westinghouse Corp., Bal Blairsville, Pa., to Leonard Precision Inc., Los Angeles.

THE
FLYING TIGER
LINE

7401 WORLD WAY WEST
LOS ANGELES INTERNATIONAL AIRPORT

00661
C. E. Bellows
1501 Alice St.
Davis, Ca 95616



TIGER TALK

PUBLISHED BY AND FOR EMPLOYEES OF THE FLYING TIGER LINE

VOL. 22—Nos. 9-10

SEPT. - OCT., 1968

A Shilling Dream Comes True For 3000 Dollars!



Trying it on for size! — Eric Shilling in the cockpit of his partially completed, \$3000 home-built Formula One racing plane.

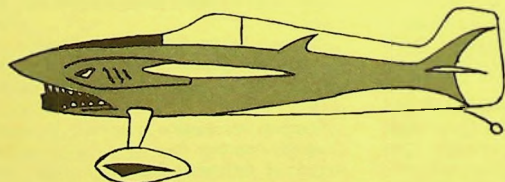
Flying Tiger Line's Eric Shilling is realizing a life-long dream; he is, at long last, well on the way to owning his own airplane, one he built himself!

Eric, who was until recently manager of flight operations administration, but is now a ground school instructor in Flight Training, has wanted to build his own airplane ever since he can remember. But, because of one reason or another, he has been unable to pursue his life's dream — not, that is, until about a year ago when he decided that he could finally undertake the project.

He bought the plans for a Formula One racing plane (a Cassutt design), purchased the necessary materials, cleared a space in his garage-cum-workshop, and on August 24, 1967, began, as they say in the aircraft manufacturing business, to cut metal. Eric,

true to his amateur status as an airplane builder, speaks of it as the beginning of long months of butchering metal and endless tube-bending.

At first, the contraption taking shape (sic) in his garage bore a resemblance to an airplane only in Eric's own mind, but as months passed the tangle of metal tubing, wood and fabric began to assume a form recognizable as a modern day racing model of a flying machine. Today, almost completed, its sleek lines leave no doubt as to what it is, even if it does appear a little bit incongruous sitting in a breezeway rather than on an



Shades of the past reappear in this profile sketch of Eric's 'Flying Tiger' showing the forbidding tiger shark motif he proposes to adopt as the airplane's markings.

airfield!

All that remains to be done now is the addition of minor components, and the assembly phase will be concluded, Eric reports in his best engineering manner.

Although not working to a rigid schedule, Eric does plan to roll-out his life's dream for neighborhood inspection sometime in November, and hopes he can stage an inaugural test flight before Christmas. This will take place at Mojave Airport once Eric has secured a Federal Aviation Agency airworthiness certificate.

What then? Well, with the airplane virtually built, another dream has supplanted the old in Eric's mind. His ambition now is to establish an honorable performance record in the Professional Racing Pilots' Association. "Whoever heard of anyone with a racing plane who didn't race it," Eric asks logically.

As we implied earlier, Eric can't remember what first got him on this thing. It probably isn't hereditary. As far as he knows, he didn't have a distant cousin who was production manager or something in the Spokes Division of the Wright Brothers' bicycle factory in Dayton, Ohio, long ago!

No, nothing like that. In all probability he caught the bug while a fighter pilot with General Claire Lee Chennault's famous Flying Tigers in China in the early months of World War II.

Come to think of it, that's probably it. After all, he has named his home-built airplane — well, the Flying Tiger. What else!

NOTE FOR AVIATION BUFFS

Eric Shilling's Cassutt Formula One racing airplane has an overall length of 16 feet, a wingspan of 15 feet, and an empty weight of 500 pounds. Powered by a 100-hp Continental air cooled engine, it has an anticipated top speed of 235-mph and a maximum range of 400 statute miles. To answer the inevitable question, Eric says the entire craft, including engine, cost in the region of \$3000.



At this stage of its development, Shilling's racer looks more like a Rube Goldberg fantasy, despite the convincing air of engineering competence Eric unquestionably exudes!

Tigers Prove Real Swingers In Fall Golf Tourneys



Tiger golfers got in a few extra wallops on the old golf course in the past few weeks, climaxed by the annual FTL fall tournament at Torrey Pines near San Diego, which produced some new stars, reinvigorated some old ones and encouraged the also-rans to try again.

The fall golfing assault was led by John Dewey and Jim Bray, two of the perennials, who had tried their shots earlier in the third annual World Airline Golf Championship, sponsored by Air Transport World Magazine and American Air Lines on the tough Canyon Country Club course at Palm Springs.

