

New Marketing Strategy

Aggressive Europe Plan Set

Flying Tigers to operate two-hub system in Europe; redeploy aircraft to Asia.

Seven 727s Set to Lease

Flying Tigers has reached agreement with Aviation Sales Company Inc., a division of Miami-based Ryder System, for the lease of seven B-727-100 jetfreighters.

Aviation Sales is purchasing the planes from American Airlines and converting them from passenger to cargo configuration according to Flying Tigers specifications. The aircraft, which will be delivered to the airline December 24 through May, 1984, will be placed on Flying Tigers' operating certificate and will replace domestic contract feeder services initiated to develop the markets.

The lease agreement is for three years with an option to extend for five years. We are currently operating two B-727 jetfreighters—on lease from Wien Air Alaska—between New Orleans, Memphis and Chicago and Kansas City, St. Louis and Chicago replacing contract feeder services on those routes.

MAC Awards \$72.2 Million

Flying Tigers has been awarded a \$72.2 million contract from the United States Air Force's Military Airlift Command for cargo and passenger services during fiscal 1984 starting October 1, 1983.

President John Flynn indicated that Flying Tigers' share of the Air Force's \$232.4 million basic contract amounts to approximately 31 percent. He said that the total contract represents MAC's fiscal year's international "fixed buy", which constitutes the major amount of its total projected commercial airlift requirements for the year. Adjustments are made as additional projections become firm military requirements.

PAX, Cargo

The multi-million dollar contract calls for transpacific B-747 passenger and stretched DC-8 cargo flights as well as B-747 transatlantic cargo flights. We will operate 92 round trip B-747 passenger flights between the U.S. and Clark Air Base in the Philippines—46 departing from Los Angeles and 46 departing from St. Louis, Missouri; two B-747 cargo flights a week between Dover, Delaware and Frankfurt, Germany; a number of round trip DC-8 cargo flights between Travis and McChord Air Force Bases in the U.S. and Yokota, Japan and Osan, Korea January through mid-April; and 21 B-747 passenger flights between St. Louis and Osan mid-June through August.

MAC Involvement

Commercial airlines airlift about 87 percent of MAC's passengers worldwide, and approximately 10 percent of its cargo traffic.

Each carrier awarded a MAC airlift contract is a member of the Civil Reserve Air Fleet (CRAF), a group of 22 civilian airlines that commit certain aircraft to national defense. In the past 30 years, Flying Tigers has pledged its entire fleet to CRAF for immediate emergency airlift requirements.

Flying Tigers has announced plans to launch an aggressive new European marketing plan in response to the destructively low yields that currently exist on the North Atlantic.

"It is not profitable for any carrier to participate in the high volume, low yield segment of the European air cargo market," said President John Flynn.

"The destructive nature of the low yields is evidenced by the number of international airlines that have pulled their freighter fleets off the North Atlantic," he said.

"We, however, continue to believe there is a need to provide reliable, scheduled jetfreighter service for customers with time-sensitive shipments."

New Strategy

Flynn explained that under the new strategy, which will be launched in the fourth quarter, Flying Tigers will concentrate on the high yield, service-sensitive segment of the North Atlantic marketplace.

The company will operate two European "hubs"—one in London and one on the continent in Frankfurt. The company will schedule

consistent, high-frequency service to and from the United States through the new two-hub system.

Scheduled flights into France, Switzerland, and Italy will be replaced by an expanded, expedited trucking network in and out of the two hubs. Direct flights from the United States will service Ireland and Scotland en route to European hubs.

"The new schedule will result in a reduction in fixed costs in our European operation," Flynn said. "The strategy will also result in a decrease in flight operations within Europe, and therefore, will allow us to redeploy aircraft previously in service in Europe into our transpacific scheduled service where there has been a dramatic increase in demand."

Asia Concentration

The number of flights operated by Flying Tigers between the United States and Asia has increased significantly in recent months. "In August, we operated 32 weekly flights between the United States and Asia," Flynn said. "And we are currently operating 43 transpacific flights per week. That's a 34 percent increase in flight activity

between the United States and Asia. And we expect the trend to continue."

Flynn said he foresees an increasing demand by the agents, forwarders and international couriers serving the North Atlantic for "value-added" airport-to-airport services similar to those introduced by Flying Tigers in the United States.

"We have established new performance standards for our North Atlantic service. For example, we are dramatically reducing the recovery time for cargo and ensuring all documents will be available within four hours of flight arrival. The service standards we have established for the North Atlantic will provide shippers with the fastest recovery time at destination offered by any carrier."

Flynn explained that the new schedule will link all U.S. markets with all major European markets. Flying Tigers provides the European shipper with single-carrier service to more United States cities than any other carrier in the world. The schedule will also tie all European markets into the carrier's worldwide network, in-

Continued on Page 2.

