

## Losses Cloud Flying Tigers First Quarter

Flying Tigers' first quarter 1982 results are in, showing a loss for the airline of \$33,427,000 pretax on revenues of \$203,633,000 — the worst loss in Flying Tigers history.

"These losses are anything but encouraging," said Tom Grojean in his weekly *Employee News-wire*. "Flying Tigers has gathered some momentum in the past several weeks in terms of cost cutting, productivity, reliability and our guaranteed service. But we have a lot farther to go and some very hard times ahead before we can put the word 'profitable' back into our prospectus."

Tiger International reported a loss for the first quarter of \$24,037,000 or \$1.42 per share on revenues of \$363,768,000.

### Hoffman Comments

Wayne Hoffman, chairman and chief executive of Tiger International, said: "The recession and high interest rates continue to hurt our operations. Although the recession has caused a decline in demand for transportation services, Flying Tigers has increased its market share over the North Atlantic, and our trucking operations have maintained their positions in the markets they serve." Hoffman also noted that Tiger has made significant progress in controlling expenses, although the full impact of the cutting measures has not been realized.

### Other Subsidiaries

North American Car earned \$9,186,000 pretax on revenues of \$66,408,000; trucking operations lost \$3,236,000 pretax on revenues of \$61,750,000; and Tiger-Air lost \$2,182,000 pretax on revenues of \$28,198,000.



## South America Authority Granted

It's time to brush up on your Portuguese and Spanish. The Civil Aeronautics Board announced April 21 that it has granted Flying Tigers United States-Brazil/Argentina all-cargo exemption authority, and plans are underway for startup of operation to the two countries, said President Tom Grojean.

The exemption authority has been granted pending a final CAB order, and remains in effect for one year or until 90 days following the final order, whichever comes first.

Following the CAB announcement Brazil approved two flights per week for Flying Tigers.

### Replaces Airlift

Flying Tigers replaces Airlift International, which suspended its South American service in 1981. The CAB order permits Flying Tigers to provide sched-

uled air transportation of property and mail between the U.S. and Sao Paulo and Manaus, Brazil, and Buenos Aires, Argentina.

Coupled with our existing route structure, this will also allow the airline to offer shippers single carrier service between Asia and Europe and the two South American countries.

"Brazil and Argentina are natural extensions of our domestic and international scheduled all-cargo systems," Grojean said.

### Congratulations, All

"Congratulations to all employees who had a hand in helping us add South America to our international scheduled all-cargo route system," said President Grojean. He added that service to the two countries will be initiated as soon as possible, but firm dates have not yet been set.

## Service Starts

## We're in New Orleans

Flying Tigers inaugurated scheduled jetfreighter service to and from New Orleans, Louisiana, April 26.

The new jetfreighter service, employing B727 aircraft, connects Louisiana shippers with Flying Tigers' worldwide system, providing overnight distribution of cargo domestically, with immediate connections to the airline's international flights, said Robert Hull, Flying Tigers District Sales Manager, in New Orleans.

Shippers will have the benefit of Flying Tigers' new guaranteed door-to-door service to and from the New Orleans area, Hull noted.

Major commodities moving into New Orleans via Flying Tigers' new service will be exhibit displays for conventions, replacement parts for the shipbuilding industry, fashions and other consumer goods. Outbound goods include oil and energy-related commodities, parts for oil plat-

forms and offshore oil rigs, petrochemicals, machinery and machine parts.

Flying Tigers flight #918 departs Moisant International Airport Monday through Friday at 9:50 p.m. for Dallas/Fort Worth and our Chicago hub, where cargo is transferred to domestic or international flights. Inbound, Flying Tigers flight #917 arrives in New Orleans at 9:10 a.m. Tuesday through Saturday.

The airline has hired nine local people to serve in sales, customer service and operations capacities.

Telephone numbers for our new Louisiana operation are as follows: Local number — (504) 468-8713; within Louisiana — (800) 452-8827; outside Louisiana — (800) 535-7385.

## U.S./Canada Bilaterals Set

U.S./Canada bilateral talks convene the week of May 3 in Washington, D.C. The talks are important to Flying Tigers in light of the airline's pending application to provide U.S./Canada all-cargo service.

## Asia Post for Chuck Greene

Charles S. Greene has been named director of freight services for Asia, effective May 1.

Previously manager of special projects in New York, and a member of the successful field implementation team for our new door-to-door program, Greene joined Flying Tigers in 1977 as an operations supervisor at JFK.

In his new position, he will reside in Tokyo, Japan.

"Those who know Chuck and have been exposed to his attitude, knowledge, skills and enthusiasm know that he will be a key member of our Asian team," said VP-Asia Paul Stokes.

## Trade Officials Visit HDQ, LAX

Some 20 members of the Foreign Government Trade Representatives of Los Angeles visited Flying Tigers headquarters recently for a review of our role in international trade and a tour of our headquarters and Los Angeles terminal facilities.

The visitors — representing countries including France, Great Britain, Germany, Korea, Taiwan, Indonesia, Philippines, Brazil and Mexico — advise business communities in their countries on trade matters including transportation.



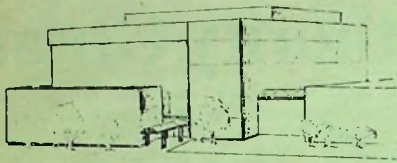
## "Hercules" at Headquarters!

A number of headquarters Flying Tigers were probably wondering about that odd "bird" that flew in and took up residence outside our maintenance hangar for a day and a half recently. The distinctive aircraft was Lockheed's L-100-30 Hercules — a four-engine turbo-prop powered airplane effective on short-haul routes. Lockheed-Georgia Company representatives were at Flying Tigers Friday, April 16 to demonstrate the aircraft. During its stay, it was test-flown for members of management and was on static display, above, for inspection by interested employees.

## Features

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## FLYING TIGERS TRAINING CATALOG



TRAINING AND DEVELOPMENT

A new Flying Tigers Training Catalog is currently being distributed by the training and development department. The catalog has been prepared for managers and supervisors to assist in arranging appropriate training for their personnel. Included in the catalog is information on administration of training programs, curriculum sequence and course descriptions.