They didn't win but they didn't do badly, either, finishing a seventh place tie in a field of 48 teams representing all of the world's major airlines and a large number of the smaller carriers. Dewey and Bray turned in a 36-hole best ball score of 148, which was eight shots off the leadership pace of 140 set by a TWA team.

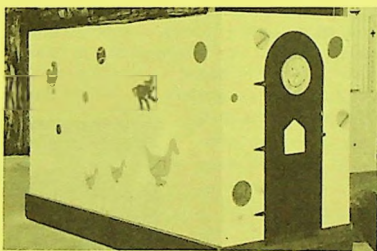
Moving on a few days later to the weekend 36-holer at Torrey Pines, Dewey continued his solid golf by taking the low net prize with a 75-80-155. A handicap total of 20 gave him a net 135. Tied for second place in net were Jack Ruhs, who won low gross with 75-76-151, and Jack Coveney. They tied at net with 139, followed by Clarence Spackman and Earl Berbrick, tying at 141. Two more ties completed the leaders, with Bill Korth and Lou Melzer each shooting net of 142.

In low gross, Ruhs and Dewey were followed again by Coveney and Spackman, each of whom shot 159. The field of leaders was completed by Gene Larsen at 166, Curly Brumfield, 167, and Bud Whitney, 168.

Tournament arrangements were in the charge of Jim O'Donnell, Jack Coveney and Earl Berbrick and drew a field of 43 golfers. Next tournament is scheduled for January, possibly at San Clemente, followed by a two-day competition in July.

John Dewey, senior director of maintenance, and Jim Bray, production planner (seated, left to right), made up the Flying Tiger Line team that finished in a three-way tie for seventh place in the third Annual World Airline Golf Championship staged at the Canyon Country Club, Palm Springs, recently. In a field of 47 teams, their 36-hole best-ball score was 148. Seeing them off at the first tee are Ernie Sherman (left), manager of interline sales for American Airlines, and Jack O'Leary, assistant publisher of Air Transport World. American and ATW co-sponsored the event.

One Playhouse Comin' Up!



The fellows in Facilities and Maintenance can turn their collective hands to just about anything!

Their latest accomplishment is a gaily decorated children's playhouse fashioned from an old Tyne engine shipping container and presented to the Los Angeles Child Guidance Clinic with the compliments of the Flying Tiger Line.

It all started as a request from the Clinic for an "old crate or something" for storing the children's play equipment at night. The men at F&M dug up the old engine container but unanimously agreed it could use a little artistic attention before being

15-Day Party For Interliners

An entertainment and event lineup unrivaled by anything in resort history awaits an estimated 10,000 fun-bent members of the real jet-set Dec. 1-15, 1968, at Hotel Sahara's 11th annual World Airlines Christmas Party and Convention in Las Vegas.

The traditional whirlwind scheduled nightly parties will be the highlight. But there is where the similarity to any past party ends.

The spectacular high-rise "space center" is the focal point of the action this year, enabling cocktail gatherings unlike anything possible in the past. The new Sahara hall is able to stand up nearly 7,000 people -- a far cry from the wall-to-wall jam encountered in recent years as the party's growth skyrocketed.

Other pace setting events include a beauty pageant, skiing, skating, trapshooting, movies, free beer parties and a dazzling package of complimentary dinners, drinks and amusements. Even a special gaming token, good in the Sahara casino, has been created for this year's excitement.

In addition to the myriad "firsts", Hotel Sahara again pulls out all the stops with its traditional list of compliments:

Special \$8.00 room rate (single or double); Cocktails in beautiful Don the Beachcomber; Lavish dinner, optional in Don the Beachcomber or Congo Room; Fat package with souvenirs and other complimentaries; Airlines Golf Tournament at beautiful Paradise Valley Country Club, sponsor by United Airlines.

Add to all this no fewer than 15 scheduled cocktail receptions and spectacular give-aways that include two automobiles and a full length mink coat.

Last year, more than 8000 interliners turned out for the two-week party and convention. More are expected this year.

Need we add that it will be fun!

turned over to the clinic. The end result is what you see in the picture -- a dual-purpose modified engine box, usable by day as a playhouse and by night as a storage house.

The Clinic extends its thanks to all involved in the following letter addressed to Al Cormier, foreman of plant maintenance: "Dear Mr. Cormier:

"On behalf of the staff and the children at the Center for Child Study as well as myself, sincere thanks for the packing crate you had made into a play house before presenting it to us.

"The children enjoy it as a play house and we also utilize it as a storage bin to house the outside play equipment overnight.