Heinberg Fills Personnel Post

Sue Heinberg joined Flying Tigers in August as senior director of personnel relations, reporting to Vice President of Administration and General Counsel Larry Nagin.

Heinberg was most recently owner and president of two professional personnel service organizations in Southern California. Prior to that she was vice president of employee relations - domestic banking division for Crocker Bank, based in Los Angeles. She joined Crocker Bank in 1975 as director of management development.

Heinberg is a graduate of Stanford University.



Sue Heinberg

First Flight September 3

Australia Service Starts

Flying Tigers launched its weekly scheduled B-747 jetfreighter service from the U.S. to Australia September 3 as planned. The flight departed LAX Saturday night and arrived in Australia via Honolulu Monday with a full load amounting to 188,000 revenue pounds.

Vice President-Flight Operations Dick Wilson was at the controls along with Captain Elgen Long and Second Officer Tom Cooley. A kick-off reception for shippers and industry leaders was held in Los Angeles prior to the inaugural flight and similar events are planned in the coming weeks in Australia.

Celebration

The inaugural event itself was commemorated at a dinner September 7 for government officials in the Australian capital of Canberra. U.S. Ambassador to Australia Robert Nesen and Minister for Aviation Kim Beazley were among the distinguished guests. Larry Nagin, vice president-administration and general counsel, Casey Zettler, general manager for Australia, and Greg Smith, director of charter sales and mar-

keting, represented Flying Tigers at the event.

Business is Good

Since its inauguration the Australia service has continued strong. The flight arrived in Sydney its third week of operation with 211,300 revenue pounds, due in large part to the build up and handling performance of Los

Angeles terminal personnel.

From Australia the B-747 aircraft connects with Flying Tigers' Asian scheduled route system, and is available for charters from Australia to Asia. The aircraft have been used for cattle charters every week since the service started.

Photos and additional information about our new Australia service are on page 2.

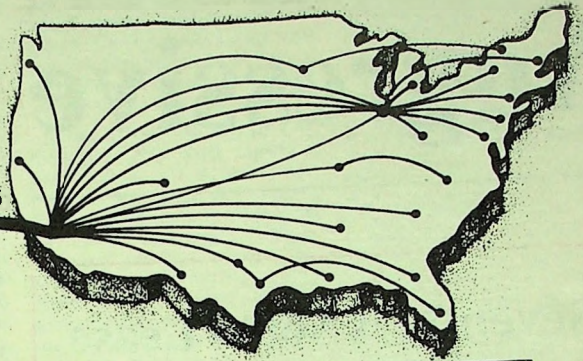


Sydney, Australia, above, new horizon for Flying Tigers.

New Horizon--Getting Started in Australia



At the inaugural dinner for government officials in Canberra, capital of Australia, September 7, Flying Tigers VP-Administration and General Counsel Larry Nagin, at left in photo right, talks with Kim Beazley, Australia Minister for Aviation.



LOS ANGELES

HONOLULU

SYDNEY

MELBOURNE

Responsible for our new weekly scheduled Australia service is General Manager - Australia Casey Zettler, at right, who reports to VP - Asia Paul Stokes. Zettler, most recently chief operations supervisor in Los Angeles, is based in Sydney. He joined Flying Tigers terminal operations in Anchorage in 1973.



At kick-off reception in Los Angeles August 30 guests including customers and industry leaders received Aussie-style bush hats with Flying Tigers logos to commemorate the exciting new service. Pictured above at the event. l-r, Robert Downie, Avio International Forwarders; Greg Smith, Flying Tigers; and Keith Campbell and Don Lamy, Air New Zealand.

Second Quarter AE, DSM Named

Ed Hutchinson of Boston has been named "District Sales Manager of the Quarter" and Mark Kolpack of Milwaukee "Account Executive of the Quarter" for the second quarter, 1983.

Other top DSM finishers were Mike Bourke-DFW; Bard Board-MKE; Jack Klingler-EWR; Vince Gallagher-PVD; and Gary Wang-SFO. Other top AE finishers were Terri Smith-SFO; Doug Barbazon-ATL; Billy Logue-BOS; and Bob Shaffer-BWI.

Europe Plan

Continued from Page 1.

cluding Latin America, Australia, Asia and the Middle East.

Focus on Profitability

"We are optimistic that our new European marketing plan will allow us to provide consistent, high frequency service while at the same time returning a fair profit to Flying Tigers," Flynn noted. "The plan will put us on our way to profitability in Europe. It focuses on the high yield, service-sensitive segment of the market, and it allows us to reduce fixed costs and redeploy aircraft from low yield, high volume marketplace to higher yielding markets in other parts of the world," Flynn concluded.

Flynn noted that employees will be kept up to date on developments as the plan is implemented through the Review and Employee Newswire.