Course schedules will be sent out separately and will include dates and locations of sessions. In addition, the course schedules may be found in the KIAC "G" Table under G/TRN/SKD.

For further information or a copy of the *Catalog* contact Training & Development; Mail code — T-257; phone extension — 67496.

## "Vacation in Europe" Sweepstakes — Enter Now!

More than 200 requests for sweepstakes kits have been received so far in Flying Tigers' "Employee Vacation in Europe Sweepstakes" aimed at increasing domestic door-to-door business.

Grand prize is an all-expense paid trip for two to Europe. In order to be eligible for the drawing June 17, an employee must have secured a new door-to-door customer.

Here's how it works: just clip out the coupon below, fill it out and send it co-mail to Headquarters/Advertising, Mail Code #808. We'll send you your sweepstakes kit complete with special airbills you'll need to enter.

Just send in a photocopy of the airbill of each new customer you get to use our door-to-door service. Remember to write your name and employee number on the copy of the airbill. Drawing will be held June 17, 1982.

There are 100 other great prizes in addition to the Europe trip. Winners will be announced in the June 28 issue of *Flying Tigers Review*.

Just for entering, you will receive a free, full-color, 22x30-inch Flying Tigers wall map depicting our colorful history.

All airbills must be received no later than midnight, June 16, 1982.

## Vacation in Europe Sweepstakes.

Please send me my sweepstakes kit with specially coded air bills and my Flying Tigers Wall Map.

Please Print.

NAME \_\_\_\_\_

EMPLOYEE NUMBER \_\_\_\_\_

TITLE \_\_\_\_\_

MAIL CODE/LOCATION \_\_\_\_\_

\*Only non-sales personnel eligible.  
(Sales, marketing, customer service, advertising and Public Relations personnel not eligible.)

## Strong Support

# Flying Tigers Back Vietnam Memorial

Last November Flying Tigers were given the opportunity to make donations to the Vietnam Veterans Memorial Fund for construction of a permanent memorial honoring the millions of Americans who served, and the thousands who died in Vietnam.

### Flying Tigers Support

Flying Tigers agreed to match dollar-for-dollar the employee donations to the fund.

The nationwide Vietnam Veterans Memorial Fund campaign has now officially ended, and Flying Tigers employees are to be congratulated for their tremendous support of this project.

Lending his personal support to the cause, Flying Tigers Chair-

man Wayne Hoffman served on the Corporate Advisory Board for the VVMF. It is apparent that many Flying Tigers also believed strongly in the need for this monument to be built; they donated a commendable \$7,088.

### Goals Met

The overall campaign goals were met, and on Friday, March 26 ground was broken for the memorial in Constitution Gardens, adjacent to the Lincoln Memorial in Washington, D.C. Highlight of the ceremony was the simultaneous breaking of ground by 125 Vietnam veterans lined up along the chevron-shaped outline of the memorial. These individuals represented the

50 states as well as many veterans' organizations.

The land for the memorial is a gift of the United States government. The memorial itself is made possible through the gifts and contributions of the American people. When the monument is completed it will stand in honor of the 2,700,000 people who served, 300,000 who were wounded, 75,000 who were disabled, 57,000 who died and more than 2,000 who still remain unaccounted for — a symbol of the unity that preserves us as a nation and of our care for the sons and daughters who answered their country's call to duty in Vietnam.

## Oregon Anniversary

# Portland Marks Thirty Years

Flying Tigers in Portland, Oregon had something to celebrate May 1. On that day 30 years ago, the airline inaugurated scheduled air cargo service to their "City of Roses".

That day in 1952, C-46 "Commando" freighters took to the air

on a scheduled round trip service that originated in Seattle and continued from Portland to Denver, Chicago and New York and back.

### Shades of the Hump

The aircraft were like those flown over the Indian "Hump"

during World War II; but instead of fuel and food that kept Chiang Kai-shek's troops supplied, the Commandos were filled with fashions, nursery stock and berries. Though the cargo was different, the operating personnel weren't, since many of the airline's founders had made numerous Hump flights in the sturdy Commandos and C-47s following their heroic exploits as the famed Flying Tigers of the American Volunteer Group (AVG).

### Thirty Years Later

Thirty years later, the planes are larger, the operations sophisticated and scheduled service extensive. Trucking operations are also well developed, as the Flying Tigers' Portland terminal daily sends three truckloads of cargo to Seattle, where Portland shippers tap into a scheduled route system that extends from Asia through North America to Europe.

With a large share of its Portland cargo moving to Asian cities, Flying Tigers handles 600,000 to 700,000 pounds of local commerce a month. Major commodities are electronics, technical instruments, fashion and lumber products.



**Portland memory** — Flying Tigers' founder and president of 33 years, Bob Prescott, above center, presents roses to then-Portland Mayor Dorothy M. Lee, right, in 1952 on the occasion of Flying Tigers startup of service. (Man on left is unidentified).

## TigerAir Names General Manager

Wallace E. "Wally" Congdon has been named general manager of the Burbank, California facility for TigerAir, Flying Tigers' sister company.

Congdon will be responsible for all Burbank operations, including the fixed base operation (FBO), modification center, Cessna dealership and other operations, said TigerAir President George M. Gross.

Congdon has an extensive background in aviation management. Most recently, he was general manager of Ohio Aviation's Cleveland Division, which included two FBOs in the Cleveland area. He was previously general manager of Hughes Aviation Services, Las Vegas, where he managed a commercial and business aviation FBO and a wholesale aircraft parts distribution operation with facilities in several cities.

## FLYING TIGERS *review*

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*Flying Tigers is a Tiger International Company*

Free Digital Pen-Watch with First Shipment!

**GUARANTEED ON TIME**  
**DOOR-TO-DOOR SERVICE**  
**FLYING TIGERS**

YOUR GUIDE TO FLYING TIGERS AIR CARGO SERVICES  
MARCH 1982

### Supporting Door-to-Door

# Direct Mail Campaign Launched

Flying Tigers has launched an aggressive direct mail campaign in support of our domestic guaranteed door-to-door service.

In the first phase of the program, mailings reflecting the "It's on time or it's on us" theme introduced in our television and radio advertising are being sent to more than 300,000 cargo shippers around the country.