"I don't know whether or not you saw the finished product, but it is a work of art and looks as if it had been custom made.

"Thank you again.
Cordially yours,
Arthur H. Orlowski, M.D.
Director,
Los Angeles Child Guidance Clinic."

Long Retires After 22 Years

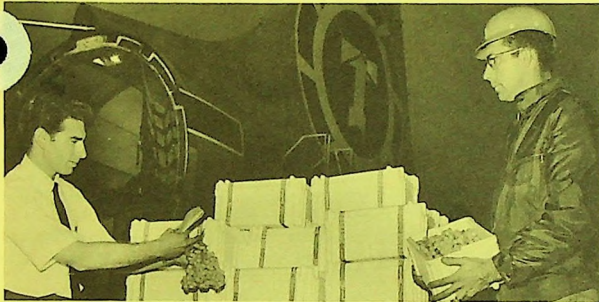
Flying Tiger Line's Captain John Long won't be flying commercially any more—reached the compulsory retirement age last August—but he will always have a reminder of the years he spent in the cockpit of Tiger aircraft. Here, president Robert W. Prescott presents Long with a suitably inscribed model of a Tiger Boeing 707 at a dinner held recently in honor of the retiring pilot, whose career with FTL spanned almost 22 years.



Long joined FTL in November, 1946, as co-pilot. In less than a month he was promoted to captain, and in 1948 was appointed chief pilot in Chicago and later at Burbank. In May, 1950, John Long became the Tiger's first superintendent of flying, a job he held for three years before returning voluntarily to flying the line. He has flown all Tiger aircraft from the DC-3 to the Boeing 707.

The dinner honoring Long was attended by the top executives of the company, along with some of Long's closest flying mates over the years. It was followed by a more elaborate affair at the Ben Franklin Hotel, San Mateo, which is where John and his wife now reside. That party was attended by some 150 of his flying colleagues and friends.

Grapes Are 'On Their Way'



cellent condition that many used the grapes in photography set-ups to support their food stories and articles.

The grapes were shipped by Lee and Associates on behalf of the California Table Grape Commission to kick-off a nationwide promotional campaign.

Seen here receiving the grapes for shipment at LAX are; from left: Bob Taylor, customer service, and Howard Doyle, operations supervisor.

Caribbean Cruises

The French Line again is offering interliners a special low-priced series of Caribbean cruises on the S.S. Antilles, ranging in price and duration from \$108 for six ports in eight days, to \$135 for seven ports in 10 days.

Six sailings in all are being offered, all departing from San Juan, Puerto Rico, on November 12, 20 and 30, December 10 and 17, and January 9.

Those interested in a leisurely ship-board vacation may either call the French Line direct (Area Code 212, 661-7510, ext. 170) or contact Daniele Shelton in FTL's Industrial Relations Department.

A number of veteran Flying Tiger Line employees will be saddened to learn of the death recently of Mrs. Thelma Timbert Goodman, a former FTL employee. Mrs. Goodman worked for several years as secretary to the then supervisor of maintenance during the company's formative period. She was aged 49, and is survived by her mother, Mrs. Fred Timbert, and her son, Mr. Ross V. Goodman. Funeral services were held October 21 at Steen Lorentzen Chapel, North Hollywood.

ALITALIA OFFERS ITS BEST INTERLINE TOUR PROGRAM YET

Alitalia claims it's 1968-69 interline program offers the widest flexibility of any program produced to date, with a \$99 fare providing positive space to Europe and a "do-it-yourself" tour program that covers 20 cities on the Continent."

Interliners from the U.S. and Canada pay a \$99 fare to any of 60 cities in Europe including points as far as Moscow and Teheran and down into the Middle East including Tel Aviv, Beirut, Damascus, Amman and Cairo. Area II on the Alitalia Regional Fare map covers 14 cities in Africa from Dakar, Accra and Lagos down to Lusaka and Johannesburg. Fares to Area II cities are \$175. Area III, which covers just about the rest of the globe, includes Karachi, Bombay, Hong Kong, Bangkok, Singapore, Sydney and Tokyo and of course all the points in Area I and II. Fare, \$300.

The newest feature in the program, according to Alitalia, is the "do-it-yourself" tours of 20 fun cities of Europe." These run from \$4.50 a day (4 days, 3 nights \$13.50) in good hotels, with sightseeing included.

There also is a car hire program, in cooperation with the Maggiore system, covering 106 cities in 14 countries for as little as \$2.85 a day, plus mileage. In Italy, for example, where the minimum rate applies, qualifying interliners can rent a Fiat 850 for four persons at the \$2.85 rate plus 4.8 cents per kilometer.