Airport-to-Airport with APS

Following preliminary testing, Flying Tigers introduced APS - Airport Package Service - in August, a domestic airport-to-airport small package service featuring a 100 percent money-back guarantee. The service, available to and from all Flying Tigers airport cities in the U.S., charges a flat rate for single shipments of \$45 for up to 50 pounds and \$65 for 51 to 70 pounds. The prime time service is designed to compete with over-the-counter package services offered by passenger carriers. At the end of the first month of operation, APS volumes had grown 230 percent over the first week. APS shippers can use either our "Airpack" cardboard box or our new heavy duty plastic "Airsack", pictured above. Simulating an APS shipment are Grant Hjelsand, left, marketing manager instrumental in development of the service, and Larry Harvey, lead ramp serviceman-LAX.

Protect Your Travel Privileges

There's Still Time to Write

As noted in President John Flynn's Employee Newswire August 23 and in materials subsequently posted on bulletin boards and distributed by your supervisors, the current federal moratorium prohibiting taxation of employee fringe benefits is due to expire December 31 this year. The U.S. Treasury Department and Internal Revenue Service want to tax airline employee travel privileges as part of gross income.

U.S. employees were asked to write to their elected representatives on this matter, and many of you already have. For those who haven't responded, your letters and wires can still help.

Legislation has been introduced in the Senate and House of Repre-

sentatives that would establish uniform guidelines governing the tax treatment of fringe benefits. This legislation - S. 1817 as introduced and H. R. 3525 with certain amendments - would exempt airline employee travel privileges from consideration as taxable income. These bills offer an opportunity permanently to settle this matter.

In the past, overwhelming response by individual airline employees contacting their elected representatives has been key to dealing successfully with this issue.

You can get the information you need to write or wire your U.S. Senators and Congressman from your supervisor or from Larry Nagin, VP-administration and general counsel, HDQ-919, or Joe Hermosillo, law dept., HDQ-729.

FLYING TIGERS **review**

Published by the Public Relations Department, Flying Tigers, 7401 World Way West, P.O. Box 92935, Los Angeles, CA 90009. Co-mail: HDQ-807.

Lawrence M. Nagin
Vice President-Administration
& General Counsel
Colleen Ferguson
Editor

Flying Tigers is a Tiger International Company

Ready for the Challenge

Flying Tigers Backs Olympic Swimmers, Skiers



In the swim--John Flynn, above right, president of Flying Tigers, and Ross Wales, president of United States Swimming, agree that the Flying Tigers/USS sponsorship is ready for takeoff. Flying Tigers' participation as a sponsor of USS will help defer costs of training, equipment and travel for the United States Swim Team. Wales was a 1968 bronze medalist in the 100-meter butterfly at the Mexico City Olympic Games.

As previewed by President John Flynn at his June 27 employee meeting in Los Angeles and on the subsequent videotape of the meeting, Flying Tigers has been named an official sponsor of the 1984 United States Ski and Swim Teams, and the Winter Olympic Games to be held in Sarajevo, Yugoslavia in February.

"Flying Tigers is breaking new ground with these sponsorships," said President Flynn. "Never before have we underwritten such major amateur sports. The 1984 Olympics represent the single largest promotion of its kind ever undertaken by Flying Tigers."

Sponsorship Benefits

Sole air cargo sponsorship of the Winter Olympics was granted to Flying Tigers by the Sarajevo Olympic Organizing Committee. This sponsorship gives the company exclusive rights to develop promotional tie-ins and advertising with the Olympic Games. Flying Tigers also has the right to use the snowflake logo and mascot in all marketing activities.

"In addition to the obvious short-term goodwill our sponsorship garners, we also recognize the long-term benefits of cementing relationships with current employees and customers and establishing new relationships," Flynn noted.

In a separate sponsorship, Flying Tigers will provide the 1984 U.S. Swim and Ski Teams with assistance for training, equipment and travel. The best athletes will be chosen from those teams to represent the U.S. at the Summer Olympics in Los Angeles and the Winter Olympics in Sarajevo.

Rationale

"We see a common link between



the Olympic gold medal hopefuls and Flying Tigers: the pursuit of excellence," Flynn said.

"Our American athletes train every day in their quest to be number one. We want to be the best air cargo company in the world and like these fine athletes, we know that only comes through a total dedication of our people and resources."

Flying Tigers hopes to realize new marketing opportunities as a result of the sponsorships. At the Winter Olympics, for example, Flying Tigers will be the only air cargo firm used for official purposes. As a result, other Olympic corporate sponsors will be introduced to Flying Tigers.

Employee Involvement

The Olympic effort is not restricted to marketing and sales exposure. Employees will be involved with the sponsorships in a variety of ways.

One of the most exciting aspects of employee involvement is a fourth quarter Employee Olympic Sweepstakes program offering as grand prizes three all-expense paid trips for two to the Winter Games in

Sarajevo, Yugoslavia in February. Details of the program will be outlined in an upcoming issue of *Flying Tigers Review*.