#### Personalized Letter

Prospective customers will receive a personalized letter from Vice President of U.S. Sales Reuben M. Rosenthal outlining the features and advantages of our three levels of guaranteed service, and offering a compli-

mentary "Shippers Kit" containing everything they will need to ship door-to-door with Flying Tigers.

Recipients of the letter who complete and return their form will receive the Shippers Kit containing a "Guide to Flying Tigers Air Cargo Services" booklet, "three levels of service" brochure, air bills, and information on how to receive a Flying Tigers digital clock-pen for their first door-to-door shipment.

The letter also encourages prospective shippers to send their business cards, which will be laminated together with Flying Tigers logos, and returned as

personalized baggage tags. "The letter and Shippers Kit represent the first phase of an on-going direct mail effort in support of our guaranteed door-to-door services," said Director of Advertising Carl Asmus.

"The direct mail approach will help us gain new customers as well as strengthen our position with existing customers," he said.

#### Television, Radio

The second wave of television and radio advertising, featuring new as well as the original ads, have commenced in a number of cities, and will follow in other markets in May and June.

**FLYING TIGERS HAS THREE LEVELS**

**OUR GUARANTEE IS ONE GOOD REASON TO SHIP WITH FLYING TIGERS. HERE ARE SOME MORE:**

- VIRTUALLY NO SIZE OR WEIGHT RESTRICTIONS.**
- A WEALTH OF EXPERIENCE.**
- COMPUTER TRACKING OF YOUR CARGO.**
- A COMPLIMENTARY GUIDE TO FLYING TIGERS AIR CARGO SERVICE.**

**IT'S ON TIME OR IT'S ON US.**

Letter to prospective new customers, pictured at right, is a four-page "folder-style" piece incorporating the "on-time" theme. It carries a personal message from Vice President U.S. Sales Reuben Rosenthal outlining our guaranteed door-to-door services and asking the recipient to complete and return the back page of the letter to receive the complimentary Shippers Kit.

**IT'S ON TIME OR IT'S ON US.**

**FLYING TIGERS**

**TO RECEIVE YOUR COMPLIMENTARY FLYING TIGERS SHIPPERS KIT AND A PERSONALIZED LUGGAGE TAG, SIMPLY COMPLETE THE BACK OF THIS LETTER AND RETURN POSTPAID TO US.**

**A TIGHTY GIFT FROM FLYING TIGERS**

*Industry, Agriculture*

# Outlook Bright in Central Florida

Orlando, Florida is much more than tourist attractions and orange groves. In the past few years, the city and the entire Central Florida region has burgeoned into one of the most rapidly growing business and industrial areas in the country.

Responding to the area's rapid growth, Flying Tigers has inaugurated scheduled jetfreighter service to and from Orlando, with connecting services from Tampa, St. Petersburg and Jacksonville.

The flights connect with the airline's worldwide system through our Chicago hub by way of Atlanta.

**Industry, Agriculture**

Traditionally known as an agricultural area, primarily producing citrus products and strawberries, Orlando and Tampa have welcomed the influx of "clean" industries, like electronics and aerospace, during the past few years.

Highlighting the importance of Central Florida industry and manufacturing to Flying Tigers, Bill Hull, district sales manager, explained: "Agriculture is obviously important, but our success will ultimately depend on our ability to handle freight from the supporting service and manufacturing industries."

Closer to Florida's East Coast and Cape Canaveral where the Kennedy Space Center is located, much industry in the Orlando area is related to electronics and aerospace.

**Agriculture Still Thrives**

Despite the entry of new industries in the area, agriculture continues to thrive in Central Florida.

Near Orlando, in the tri-county area encompassing Volusia, Putnam and Lake Counties, fern-growing is the number one industry—even surpassing orange-growing. The region is the leading fern producer in the world, supplying approximately 90 percent of the world's decorative greens (see fern feature on facing page).

Another major Central Florida agricultural product is strawberries, which are shipped from the area throughout the United States and Europe.

Other farm products grown in Central Florida include citrus, beans and watermelon.

**Good Market for Flying Tigers**

According to Bruce McKittrick, regional sales director, the booming Central Florida market represents a wealth of opportunities for Flying Tigers. "As a leading agricultural area and one of the



country's fastest-growing industrial centers, the need for air cargo is great — and growing.

With facilities established in Orlando and Tampa, Flying Tigers is in a position to reap the benefits of this growing demand," he said.

**Joint Effort**

Working jointly to tap the Central Florida shipping market, District Sales Managers Cecil Turbyfield and Bill Hull direct sales efforts. Account executives include Dave Noell and Wayne Kline in Orlando, and Russ Stevens and Anne Tripp in Tampa.

Customer service representatives for the area include Sandra Witt, Brenda Minnaugh and Toni Travis in Orlando, and Debbie Touchton in Tampa.

John Elkins, senior operations supervisor, oversees operations in Orlando. Aircraft loading and unloading is contracted to Kenworthy Airfreight Services, Inc., with trucking service provided by Landair, Inc.

**Great Start**

"If our startup of operation was any indication of things to come, I think we can look forward to a very prosperous future," Cecil Turbyfield said. "We crossed out the plane our third night of operation, and volumes continue to be high," he added.

Starting aircraft service March 1, the terminal shipped 102,000 pounds of outbound cargo during its first week of operation. By the end of the month, outbound shipments totalled more than 285,000 pounds, with inbound volumes surpassing 107,000 pounds.

"We have shipped a lot of international freight — to Paris, London, Zurich and Amsterdam," Turbyfield said.

"Our door-to-door program is off to a good start, too. Advertising started March 15, and we have received tremendous response from the ads," he said.