The program's flexibility goes so far as to allow airline employees, their wives and immediate family to back-track and change their itinerary on the spot. Tickets are valid up to six months: anytime between October 15 and May 31, with the exception of two restricted periods—one week before Christmas and one week before Easter.

Some outstanding package tours are also offered. A 15-day "Extra Value Vacation to Italy" for \$175 and a 15-day "Italy for Bargain Hunters" at \$63 plus air fare for two weeks with a Fiat car, accommodations at all Agip motels in Italy and 1000 kilometers thrown in free. Another bargain is an African Safari tour for \$290. This is an escorted 10-day tour with 32 departures, and covers Nairobi, Amboseli, Mombasa, Malindi and the Tsavo Game Park with optional extensions to Mt. Kenya Safari Club, Treestops and other famous East African attractions.

Rounding out the program is an eight-day "Mediterranean Cruise into Antiquity." Twenty-two departures have been scheduled from October through March, all sailing from Naples or Venice for Piraeus and Athens, Istanbul, Izmir and back to Greece for \$129 per person with first class double cabins. Further information may be obtained from Danielle Shelton in Industrial Relations.

It might have been just another day, with no unexpected crisis to mar the routine tranquility of day-to-day operations in the headquarters of the world's largest all-cargo carrier!

Then it happened! The letter arrived with the morning's mail, and by the time we got to the third paragraph, we knew that this was going to be no ordinary day. Those three sentences were devastating in their impact!

"You are aware, I am sure," the letter said, "that there are currently over 100 Flying Tiger flight attendants." Yes, we noted mentally (and not yet-unduly alarmed), we were aware of that (give or take a few) and then it came like a bolt out of the pale blue paper "Unfortunately, I think several of the girls really don't feel a part of the organization, and on occasion I think they sometimes feel they are an employee number, rather than an employee."

We were barely able to read that the writer would like to "propose a bridge between the Los Angeles Tigers and the San Francisco Tigeresses . . ." before the full force of the blow took effect. But we knew, even in our shocked state, that we would have to build the bridge, regardless of cost, and that we would have to begin as soon as we could overcome the mind-crippling feeling of guilt and shame that for the moment rendered us quite helpless.

Flying Tiger Line flight attendant Sally Slater had struck a powerful and highly effective blow for the cause of her colleagues!

By noon that day, we had mustered enough courage to put in a call to Marge Hogue, chief flight attendant, in San Francisco, only to be told that Marge was vacationing in Geneva. Oh no! we thought, but her secretary, Mary Duggan, graciously stepped into the breach and with a woman's intuitive understanding, assured us she would help.

With Mary acting as intermediary, we were successful in arranging a peace conference with six stewardesses representing Flying Tiger Line's full complement of 100 flight attendants. A day or so later, we were en route to San Francisco, trembling with apprehension despite an arsenal of notebooks, pencils, cameras and a courageous cameraman, and a willingness to agree to any and all terms.

And then, the confrontation. It was startling! We were greeted by a bevy of beautiful smiles, all quite benign, and not a hint of hostility anywhere. Naturally suspicious, we were at first unnerved by the negotiating committee's disarming charm. Had Mary Duggan led us into a trap?

But no, the girls were as docile as could be, sure of their victory, and ready to help in any way possible to close the gap between themselves in San Francisco and other Tiger stations everywhere, General Office included. Our formidable mission all in a moment became a delightful assignment, and we were on that day, surrounded by six of the prettiest 'employee numbers' you ever saw, particularly happy in our work.

Tiger flight attendants, we found, have one outstanding common characteristic —

INTRODUCING SIX OF 'EMPLOYEE NUMBERS'

(...and there's plenty more)



Clockwise from left — Sharon, Holly, Donna, Sheila and Pam relax to music at Donna's home in Belmont, near San Francisco, and—we imagine—talk about things girls talk about

besides charm, good-looks and sparkling personalities; it is their love for the job. They enjoy their work, and particularly enjoy doing it in the special spirit of the Tigers. There is a reason for this, and the girls are unanimous in their endorsement of the way it was put by blonde and bubbly (and sometimes absent-minded) Holly Comstock.

Said Holly, "The Tigers let us be ourselves. They don't try to cast us in a mold, to make something of us that we are not." We accept Holly's opinion on this matter as being that of an expert. She admits having approached a large combination carrier with a view to becoming a stewardess, but abandoned the prospect of working for that airline when she realized they

wanted to "change me!" Changing H. would have been a formidable task, anyway, and none too desirable; she's priceless the way she is—literally. In two months of flying for the Tigers, traces of her costly malady of spontaneous forgetfulness have been scattered half way round the globe in the way of personal odd and ends inadvertently left behind, including one false eyelash reported missing in mid-flight on one occasion!