Domestic employees participating in the fourth quarter Employee Incentive Program set to kick off October 1 will also catch the Olympic spirit that accents the "We're Out for Results" theme of the program.

In addition to these programs, employees will be invited to view a number of video tapes that feature interviews with past and present Olympic Champions. The first of these tapes, a discussion between Olympic Gold Medalist Mark Spitz and President John Flynn, will be shown within the next few months. Details of the employee Olympic programs will be released in the near future.

Although the air cargo industry as a whole has recently experienced ups and downs, Flynn is confident that innovative programs such as the sports sponsorships will benefit Flying Tigers. "These sponsorships can be seen as a symbol of our commitment to a brighter future," Flynn said.



We're Out for Results

Incentive Program Bows Oct. 1

It's not enough simply to "sell" a customer in our business, because the product we're selling is service. Not only must our sales personnel sell Flying Tigers air cargo service to its customers--the rest of the employee force must see to it that the best possible service is delivered.

The ramp servicemen who handle the freight, the finance personnel who process the bills, the market development people whose input helped identify the customer in the first place--to name a few--all play a valuable role in our quest for increased revenues.

That is the basis of the new fourth quarter domestic Employee Incentive Program "We're Out for Results", set to begin October 1 and continue through December 31 in keeping with our emphasis on

fourth quarter performance.

The program, designed to remind every employee that his or her job contributes directly to revenue levels, offers valuable prizes to all eligible employees based on sales achievements at their location. All domestic employees are eligible except those already participating in a sales incentive program. (The program is also being evaluated for international application in the future.)

Monthly sales goals will be assigned to each domestic location including headquarters, along with a point scale. Each employee will receive a certain number of points per month based on the percent of sales goal achieved--for example, 4,000 points for 95 percent of goal; 6,000 for 105 percent of goal; up to a maximum of 10,000

points per month for 120+ percent of goal. Employees will be able to select valuable prizes based on the number of points they have accumulated.

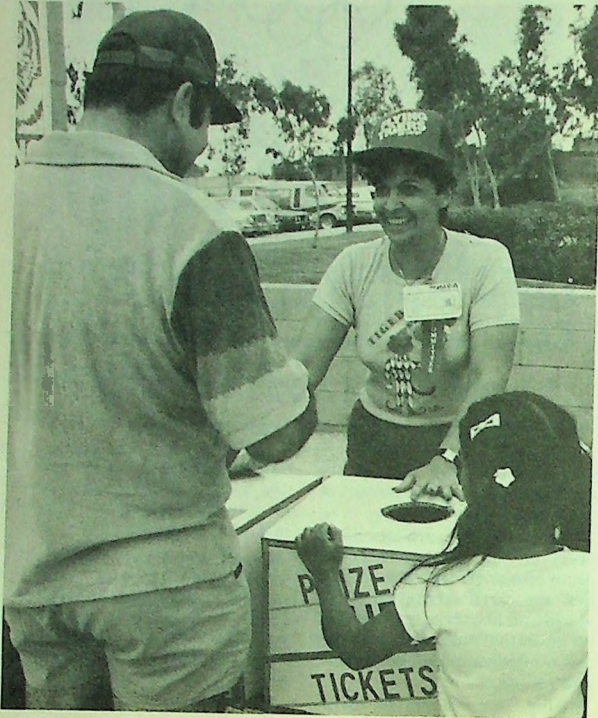
There will also be a monthly sweepstakes drawing in conjunction with the program.

Though separate from the airline's Olympic sponsorship (story above) the Employee Incentive Program incorporates the concept of Olympic effort and achievement in its "We're Out for Results" theme.

Orientation sessions have been held around the U.S. and informational materials distributed. Employees who need materials or additional information can contact their supervisors or write the Advertising Dept. HDQ-808.

HDQ/LAX Summer Fare

"Better Times Ahead" Picnic



Picnic helper Maria Gutierrez, above, customer finance, checks in picnickers.

Flying Tigers, their families and friends got together at Charles Wilson Park in Torrance, California this summer for the headquarters/LAX/ 1983 "Better Times Ahead" picnic. Everyone brought their own food and admission was \$1 for games, contests, sports events and prizes. Spirits ran high among the more than 600 people attending despite an unseasonal chill in the air. Picnickers brought everything from fast food to gourmet delights and enjoyed a day highlighted by sporting activities such as volleyball and softball; guessing games, sack races and coloring contests for the kids; and grand prize drawings. Flying Tigers responsible for the successful summer event included Bob Stoltz, material planner, chairman; Doug Seapara, financial accounting manager; Carole Karnofsky, rate specialist; Iliana Carrillo, payroll; Al Cormier, advertising; Joy Sabol, public relations manager; Yvonne Thompson, pass bureau; Barbara Alley, information systems; Mike McCaverty, stockroom; Maria Gutierrez, general accounting; and Mary Wydra, accounting.