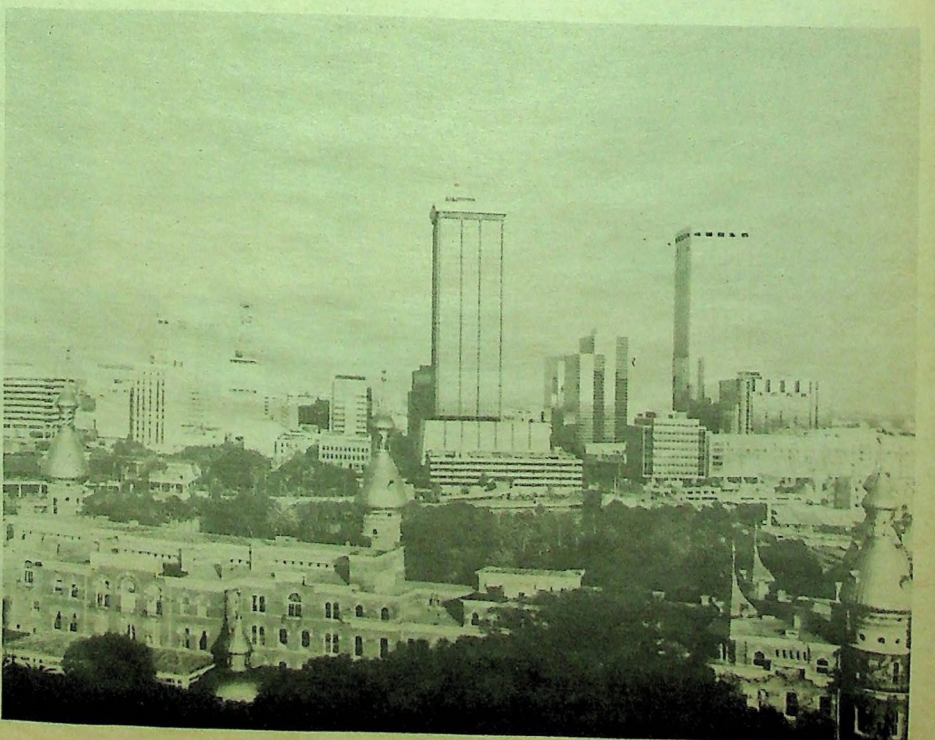
"If business continues as it has, our growth by the end of the year will warrant additional capacity," Turbyfield said.

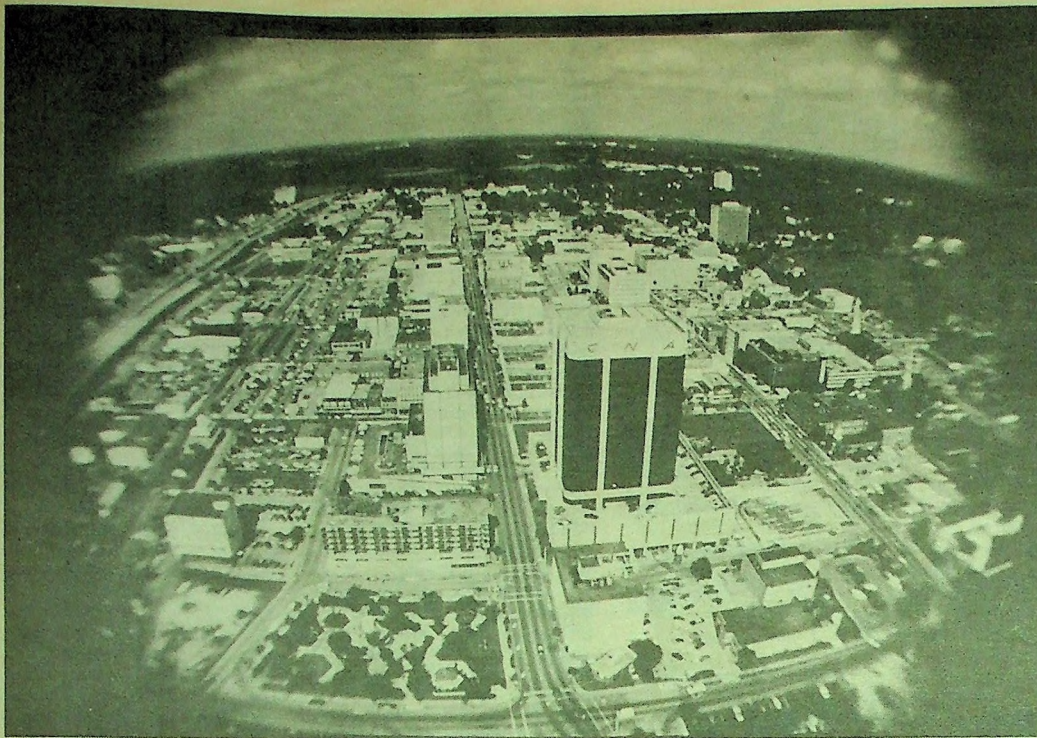


*Flying Tigers in Central Florida are enthusiastic about the potential of the market there. Some of the Central Florida team, pictured outside the airline's modest Tampa office are, above left, Account Executives Wayne Kline and Dave Noell, Orlando; Bill Hull, district sales manager headquartered in Tampa; Russ Stevens and Anne Tripp, account executives in Tampa; Scott Niswonder, president of Landair Inc., trucking agent in Tampa; and Terry Puida, Landair agent. At right, top: John Elkins, senior operations supervisor in Orlando. At right, below: Sandra Witt, customer service Orlando.*



*Jetfreighter flights operate in and out of Orlando with connecting services to Tampa, pictured below. Jim Rowland and Glen Ellis, of Kenworthy Airfreight Services, Inc., above left, l-r, handle some fragile freight in Orlando. Above right, l-r, Ralph Purvis, with Airco Airfreight, and Tom Lindamood with Landair, providing trucking services.*





Orlando, Florida, above, is the focal point for Flying Tigers' expanded airfreight efforts in the Central Florida region. Jetfreighter service started there March 1, kicked off by a reception for shippers and business and industry leaders. At the event, at right above, Flying Tigers' District Sales Manager Cecil Turbyfield, right, with Jack Marshall of the U.S. Department of Commerce in Jacksonville, Florida. At right below, Turbyfield, left, at the opening event with Norman Glass, greater Orlando Aviation Authority, center, and Hermann Spegel, Flying Tigers' Regional VP.



*Airfreight Fresh with Flying Tigers*

# Florida Ferns are Flying High

A fern by any other name . . . could be a leather leaf, aspidistra, ming, Sprengeri, plumosus, Pittosporum or tree fern. But by any name, it's big business in Central Florida.