Whereas Holly was succinct, but apt, Diana Meehan, a pert green-eyed brunette, was more explicit. Since we had been forewarned by her friends that she had a penchant for 50-cent words, we were especially attentive as Diana patiently explained to us (and looking, incidentally, most



Diana tries out one of the latest styles on Sharon, but the garment seems to draw mixed reactions. But then, do girls ever agree on anything? They're shopping, incidentally at Linda's Woodside Plaza, Redwood City.

THE PRETTIEST YOU EVER SAW...

(these came from!)

unlike a school teacher, which she once was) that "while the Tigers understandably have regulations, we are not restricted to the rigid and impersonal 'coffee, tea or milk' routine. Our passengers invariably are servicemen either going to, or leaving, Vietnam, so we think of them as very special charges, deserving of more than strict formality in the way of service."

Having understood every bit of her \$25.50 cent explanation, we invited the rest of the girls to comment, which they did—all at once—babbling away about sing-alongs, and games, and balloon fights and whatever else they had thought up in the way of passenger amusement on past trips. What we could make out sounded quite proper to us, until the impulsive Sharon Bates suddenly blurted out something about the time they "blasted the cream and the fudge all over the airplane." We were relieved to learn that the Cream and the Fudge, in this case, were popular singing groups whose songs, on tape, were played (or blasted) over the aircraft's PA system.

Sharon appears to be something of an
(Continued On Page 6)

We won't attempt to explain what's going on in the photo at right, although we wouldn't mind finding such delectable goodies in our own grocery basket! In the photo below, the girls are caught in a more serious mood while attending to the first order of business before going out on a flight; they are checking in at the San Francisco station before heading out to Travis AFB and work!



For fear that our readers will mistakenly conclude from the accompanying article that being a Flying Tiger flight attendant is all play and no work, we invite you to come along on a typical trip...

The girls are first alerted to an upcoming flight about a day or so in advance, and receive a second and final alert about three hours before the scheduled departure. This last warning often comes in the early hours of the morning (which, incidentally, is why flight attendants think of FTL as the 'fly-by-night airline').

Thus, the six-girl crew have a little over two hours to check in at the San Francisco terminal and drive out to Travis Air Force Base to meet the airplane 30-minutes before departure.

Their first task, before take-off, is to check all passenger cabin facilities, from emergency equipment to galley supplies, and then, of course, comes the preflight ritual of ensuring that some 219 passengers are comfortably settled in their seats, with seat-belts fastened, and so on.

Up to this point, the girls have been a mixture of technicians and hostesses. A transition occurs once they are airborne; they become restaurateurs. It might by now be eight o'clock in the morning, and the girls ready perhaps for some breakfast, but if the in-transit passengers' stomachs are on dinner-time, then dinner is what is served.

Soon, Anchorage, Alaska, and a layover of 12 to 36 hours. If they're lucky, they might be able to take in a few hours of winter sports, but usually it seems there's just time to check in and out of the Captain Cook Hotel before they're airborne again.

Seven flight hours and 450-odd meal servings later (the crew's got to eat, too!) our six flight attendants are looking forward to the average 24-hour layover in Tachikawa, just outside Yokota Air Base, Japan. But the outgoing flight is not over yet. From Yokota, the final destination may be Bien Hoa Air Base, Vietnam; Manila in the Philippines, or Okinawa.

Usually, the destination is Bien Hoa, where the airplane is rarely more than an hour in turning around with a full complement of new passengers bound for Travis and home. Then it all starts again, only in reverse and with one deviation—the return leg from Yokota to Travis is usually non-stop and takes about 12 hours.

Six days later—sometimes its less, sometimes its more—the tired but happy crew of six flight attendants are back at the San Francisco terminal, checking-out for a few days of respite before they become, as they say in the airline business, 'legal' again.



Pretty 'Employee Numbers'

(Continued From Page 5)



Killing time before a flight in the crew room at San Francisco, Pam, Donna and Holly brush up on regulations — something the girls do consistently in order, as they say, "to keep on our toes."

authority on, uh, hip things. We suspect she is subconsciously rebelling against the ten months she spent as a teller in the somewhat staid and dowdy atmosphere of a bank before she joined the Tigers—on an impulse.

That, then, is why they like the Tigers. There are other reasons why they are flight attendants. The girls invariably love to travel and to meet people and also, if we may for a moment indulge in a little male prejudice, we suspect another factor is that condition, seemingly congenital in every woman, which might be described as a mania for buying things.