Tending the barbeque, above left, l-r, Aleberry Johnson, LAX terminal; and Burnell Brinkley, mechanic. Enjoying the day, above right, President John Flynn and his wife Jill.



Above left: Carol Svensson, advertising coordinator, and her daughters. For young picnicker above right, happiness is a big balloon!



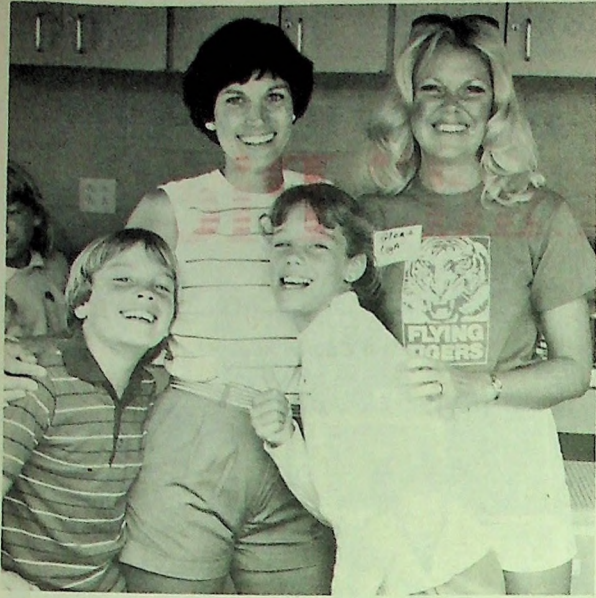
Above left, top: D.L. Rayford, facilities, and his daughter Cynthia. Above left, l-r: Raquel Valdes and Marianne Blitsch from the credit union. Above right: Kids get ready for a sack race.



Above left: Gene Schmidt, motor pool. Above right, l-r: Sandy Carmichael, carpenter, and guest Mary Kennedy.



Rolling right along, at left, Carrie Steeneken, daughter of Kees Steeneken, business systems support. Above: Delora Colley, systems support, and family.



Giving "thumbs up" for a great day, above l-r, Joanne Dobbie, confidential secretary-LAX, and her two children; and Gloria Loya, LAX sales.

Below left: Rick Llewelyn, lead mechanic-LAX, on the right, and his fellow members of the Westenders Barbershop Quartet provided some impromptu entertainment. Below right, l-r: Picnickers Mary Lee Lamont, World Service Center coordinator; Susan Grace, KIAC trainer; and Canda Gray, supervisor of revenue control.



Enjoying the day's camaraderie, above l-r, Dale Grinnell, director-Pacific and Latin America pricing; Steve Jackson, formerly director of national account sales (Steve recently left the company to become a stockbroker); and Ian Jackson, senior director of traffic services.



Information Systems was well represented at the summer event, including, above, from right, Sonja Philp, senior technical writer; Ren Kalstrom, former Flying Tiger; Barbara Alley, confidential secretary; Bob Schnepf, manager of planning & control and his wife Jenny; and Sonja's husband John.



Overseeing the guessing contest, above l-r, picnic organizers Carole Karnofsky, Bob Stoltz and Iliana Carrillo. Below, Tom Barron, VP-finance, left, and Jack Kane, VP-corporate sales, right, battle it out on the volleyball court.



Above l-r, Director of Advertising Carl Asmus and his wife Katy; Gene Ochi, director of customer service (background) and Mary Salatino, executive secretary; and Mary Wydra, accounting.



At left top: Ginny Price, executive secretary. At left: Thelma Bowden, utility employee (on the right) with her daughter. Above: Chuck Laatz, director of purchased transportation, and his wife Leslie sport all the elements of a perfect picnic.

The "Inside" Story



"Quick, the Suntory . . ."

An "emergency" shipment of some 12,000 liters—about 3170 gallons—of Japanese Suntory draft beer was flown from Narita, Japan to Boston recently on board a flying Tigers B-747 jetfreighter. Suntory took to the skies with its popular kegs of beer to meet the demands of thirsty Americans following an unexpected surge of acceptance for the product in the U.S. market. The beer—brewed using a micro-filter process instead of the usual pasturization method—has a fresh, mild taste and comes in a unique two-liter keg with double wall insulation called a "pour-ta-keg". Suntory says that since the introduction in America of the draft beer in kegs, demand has far outstripped the company's ability to deliver, prompting the "airlift".

Show Dates Door-to-Door

"Starship" Beams into ANC

Problem: How do you get nine people and 7,100 pounds of electronic concert support equipment from Los Angeles following a Friday evening performance to the George M. Sullivan Sports Arena in Anchorage, Alaska on Sunday in time for another performance there that evening?

This was the situation facing the Jefferson Starship musical group on its recent tour into Alaska.