Florida fern sales in fiscal 1981 were \$70 million, and projections for 1982 are better.

Not only is fern-growing the number one industry — even surpassing orange-growing — in the region encompassing Volusia, Putnam and Lake Counties; that tri-county area neighboring Orlando, Fla. is the leading fern producer in the world, supplying approximately 90 percent of the world's decorative greens.

Unlike the commonly known potted house plant variety, these ferns grow in the ground. In Central Florida where thousands of acres of ferns are cultivated annually, commercial ferneries range in size from five acres to hundreds of acres.

Gathered, processed and packed daily, the greens are shipped to florists domestically and internationally to be used as fillers in floral arrangements. To meet the international demand for decorative greens, many fern growers rely on air cargo companies like Flying Tigers to transport their product to customers around the world.

**Quality Essential**

"In the fern business, quality is the name of the game," explained Jim Lawrence, former president of the Florida Fern Growers' Association and a partner in Fine Foliage, an area fernery.

Because quality is so important, the greens are grown in a highly controlled environment where water and lighting are monitored closely. Fern growers gather, process and pack their product with great care, making sure the greens remain moist and cool, then store them in refriger-

ated rooms to maintain freshness until they are shipped to customers.

**Fragile Fronds**

Timely shipment is critical because the plants are perishable. With efficient delivery of these perishables vital, many fern shippers transport their product by air.

According to Lawrence, of the 1.5 million cases of ferns exported last year, approximately one-third were shipped by air. He added that he expects air transportation of ferns to increase in coming years as more customers demand speedier delivery.

"Traditionally, fern shippers have opted for land or sea transportation because it is less expensive than shipping by air. Although air transportation costs about twice as much as by land or sea, many of our customers believe it is worth the extra cost to get the product to market fas-

ter," Lawrence said.

According to Mona Bang, owner of Interex, another area fernery, most customers would rather pay more for airfreight to receive a fresher product. "When we ship to Europe by sea, it takes ten days for the shipment to arrive at its destination; by air, ferns gathered Monday can be in Europe on Wednesday and delivered to a retailer and on the streets for sale by Thursday," she said.

When using air cargo, fern shippers prefer all-cargo carriers to passenger carriers that also ship cargo for a number of reasons. Whereas all-cargo aircraft provide specialized care for the plants by maintaining lower cabin temperatures, passenger carriers must adjust cabin temperatures to accommodate passengers. Secondly, cargo carriers require only a few hours to transfer cargo, whereas passenger

carriers sometimes require up to 24 hours transload time. Also, passenger baggage takes priority over freight on passenger carriers, sometimes causing the ferns to be "bumped".

**Growers Agree**

Because product quality is the key to success, fern growers agree that the special handling capabilities provided by all-cargo carriers is vital.

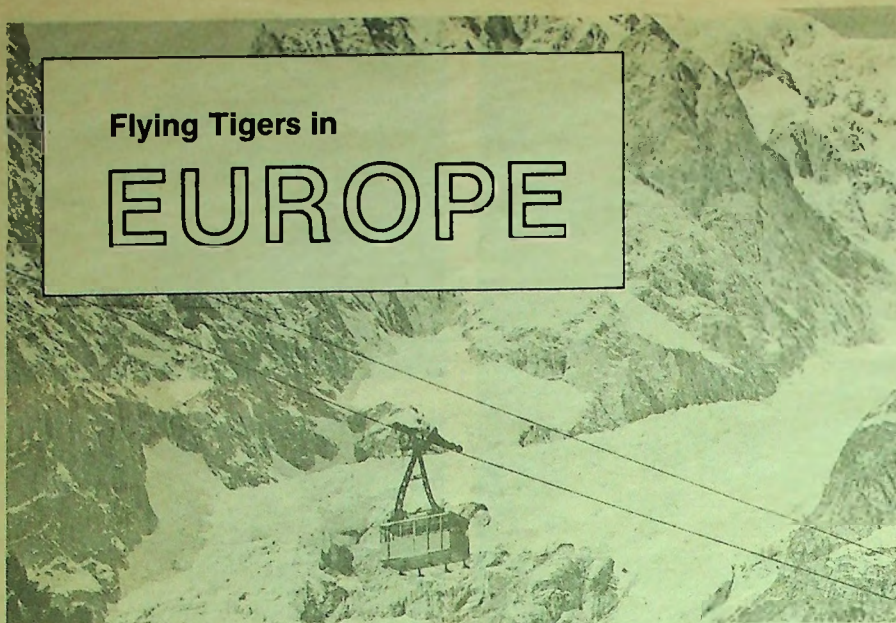
To meet their special handling needs, many Florida fern growers turn to Flying Tigers to transport ferns both domestically and internationally. Flying Tigers' schedule is ideal for transporting perishables because most travel time occurs during the night when temperatures are cooler. And, operating a fleet of B747 and DC-8 jetfreighters on a scheduled worldwide system, the airline can reach virtually any market in the world.



Fern grower Mona Bang of Interex, above, shows some of her fragile products. At right, top, Charlie Pardee of Interex prepares ferns for shipment. At right, below, Ray Beckham of Kenworthy Airfreight Services Inc. arranges boxed ferns for loading.



Flying Tigers Account Executive Dave Noell, above, who has been involved with fern accounts for the airline, pays a visit to one of his customers.



Flying Tigers in  
**EUROPE**

Breath-taking Courmayeur, Italy — setting for Flying Tigers' ski weekend.

*Ski Weekend in Europe*

**Flying Tigers Ski, Compete, at Courmayeur**

Arriving from various terminals around Flying Tigers' system, participants in the airline's 1982 European ski weekend gathered in teams March 5-7 at Courmayeur, Italy for the Giant Slalom competition and awarding of individual cups and "Challenger Trophy" for the year.

**Number One**

Number one on the slopes and winner of the individual male category, registering the absolute best timing of the two manches, was Mark Murdough, from the airlines' maintenance department in Anchorage, Alaska.

Classifying as first in the female category was Switzerland's Jacqueline Andermatt, Zurich accounting. Jules Schnyder, general manager-Switzerland, classified second in the individual male category. Together with their participating colleagues, the Swiss won the "Challenger Trophy" for the best team.