Tiger flight attendants are enthusiastic bargain seekers. Donna Konop's home in Belmont, near San Francisco, testifies to this; it is dotted with Oriental curios and artifacts, reflecting an eye for the elegant and the artistic that one would not normally expect of a "self-made hick." The description, we hasten to add, is Donna's, not ours. She claims this rather dubious distinction because of the time she has spent on her parents' ranch in Red Bluff, Calif., and because of her love of horseback riding and (we're not kidding!) calf roping.

Raven-haired Pam Dennis is another who finds the various offerings in Oriental stores irresistible. Her main interest is interior decorating—"I'm forever doing something to my apartment." But while she exercises her creative talents indoors, she is all outdoors when it comes to recreation, with hunting and fishing high on her list of favorite sports.

Bargains are so abundant in the Far

East, that the girls often must curb their acquisitive instincts, for they all agree that "you can go broke saving money out there!"

Spend a day in the company of a group of flight attendants and it soon becomes apparent that they share an uncommonly strong bond in their work. Being a Tiger stewardess seemingly is like belonging to an elite sorority, and it is surprising how many of its members are steered into it from within.

Sheila Turner, for example, was initiated as a result of a friend she made while doing field work for State Assemblyman Charles J. Conrad (R-Sherman Oaks). She met ex-Tiger flight attendant Trudy Marechal, who was then president of the Clipped Wings Club, an organization of former Tiger stewardesses. Thus, when Sheila graduated from San Jose State College last June with a degree in political science, she promptly signed up with the Tigers.

When Donna Konop, our 'self-made hick', decided to give up nursing for flying, it was inevitable that she should join the Tigers. Her long-time friend, Bunny Snyder, was already in Tiger uniform. The same is true of Pam Dennis who, when she decided to take a break from teaching, found the Tigers through her friend Betty Serijan. And so it goes on.

As for us, we all too soon had to pack up our notebooks, pencils and cameras and prepare to cross the newly built bridge back to Los Angeles. We were reluctant indeed to do so, but consoled ourselves with the thought that from now on, we would have to keep the bridge in an excellent state of repair! Incidentally, we've named it the Sally Slater Bridge!



The girls can serve a gourmet meal on a flight, but it does not necessarily follow that they can cook one. If the secret of cooking is random spicing, then the roast getting the treatment from Pam and Donna should flatter an educated palate. But, frankly, we have our doubts . . . !

Evelyn and Warren Reveal Their Secret

We take special pleasure in reporting — some seven months after the fact! — on the wedding last March of FTL's industrial nurse, Miss Evelyn Wiser, R.N., to material controller Warren E. Tufts. We would have spread the news when it happened had we known about it, but the fact of the matter is that **NO ONE** around here did. The wedding was the best kept secret of the year in the hangar, where Evelyn and Warren work, and it stayed that way until the couple returned from a combined honeymoon and vacation in September, and surprised everyone by announcing their marriage of seven months before.

With newsmakers that secretive, how can we be timely with the news?

Anyway, we all join in extending belated congratulations to Mr. and Mrs. Tufts and in wishing them every happiness in the future. The couple will (we should say, 'have') made their home in Inglewood.

JENSEN NAMED BUDGET MANAGER



Duce Jensen has been promoted to manager of the budget department, it was announced recently by Art Underdown, director of budget and cost systems. Jensen was previously supervisor of cost accounting.

He joined the Tigers in March, 1964, graduating with a B.Sc. in accounting from Fresno State College. He was at first associated with the Internal Audit Department.

Jensen, a batchelor, resides in Westchester.

Boy Scouts Honor Tigers

A young man with a mission dropped by Flying Tiger Line's Los Angeles headquarters recently. He was 16-year-old Eagle scout Richard Bramhall; his mission, to present FTL with a Century Club plaque in appreciation of the Airline's cash contribution to the Boy Scout movement in 1968.

Richard, affiliated with the Knights of Dunamis, of Hawthorne, had been chosen by the Los Angeles Area Council of the Boy Scouts of America to personally present the plaque to FTL.

It was accepted by Howard Jones, vice president-industrial relations, whose department was responsible for organizing the contribution.

Richard is the son of Mr. and Mrs. Grover Bramhall, of Hawthorne. He has been associated with the scout movement since he was eight.