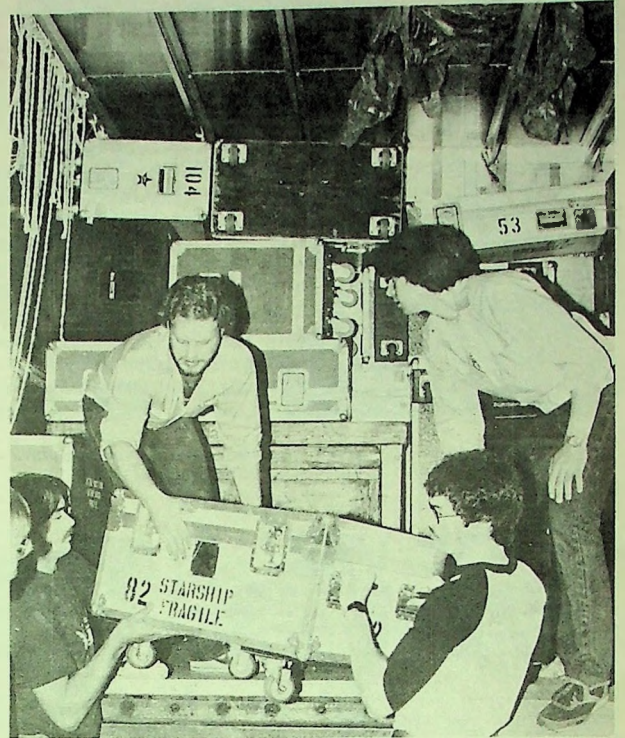
The solution: Flying Tigers guaranteed door-to-door service, an M-1 container and Flying Tigers expertise, making the move look as easy as a job to your local stop-and-shop.

Since it opened in February this year the Sullivan Arena has hosted headliner performers including Willie Nelson, the rock group Heart, the Beach Boys, Pointer Sisters, George Carlin and Rick Nelson in addition to the Jefferson Starship, with much of the delicate electronic equipment used in these shows transported to and from the northern city via Flying Tigers.

Starship opened its Alaska concert with a fitting number—"Ride the Tiger".

--Story and photo submitted by Mike Scofield district sales manager.

Note: Since submitting this photo and story to Flying Tigers Review Mike Scofield has moved from Anchorage to Portland, Oregon as district sales manager.



Starship to Anchorage--Members of the Jefferson Starship stage crew, above, unload delicate electronic musical equipment from a Flying Tigers M-1 container after it was delivered by the airline to the George M. Sullivan Sports Arena in Anchorage, Alaska. Equipment was rushed to Alaska from Los Angeles via Flying Tigers door-to-door service.

AirStable: Loaded with Horse Sense



Flying Tigers has introduced a new in-flight horse stall called "AirStable" which can be converted into a standard airfreight container in five minutes. AirStable, pictured at left being loaded with horses and above, ready for loading onto the aircraft, was manufactured in conjunction with Instone Air Line, Ltd., a U.K.-based company which acts as Flying Tigers' charter general sales agent for horse shipments. AirStable, which can be changed into a standard freight container by sliding out and folding back several panels, has also proven handy for transportation of a variety of other animals including camels, alpacas and llamas recently transported from London to New York using the new device. Twenty of the innovative containers are being manufactured for use on Flying Tigers' extensive worldwide service network.

Around our World



Saluting Angel All-Stars

Flying Tigers employees honored Angels baseball players selected to the 1983 American League All-Star team at a recent Angels/Kansas City game at Angels home field in Anaheim, California. On hand for the pre-game presentation were, above l-r, All-Stars Rod Carew, Fred Lynn, Doug De Cinces and Bob Boone; Flying Tigers President John Flynn; and Doug Seapara, manager of cost accounting, who was among the 500 Flying Tigers employees, family and friends on hand for the game and presentation.

PHL Scores With Customer Tour

Local Philadelphia area customers were treated to a tour of Flying Tigers' PHL facilities recently. Philadelphia District Sales Manager Clara Solomone and the Philadelphia sales staff organized a customer orientation tour of the terminal and a DC-8-63 jetfreighter, followed by a slide presentation describing the full capabilities of Flying Tigers' domestic and international services. Some 35 customers participated. Assisting Solomone with the suc-

cessful event were Mary Mathusek, telephone sales supervisor; Ray Behm, director of traffic services; and Paul Kearney, senior traffic services supervisor. PHL Flying Tigers have planned another customer orientation event for October.



Customers take a tour of DC-8 on the ground in Philadelphia, above.

Boston Report

Ed Reardon, Flying Tigers Review correspondent in Boston, filed this report from our BOS terminal recently:

Welcome!

Welcome to two new secretaries in Boston—Chris Malnati, secretary to District Sales Manager Tony Tumbarello, and Julie Mahoney, secretary to Terminal Services Manager John Tortorelli.