Italy gained the honorable third place in the individual male category with Sergio Gadda, traffic agent at our Malpensa terminal.

Presenting awards were General Manager for Italy Carlo Talei Franzesi and Flying Tigers' Vice President for Europe, Al Hicks.

**Top Ten Results**

Top ten contenders in the giant slalom were, in order starting with first place, Mark Murdough, USA; Jules Schnyder, Switzerland; Sergio Gadda, Italy; Peter Kellner and Roger Hemberger, Switzerland; Thomas Dautzenberg, Germany; Mandy Ackerman, Switzerland; Wolfgang Dalfert, Germany; and Jacqueline Andermatt and Mark Hawes, Switzerland.

After a leisurely multi-course dinner, together with Barolo wine, the winners, participants and guests happily enjoyed this first Flying Tigers ski tournament, highlighted by a selection of prizes contributed by forwarding agents, commercial clients, interline carriers and friends.

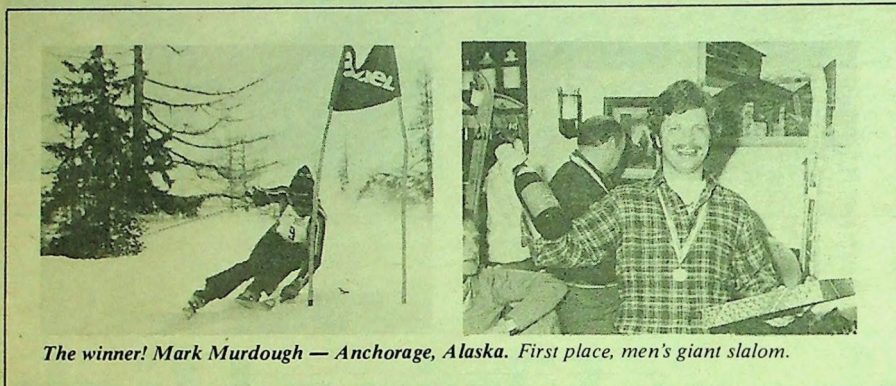
It was, everyone agreed, a most

memorable, exciting and successful event.

Significant prizes were those offered by Singapore airlines consisting of a round trip ticket from Rome to Singapore and two weekends' accommodation in Rome, one offered by *I. F. Italia* (Italy's international freighting magazine) and one offered by Hilton Hotels. Further prizes were contributed by: Savino Del Bene/Florence, consisting of complete skiing equipment. S.A.I.M.A./Milan with a beautiful bicycle; Olivetti with a portable electric typewriter; Italcargo/MIL/FLR, with leather bags, belts, wallets and other accessories; plus beautiful cups from Air Press/*Air Cargo Magazine*, S.A.T. (Pisa's handling agent and airport authority); S.E.A. (Milan's handling agent and airport authority); CIMA (Forwarding Agent), and AGFA, who offered various cameras.

**Thanks!**

Contributors to the successful event were, in alphabetical order: Agfa Gevaert; Air Cargo Service; Air Press-Air Cargo; Air Transport; Albini & Pittigliani, Prato; Alisped, Firenze; Alitalia; A.S.C.; Asses, Turismo V. d'Agosta; Autoservizi Europa; Avandero, Milano; Avioservizi, Firenze; Az, Turismo Courmayeur; Cargolux; Cattaneo; C.C. Air-Ritasa; Dott. Ciccarelli; Cima; Cipolli & Zanetti; Corbella; Crowe; Danzas; De Focattis (Studio); Emery; Famolare; Fedi Transport; Ghelardi (Frattelli); Gillette Italia; Hilton; Hoechst Italia; Divisione Marbert; Hotel Royal Courmayeur; I.F. Italia; Inter Jumbo Service; Italcargo, Firenze; Italcargo, Milano; Jaffra; Maison De Filippo, Entreves; Memorex; Mercurio; Odino Valperga, Firenze; Olivetti; Panalpina; Pan American; Per Transport; S.A.I.M.A.; S.A.T. Pisa; Savi Transport; Savino Del Bene; S.E.A.; Singapore Airlines; Sittam; Transair; Transcargo; Trans World Airlines; V.V. Tour; Zuest Ambrosetti.



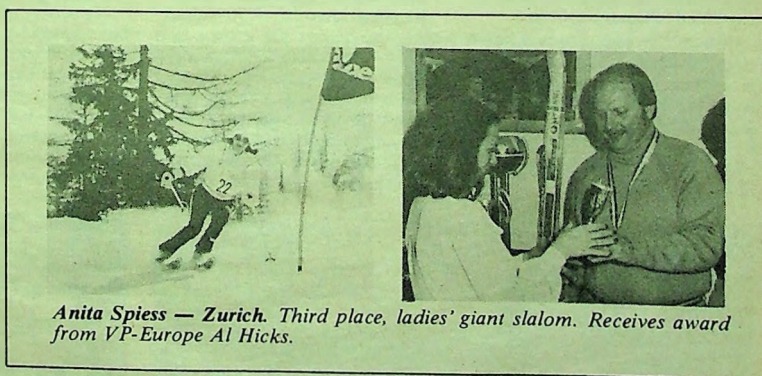
The winner! Mark Murdough — Anchorage, Alaska. First place, men's giant slalom.



Swiss GM Jules Schnyder, above left, helped win team cup for Switzerland. Swiss team, above right, l-r, Peter Kellner, Zurich; Schnyder; and Roger Hemberger, Geneva.



Jacqueline Andermatt — Zurich. First place, ladies' giant slalom.



Anita Spiess — Zurich. Third place, ladies' giant slalom. Receives award from VP-Europe Al Hicks.

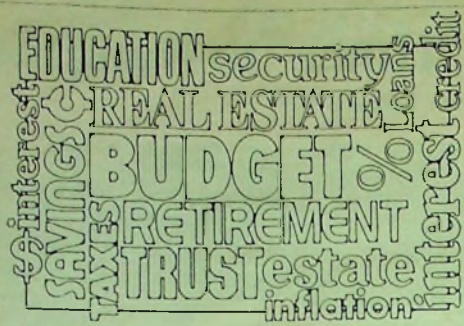


Martine Charton — Paris. Second place, ladies' giant slalom. Receives award from VP Hicks.