AROUND THE STATIONS

DETROIT

By Lola Crotty

DTW is humming with activity these days. Walls are being torn down, rooms are being painted, doors put in between offices, all to provide us with a more efficient, better organized office set-up. Our old file system has been superseded by a more effective one, combining the sales files with the operations file, eliminating duplication, saving space and time. Our new telephone system of having the phones ring at only one desk and being answered by one girl is proving to be a great time-saver. If anyone has any ideas on more ways, to save time, money or boost morale, let your supervisor know. Nothing can ever be done without first an idea.

The week-end of Sept. 14 brought two DC-8's thru DTW on short notice. Our thanks to everyone who worked that week-end for a job well done. The Tiger "Can Do" spirit was very much in evidence as everyone, including management, rolled up their sleeves and got to work handling over 690,000 lbs. in one big weekend.

Louie Malvitz, ops. supervisor, is a very happy guy these days. He has just returned from the Virgin Islands with his new bride, but he's still on his honeymoon according to that smile he's wearing.

Our condolences to Mr. Ed Szabla, RSM, whose father-in-law passed away.

Earl Ludington and Jerry Begeman, traffic agts, have left FT to go on to bigger things. Their departure caused two new openings in the office which were successfully filled by Sam Jeffers, former leadman, and Tim Buko former RSM. Congratulations guys!

Jerry Mitchell, sales rep., has just returned from a vacation in Puerto Rico with his wife and daughter.

Our RSM's and supvsrs. have taken an active part in forming bowling leagues this year, electing Howard Swathell as president of the Det Metro Bowling League. On the ladies side, Sara Montemurri has completed her bowling lessons and now owns her own ball! Lady bowlers, look out, here comes a new Champ.

Phil Rossman, Sr. ops. supervisor, is leaving us at the end of the month. We wish him the very best in his new endeavors.

Our traveling sales girl, Loraine Eagle, the road again last month. This time she and her husband took along a niece and nephew for an auto trip along the Atlantic Coast, through New England and into Canada. They spent a day at Expo in Montreal, a day in old Quebec City, and drove the Cabot Trail thru Nova Scotia,

stopping in many of the picturesque fishing villages and taking a dip in the ocean. Loraine has finally achieved her heart's desire by commissioning an artist in Oquonquit, Maine, to paint a seascape for her. Some folk sure know how to spend a two weeks vacation.

Congratulations are in order for Jerry Balough and John Elkins, former RSM's recently promoted to leadmen.

Welcome to Melody LePine, our new gen'l clerk. Melody is replacing yours truly who has been up-graded to secretary to the GTM. (Editor's note: And congratulations to you, too, Lola).

Joe Lyons from LAX Industrial Relations, flew in for two days last week to help us hire a new group of full-time and part-time employees. Joe did a fine job and we would like to extend a welcome to our new hires: Dean Ledford and Jim Greene, traffic agts., Mike Hotra, Sam Lafata, Marvin Lewis, Mike Skutar, Jim Reider, Doyle Johns, Ron Hoffman, Bob DeAvila, Claude Carroll, Bob Ostrowski, Jim Martin, Steve Garaud, and Bob Bergeron, RSM's. On the P/T roster, Mike Kucharek, Lynn Staton, Ron Thompson, Steve Chapo, Jim Edwards and Doug Schae.

Dan Garza, RSM, recently returned from a trip to Europe. He and his wife had a wonderful time but while in England, Dan went "AWOL" for three whole days to visit Paris alone. Now there's a guy with an understanding wife!

Let's all gang up on Stu Gibbs, RSM, and talk him out of growing another beard.

SAN FRANCISCO

By Leo Maselli

Who says nothing ever happens in operations at SFO? Mike Dunsmore, Jake Young, Clifford Schick and even Ron Parsons became fathers within a matter of days recently. They all grin about this unusual situation and mumble something about the night of the Christmas party!

John Edgar has been promoted again, leaving the position of ADSM for the post of DSM in ORD. That's the second time John has been promoted out of SFO.

SFO Customer Service has added three new people to its crew: Virginia Bottino, Terry Horton, and Ken Brooks. Welcome to Tigers!

Helen Jarvela, probably the finest switch-board operator since the renowned "fingers" Phylis of pre-war fame, is taking a well deserved vacation in Europe, starting off with England. Mr. Jarvela is 'batching' it for three weeks.

CHICAGO



When a demure young thing tries to claim that she out-fished her husband on a fishing trip, we would ordinarily be a little suspicious. But knowing Liv Foster's unblemished reputation for reportorial honesty, we accept her story without question.

Liv, who is ORD's sales secretary, caught this one off Juneau during a recent fishing vacation in Alaska. It represents one twentieth of her catch—five in all—which doesn't say much, we are afraid, for her husband's prowess. Although an ardent fisherman by all accounts, he only managed to haul in one on this trip. We won't say anymore about it, since Liv, we suspect, will never let him live it down!