Special Tour

A very special group of students had the pleasure of seeing Boston work its Flight #170 recently. Under the supervision of Ed Reardon, chief operations supervisor; Dave Paulsen, customer service manager; and Nancy Marino, customer service representative, children from the North Shore Special Education Consortium were treated to a tour, momentos of their visit to Flying Tigers and a very memorable day.

Team Spirit

The Boston Flying Tigers softball team is off to a "flying" start under the able direction of Chief Operations Supervisor Lou Calvano.

Personal Notes

Traffic Agent Webster Potts and his wife Karen are the proud new parents of Alyson Loveys Potts, born June 6, 1983.



Showing our Colors at Oshkosh

Spectators and aviation enthusiasts from around the world viewed Flying Tigers' DC-8 jetfreighter #795 on static display, above, at the popular annual air show in Oshkosh, Wisconsin. Captains Lincoln Dexter and Nick Tramontano and Second Officer Bob Tymczyszyn volunteered their time to operate the aircraft between Minneapolis/St. Paul and Oshkosh for the celebrated August event.

--Photo by Bob Lewis, claims prevention administrator-HDQ

CVG Anniversary

Cincinnati Celebrates its Fifth

Flying Tigers in Cincinnati marked the terminal's fifth anniversary July 10 with an informal employee celebration.

Since the inaugural flight there, says Terminal Services Manager Joe Williams, Cincinnati schedule reliability has averaged 99.23 percent. It's this reliability, Williams says, that firms such as Cincinnati Milacron, U.S. Shoe, Proctor & Gamble, General Electric, NCR, and others, as well as the Cincinnati Reds baseball organization, have relied upon to move their time-sensitive products to and from the area.

But Where is CVG?

One of the interesting aspects of our Cincinnati operation, says District Sales Manager Wheeler Foster, is the fact that contrary to some popular notions around the system, the terminal is not located where the city of Cincinnati is—in Ohio. The Greater Cincinnati International Airport where our Flying Tigers employees hang their hats actually sits in Boone County,

Kentucky, and gets its destination code - CVG - from Covington, Kentucky located directly across has recently contracted the Ohio River from the city of Cincinnati.

Reaching Out

CVG is the transload station for freight moving under normal circumstances to Kentucky's Standiford Field - SDF - in Louisville and Bluegrass Field - LEX - in Lexington; and Dayton International Airport - DAY - in Dayton, Ohio. Service to these points is provided by nightly shuttle trucks.

Cincinnati also handles some of the Blue Grass State's finest and most valuable yearling thoroughbred horses as they are moved by air in and out of Kentucky.

Currently Flying Tigers CVG operation provides B-727 jetfreighter service connecting with our worldwide air cargo network, and has recently contracted with Landair Inc. to provide exclusive pickup and delivery service in vehicles sporting Flying Tigers livery. This addition together with



CVG Flying Tigers Wheeler Foster, sales, above left, and Joe Williams, operations, right, show off Tigerface cake for informal employee celebration marking airline's fifth anniversary of flight operations at Cincinnati.

current sales staff and strategies is expected to increase traffic some 50 percent by the first of the year, Foster says.

--Submitted by Michael "Scoop" Rourke -lead RSM.

Tiger Spirit Club Has Your Jacket!



The Tiger Spirit Club, a volunteer group of headquarters employees formed in 1982 to help organize HDQ employee-sponsored social events such as the annual picnic and Christmas Party, has coordinated the design and production of a Flying Tigers jacket, pictured at left, available to employees around the system for \$25. The handsome and sturdy jackets are available in red, navy or royal blue with white trim and white Tigerface logo on the back. Drop a line to Tiger Spirit Club - HDQ for details and ordering instructions. Modeling the jackets at left are Tiger Spirit Club organizers Bob Stoltz, material planner, left, and Al Cormier, manager of special projects.

Six Win Robert W. Prescott Awards

Scholarships for "Cubs"

Six sons and daughters of Flying Tigers employees have been honored for their scholastic and other special achievements in the airline's 18th annual Robert W. Prescott Scholarship Awards Program.

The scholarships, named in memory of Flying Tigers founder Bob Prescott, are awarded each year to children of employees.

This year's recipients are Carmela Abiuso, daughter of Donato Abiuso, ramp serviceman at JFK in New York; Althea Grose, daughter of JFK Ramp Serviceman Resley Grose; Hal Hikita, son of Frances Hayashi, confidential secretary at headquarters; Julie Ann Kelly, daughter of Seattle Ramp Serviceman Robert Kelly; Hiram Pan, son of Liddell Pan, regional maintenance director for the eastern U.S.; and Karen Ann Smith, daughter of Malcolm Smith, lead ramp serviceman in Detroit.