Sergio Gadda — Milan. Third place, men's giant slalom. Receives award from VP Hicks.

# Dollars & Sense



## Elections, Old-Timers, Highlight Annual Meeting

The Flying Tiger Employees Federal Credit Union Annual Meeting was held March 23, in the employee cafeteria at Flying Tigers headquarters in Los Angeles. Highlighting the event was the presence of a number of familiar faces — Flying Tigers retirees.

### Elections

Elected to the credit union board of directors were Ren Kalstrom, information systems; Jim Thomas, component overhaul shop; Vince Torfin, ground training; and Bill Chaney, flight training, all incumbents. The board also includes Bob Schnepf, Yvonne Thompson, Don Gillis,

Bob McNally and Earl Berbrick. Elected to the credit committee were Brad Terpak, accessory shop and Raquel Valdes, credit union loan department.

### Annual Report

Credit Union Board President for 1981 Ren Kalstrom chaired the official meeting of the members and presented the credit union's 34th Annual Report.

Following the annual meeting, the new board met in executive session to elect officers for 1982, including Jim Thomas, president; Earl Berbrick, retiree, vice president; Ren Kalstrom, treasurer; and Yvonne Thompson, pass bureau, secretary.



Recognize many of these faces? A number of people pictured above were among many Flying Tigers retirees who came back to headquarters for the Flying Tiger Employees Federal Credit Union annual meeting March 23. Back row, l-r, Bob McNally, supervisor of maintenance publications; retirees Irving Jaye, Earl Berbrick, J.J. Murphy, Buck Buchanan and Bill Auda; Jim Thomas, manager component overhaul; retirees Dick Yung and Walt Loeffler; and Don Conley, supervisor instrument shop. Front row, l-r, Al Cormier, manager special projects; Martha Conrath, wife of retired Captain Bob Conrath; Betsy Sharp, credit union manager; and retiree Aldo Dipre.

## Flying Tigers On the Move

### Lehman to New Directorship

John Lehman has been selected for the newly created position of director-flight operations engineering. He was formerly director of crew resources.

In his new position, Lehman will be responsible for all technical matters related to the flight operation of our aircraft. In particular, he will be responsible for the operations engineering, flight publications and flight operations technical writing groups, and will direct the company's fuel conservation efforts.

tion of manager-hub services, located at our ORD hub. Moses was most recently chief operations supervisor in Chicago.

In his new position, Moses will be working with Flying Tigers' ORD management team to insure a high level of service reliability through the hub. In addition, he will be the focus for allocations due to schedule deviations, and will be responsible for analyzing and reporting on procedures and actual performance for traffic moving through the hub.

### Marketing Post For Jay Clemons

Jay Clemons has been promoted to manager, marketing information. Clemons joined Flying Tigers four years ago as marketing information specialist. He has been supervisor of marketing information since June of 1980.

Promotions and new positions around the system:

#### HEADQUARTERS

Helene Albright... to security and insurance administrator, from employee benefits specialist. Thea Barks... to computer programmer "A", from computer programmer "B." Peggy Christy... to production analyst, from data controller "A". Gwen Dyer... to accounting clerk "A", from accounting clerk "B". Elsa Gonzalez... to credit rep. "II", from credit rep. "I". William Grover... to manager Seatiger services, from manager terminal services. Florence Hoffert... to manager international tariff, from senior pricing analyst. Joann Miller... to director international sales & service, from regional sales manager. Joyce Pinkstaff... to confidential secretary, from secretary.

#### ANCHORAGE

Kimberly Carr... to CSR "II", from CSR "I".

#### JFK

Lauren Eldred... to CSR "II", from CSR "I".

#### MIAMI

Mary VanDover... to supervisor customer service, from CSR "II."

## Welcome

Flying Tigers welcomes the following new employees:

#### HEADQUARTERS

Paul Cifuentes... office services clerk "I". Brian DiMartino, Joe Fornett and Michael Rodri-

quez... crew scheduler. Claudia Lytel... crew planning specialist. Robert Ross... manager financial planning.

#### CHICAGO

John Giambone... service operations analyst.

#### DETROIT

Russell McLaughlin... account executive.

#### INDIANAPOLIS

Bruce Henry... district sales manager.

#### JFK

Thomas Brown... ops. supervisor.

#### KANSAS CITY

Verne Daker and Garry Schot... CSR "I".

#### MEMPHIS

Dave Bernal and Lyda Riestra... CSR "I". Delois Grooms... account executive. Charlotte Williams... CSR "II".

#### MILWAUKEE

Orrie Boettcher... account executive.

#### NEW ORLEANS

Wanda Chenault... CSR "II". Ray Luce... account executive.

#### SAN JUAN

Hector Badillo... account executive.

#### GENEVA

Remy Saluz... traffic agent.

#### ZURICH

David Schildknecht... traffic agent.

### Martinez Named To Sales Post

Jose "Pepe" Martinez has been named sales account executive for the airline in Mexico. He will be responsible for consignee sales as well as development of outbound revenue, said GM-Mexico Marco Mendiola.

Martinez was most recently a traffic agent and restricted articles specialist at Flying Tigers' Mexico terminal. He has had 15 year's experience in the air cargo industry working with Mexicana, CP Air and Braniff in positions including cargo agent, customer service and sales prior to joining Flying Tigers.

### Moses Manager Hub Services

William Moses has been appointed to the newly created posi-

## Retirements

Flying Tigers salutes the following employees and their years of service:

John Baron, mechanic-LAX. 24 years.

Elvin Taylor, supervisor maintenance planning-HDQ. 35 years.



Mementoes and good wishes were in abundance at retirement party held in the headquarters hangar for Elvin Taylor. Above left, VP-Maintenance & Engineering Harold Woody, presents El with letter of commendation from top management. On the table at right, is metal sculpture lamp he received crafted from engine shop scraps by Sheet Metal Mechanic George Wise. Above right, El gets good luck greetings from, l-r, Virginia Hutchins, senior clerk; Dorothy Falvey, powerplant planner; Pat Dennistoun, executive secretary; and Joanne Dobie, confidential secretary.