The Fosters, incidentally, took in Achorage, Sitka, Kotzebue and Nome, as well as Juneau, during the trip and, they tell us, had a rare time of it.

ORD sales representative Mike Canney also visted Alaska this summer, but his catch has not been reported!

LOS ANGELES

Two presentations delivered recently by Haig Barsegian and Jim Morrisroe, Los Angeles account executives, covered such important Flying Tiger Line topics as the carrier's proposed new tariff, the introduction of the DC-8-63F into domestic service, and details of the mechanized freight handling equipment being installed at major stations throughout the system.

Barsegian and Morrisroe made the presentations before the United Auto Pals Association of California at dinner meetings held at Sir Michael's restaurant in Los Angeles, on October 7 and 9 respectively. The new FTL film, "The Airfreight Specialist," was shown on both occasions and, reportedly, was well received. Both representatives effectively fielded several questions from the floor during lively Q & A sessions after each presentation.

Pole-Cat Flight Recalled



First of the soon-to-be popular Bushwhacker dune buggy and 'fun car' awaits loading aboard a Flying Tiger Line CL-44 at Los Angeles. The Bushwhacker—this particular one was bound for the East coast—will shortly be distributed in kit or complete car form by a large mass merchandising organization with thousands of stores

It'll Go Anywhere!

Imagine a car you drive on the highway, to the country, to the mountains or the beach with four people (and a lunch basket built in) and then keep going—off the highway, over dirt roads, sand, shallow streams and grassy meadows. Drive right up to your favorite fishing hole or campsite. Take the kids and discover fossils and Indian relics in the hills and deserts. Or go for a moonlight ride along the beach on a warm summer night. Go hunting, fishing, skiing, prospecting or just plain wandering anywhere your curiosity leads you.

Such a car is the Bushwhacker.

Formerly all buggies were designed mainly for utilitarian purposes, suffering tremendously in the "looks and comfort" department. The "Bushwhacker" combines most of the "go anywhere" off street usability of the sand buggy, while providing passenger car luxury, beauty and comfort for four people. Above all, the car has an infectious, happy holiday look, that epitomizes the 'fun' in a fun car.

The "Bushwhacker" is available in either kit form or complete car. The carefully planned design of the "Bushwhacker" body enables the buyer to choose either the Fun Buggy model or the sleek Sports model only by changing accessories such as windshield, top, roll bar, wheels, etc.

The "Bushwhacker" was developed by a Los Angeles based manufacturer presently producing a complete line of Volkswagen and imported car accessories, many of which have been adapted to the "Bushwhacker". It is obvious that a company producing fiberglass, exhaust systems, upholstery goods, chrome goods, air cleaners, shift knobs etc. is ideally equipped to manufacture all the components necessary to build the "Bushwhacker."



The history making Rockwell Polar flight of nearly three years ago, when a Flying Tiger Line Boeing 707-320C—nicknamed 'Pole-Cat'—circumnavigated the world over both poles for the first time, is recalled in this photograph showing some of the Tiger men who helped make the flight possible, grouped about a model of the Pole-Cat that will shortly be donated to the Smithsonian Institution in Washington, D.C., for permanent display in the Air Museum.

Clockwise, from left, are: Capt. Jack Martin, director of flying; E. A. Pinke, Senior Vice President of Operations; Second Officer Gene Olson, line pilot; Robert W. Prescott, President, and E. A. Hickman, chief navigator. Hickman is holding a National Aeronautic Association document certifying the eight records set during the flight.

The six-foot long cutaway model of the Pole-Cat shows in remarkable detail the sophisticated scientific equipment aboard the airplane, as well as the specially fitted fuel-tanks which gave the airplane the added range capability needed to undertake the flight.

EDUCATORS TOUR FTL FACILITIES

Flying Tiger Line's Maintenance and Engineering Division was host recently to a group of 12 educators participating in a curriculum development workshop at the University of California, Los Angeles. The men, all aviation mechanic training instructors, represented leading universities and educational institutes throughout the United States.

Their visit to FTL comprised of a tour of the carrier's maintenance and engineering facility, and a series of talks by top executives within the Division on mainte-

nance procedures and mechanic training programs.

The tour portion was conducted by Joe Baker, manager of Facilities and Equipment, and the briefing was led off by John McDonald, Vice President of Maintenance and Engineering.

Purpose of the visit was to give the educators a first-hand view of up-to-date maintenance procedures and training techniques, to aid them in the development of an updated aviation mechanics training curriculum.