In Their Honor

The winners were honored July 21 at a dinner on the tenth floor of the Robert W. Prescott world headquarters building in Los Angeles. Attending were the recipients and their parents; Flying Tigers officers including Chair-

man of the Board Wayne Hoffman and his wife Laura, President John Flynn and his wife Jill and Vice President-Administration & General Counsel Larry Nagin and his wife Sherrie; Administrator-Office of the Chairman Ginny Dixon, coordinator of the scholarship program, and her husband John; members of the scholarship selection committee; and special guests Anne-Marie Prescott, Bob Prescott's widow, and Bob's daughter French Prescott Reill.

Anne-Marie Prescott moderated part of the evening's program, introducing the recipients and helping them to share some of their thoughts and goals with the audience.

High School Seniors

Robert W. Prescott Scholarships are awarded to graduating high school seniors who are planning to pursue college or university educations in either academic or occupational fields. Awards are currently in the amount of \$2,400 for students following four-year academic educations and \$1,200 for those planning two-year occupational study. The latter cate-

gory was added to the program six years ago.

The money, to be used for the recipients' educational expenses, is deposited at the rate of \$600 per year with the college or university of each student's choice. The scholarships are awarded on the basis of character, scholastic and extracurricular achievements in high school and the College Entrance Examination Board test scores.

The scholarship selection committee, comprised of leaders in business, education and community affairs, included Lorie Chase, Ph.D., clinical psychologist; Phil Lewis, Ph.D., retired supervisor of psychological services for the Los Angeles Unified School District; Jack Matlock, Ed.D., consultant with CTB/McGraw-Hill; and Muriel Thomson, Ph.D., consultant in pupil services for the Los Angeles County Superintendent of Schools.

The Winners

Carmela Abiuso will major in computer sciences at Columbia University School of Engineering & Applied Science with plans to become a computer science ana-

lyst. She will minor in business administration and foreign languages. Carmela enjoys essay writing, speaking Spanish and Italian, and fitness activities including gymnastics and bicycling.

Althea Grose will attend City College of New York toward a bachelor's degree in liberal arts prior to attending law school. Currently her special professional interests are accounting, English, sociology and psychology in addition to law. During high school Althea worked in a law office for school credits. In her leisure time she enjoys track activities, bicycling and training her German shepherd dog.

Hal Hikita will attend the University of Arizona, working toward a doctorate degree in aerospace engineering. He plans to work in aerospace design for a space agency such as NASA or for a major air carrier or aircraft manufacturing firm. Hal enjoys photography, stamp and coin collecting, traveling, reading, sketching, fishing, biking, guitar playing and exotic foods.

Julie Ann Kelly will attend Shoreline Community College in Wash-

ington State toward a career in opera. She will continue extensive music training in areas including vocal performance, music theory, piano and private voice lessons, as well as foreign language study, particularly French, Spanish and Italian. In her leisure time Julie Ann enjoys all forms of music, dancing, piano, reading, writing poetry, and fitness activities including aerobics, volleyball and rollerskating. Julie Ann performed an operatic aria a cappella at the awards dinner.

Hiram Pan will pursue a medical career at Cornell University in New York. He plans to become a general practitioner physician. In his leisure time Hiram enjoys weight lifting, biking, basketball, football, video games and playing the saxophone.

Karen Ann Smith will attend Wayne County Community College in Michigan studying medical technology or criminal justice. Apart from her studies Karen enjoys swimming, alpine and water skiing, jogging, tennis, motorcycle riding and school athletics including volleyball, cross country track and basketball.



President John Flynn and his wife Jill, above left, with recipient Hiram Pan, center, and his parents, Kathryn and Liddell Pan.



VP-Administration & General Counsel Larry Nagin, above right, with the Abiuses, l-r, Donato, awardee Carmela, and Lina.



Above, l-r, Annabell and Resley Grose, daughter Althea, and Flying Tigers President John Flynn.



Chairman Wayne Hoffman, above right, with l-r, Malcolm and Evelyn Smith and their daughter Karen.



Hal Hikita, above right, was unable to attend the scholarship dinner. Representing him were his mother and stepfather, Frances and Harry Hayashi, at left above left, with Mr. & Mrs. Hoffman.



French Prescott Reill, above left, and Anne-Marie Prescott, right, with, center, l-r, Julie Ann Kelly and her parents Diane and Robert Kelly.

Plan Now For 1984

Do you have a son or daughter graduating from high school next year? Now is the time to start thinking about the 1984 Robert W. Prescott Scholarship Awards program. Eligible are children—including adopted and stepchildren—of any Flying Tigers employee who has been employed by the company continuously, full-time, for two years prior to the March 1, 1984 application deadline.

Applicants must be under 21 years old at the time of the application deadline and must be graduating high school seniors.

For additional information about the Robert W. Prescott Scholarship Awards contact Ginny Dixon, administrator, Officer of the Chairman, HDQ-1003.



Ginny Dixon, above, coordinator for the Robert W. Prescott Scholarship Awards program.