## Flying Tigers in

## ASIA



## Seminar in Hong Kong

Flying Tigers held a seminar in Hong Kong recently covering rates & tariffs and restricted articles. Instructors, from headquarters training & development, were Debbie Hinkle and Ed Figueroa. A total of 24 people including Flying Tigers employees and representatives from forwarding agents attended the five-day seminar, which was held in the Association of Hong Kong Air Freight Agents (AHFA) club house. Taking part in the event were, above, l-r, John Woo, Flying Tigers' regional sales manager for Hong Kong & Southeast Asia; Sam Chung, vice-chairman of AHFA; K.C. Cheng, chairman of AHFA; Instructor Debbie Hinkle; Paul Chu, AHFA; and Tony Ng, account executive for Flying Tigers in HKG.

— Submitted by Eva Cheung-HKG

## Flying Tigers in

## NORTH AMERICA

## Gift of Gratitude

## Nick Mandella Gives . . . and Gets

By Ron Gilbert-JFK Bldg. 260

Gratitude. What is it? Well, just ask Nick Mandella, manager of mail and interline sales for Fly-

ing Tigers at JFK International Airport in New York. Nick found out first hand the other day at

the Norwegian Children's Home in Brooklyn, N.Y.

## Charitable Causes

Nick is president of the Semantics Club of JFK, a social and benevolent organization. Each year an orphanage is selected for a sizable donation by the group. This year, in conjunction with SAS airlines, the Norwegian Children's Home was selected as recipient of a donation amounting to \$3,000.

The donation was presented at an evening event at the Home, and was reported with pictures in the *Nordisk Tidende* Norwegian newspaper.

## Big Smiles

"The big smiles and the warm thank yous from those kids really leave you with a heart-warming feeling," Nick said. "No matter how many times I do it, each year it still makes me feel very good to be able to do something to help the various orphanages in the metropolitan area."

Flying Tigers at JFK feel very good, too . . . about Nick and all the fine work he's done through the years with Semantics.



Main street of downtown Hangzhou today, above.

## Years-Long Dream

## Nishiyama Goes "Home" to Hangzhou

by Yasuko Yamaguchi-TYO

"The three things of which I am most proud of in my hometown — Hangzhou, in the People's Republic of China — are Lake Xi Hu, silk and Lun-Chin tea," said Hajime Nishiyama, senior agent-customer service for Flying Tigers in Japan.

Hangzhou is about 130 miles southwest of Shanghai, about a three-hour ride by train. Hajime was born and raised there, leaving for Japan at the age of 24.

Even though he has enjoyed a happy life in Tokyo with his family, a return to Hangzhou was long in his dreams. Those dreams finally came true two years ago. Hajime had a chance to see his beloved hometown once more — after 32 years of absence.

## Culture, Commerce

Hangzhou, capital of Chikiang State (Province), became well known when former U.S. President Richard Nixon visited the city 10 years ago. But its history goes back some 2,100 years. It has been the center of politics, commerce and culture, and was the capital of the country during the South Sung Dynasty (12th and 13th centuries). Its beauty is apparent in the proverb that says, "There is heaven above us, and Shouzhou and Hangzhou on the land." Today Hangzhou is one of three cities in the People's Republic of China to which airlines have extensions from Japan.



Tokyo Flying Tiger Hajime Nishiyama, above, with his wife at Hangzhou's Lake Xi Hu.

## Cherished Lake

"A pearl dropped down from the heaven and broke into pieces, forming a great lake. That is Lake Xi Hu, according to the legend," Hajime explained. "It is bordered on three sides by mountains and has an island in the center. Willows and peach trees are planted alternately around the lake. People come from all over the nation — and lately even from overseas — to see it," Hajime said.

"spring for running Tigers" — marked by a tiger sculpture. It is said that a tiger appeared at this spring long ago, Hajime said, giving it its name. Our "Tiger" of the "Flying" variety returned to the spring two years ago to sample his favorite tea made with the water.

"The water of this spring is excellent for Lun-Chin tea," Hajime beamed. A tea stand nearby serves the brew using the pure water.

## Famous for Silk and Tea

Hangzhou silk is of the finest quality, with some 90 percent of China's silk produced there, Hajime said. A great deal, he noted, is exported worldwide. A saying about Chinese ideal life prescribes "Birth in Souzhou, silk clothing of Hangzhou, food of Guangzhou and death in Ryuzhou (it produces first-grade coffins)."

The region is also famous for Lun-Chin tea, which, Hajime says, "I can't live without!" Lun-China tea, he says, looks similar to Japanese green tea, but tastes quite different. "It is much milder. My sister in Hangzhou sends me Lun-Chin tea all the time."

## Hangzhou Tiger

Near Lake Xi Hu is a spring called "Ho-Bow-Chen" —

## Little Change

"To my surprise, the scenery of the city as a whole has not changed much in 32 years except for several big buildings," Hajime said. "The railway station is still the center of the city. Along the main street there are still old theaters and movie houses where I used to go."

"Since China welcomes tourists from all nations right now," he concluded, "don't miss the chance to visit my hometown. I am sure you will find much fun and beauty."

Hajime Nishiyama, a 10-year Flying Tiger, was supervisor of communications for Air America at Yokota Air Base, Japan, before he joined Flying Tigers. His first job with air carriers was as a radio operator for the Civil Air Transport in Peking in 1948.



Big smiles — While happy residents of the Norwegian Children's Home look on, Flying Tigers' Nick Mandella, above left, and Jerome C. Trimboli, representing SAS airlines, above right, present donation to Solveig Eileen Johansen, president of the children's home.

## Just a Pin from Perfect

Congratulations are in order for JFK Flight Line Mechanic Richard Booker.

On Friday, April 2, Richie bowled a near-perfect game — a respectable 299 in a 697 series for three games. Rich missed the 300 mark due to a stubborn #4 pin.

Rich later commented: "If that pin had wobbled as much as my knees were wobbling when I rolled that 12th ball, there's no way it wouldn't have gone down!"

Richie is president of the Flying Tigers mixed bowling league at Woodmere Lanes in New York. Flying Tigers wish him congratulations and good luck the rest of the season.

— Submitted by Ron Gilbert-JFK Bldg. 260

