

Second Quarter Profit

Momentum Builds; Caution Urged

IATA Ranking

We're Still Number One

Flying Tigers remains the world's top air cargo carrier, according to the latest rankings of the International Air Transport Association (IATA), based on the performance of the association's members in 1983.

In 1983, Flying Tigers flew 2,946.9 million freight ton kilometers on its worldwide route system, 30 percent greater than second place Japan Air Lines with 2,261.7 million freight ton kilometers. (A freight ton kilometer is one metric ton of freight carried one kilometer.)

In 1982, Flying Tigers logged 2,342.9 million freight ton kilometers worldwide, ranking 18 percent above second place Japan Air Lines with 1,980.5 million

freight ton kilometers.

"Our consistent number one ranking underscores the fact that we are maintaining our commitment to meeting the worldwide transportation requirements of shippers throughout Asia, Europe, Australia, the Middle East, Latin and North America," said Lewis Jordan, executive vice president.

"We plan to retain our leadership position by continuing to offer reliable service to domestic and international customers," Jordan said. "With our jetfreighter fleet of 32 aircraft flying a highly developed global route network operated by over 6,000 air cargo professionals, I feel we are well positioned to rank number one in the world again next year."

Flying Tigers has achieved a pretax profit for the second quarter of 1984 — the airline's third consecutive profitable quarter after nine consecutive unprofitable quarters, and an important milestone in the company's efforts to return to a position of sustained profitability.

Significant Gain

"The \$4.8 million profit is particularly significant," noted Executive Vice President Lewis Jordan, "compared to our \$22 million loss for the same period last year, and is a healthy margin over our first quarter profit of \$261,000."

Revenues were \$283.3 million, an increase of 19 percent over the same period last year. To date, Flying Tigers revenues amount to more than \$550 million for the year.

TI Profit

Tiger International also reported a second quarter profit from continuing operations of \$694,000, or three cents per share,

sharply improved from last year's loss of nearly \$29 million or \$1.71 per share. TI revenues increased 16 percent to \$338.6 million for the quarter.

"I know all Flying Tigers are proud of our achievement, and excited about its significance as we enter our traditionally stronger last half of the year," Jordan said. "This momentum that continues to accelerate will have a positive impact on our ability to perform well in our important third and fourth quarters."

Challenge Ahead

"On the other hand, I want to be sure that we all recognize that we still have a long way to go to attain a position of consistent, high profit levels needed to secure our future and finance necessary growth. Now, more than ever, we must pay attention to every detail as we work to control our costs and compete aggressively and effectively in our worldwide markets."

Jordan noted that the airline's second quarter profit coincides

with the completion of a strategic plan, a plan, Jordan said, "that we believe provides the greatest opportunities for our company and all our employees."

Jordan reported that Flying Tigers is currently reviewing the plan with the leadership of the airline's employee groups and will keep all employees posted about the development of this key element in our profitability program.

We Have Spirit

"In the meantime," Jordan said, "I want to thank you for your outstanding effort, support and accomplishment. We are seeing some exceptional performance and team spirit throughout our company, and I ask your continued confidence and contribution as we work together to achieve our mutual goals."

"It is obvious to me," he continued, "that something very positive is happening in our company as a result of your efforts. I'm proud of our continued progress, and I hope you share that pride."

Second 747 Flight Starts Down Under



The spectacular photo, above, of a Flying Tigers B-747-200 jetfreighter over Sydney, Australia's two famous landmarks, the Harbour Bridge and Sydney Opera House, was shot by noted Australian aerial photographer Ron Israel from a single-engine light aircraft. At the controls of the 747 en route from Sydney to Melbourne on a regularly scheduled flight

were Captain Oakley Smith, First Officer Marv Griffith and Second Officer John Grago. Careful planning between the Flying Tigers crew and pilot of the chase aircraft, as well as cooperation of Sydney aviation officials, made this shot possible at minimal cost. The photo, which was shot in color, will be used for various publicity and promotional purposes.

Flying Tigers inaugurated its second weekly scheduled flight #77 from the United States to Australia on Wednesday, July 11.

The B-747 jetfreighter departs Los Angeles at 8 p.m. on Wednesday, and arrives in Sydney, Australia at 7:30 a.m. on Friday, with a stop in Honolulu.

Flying Tigers inaugurated southbound scheduled U.S.-Australia service in September, operating a Saturday departure from Los Angeles with a Monday arrival in Sydney and Melbourne.

Meeting Demand

"We are pleased to commence this second weekly flight to meet the increased demand for all-cargo service to Australia," said Lewis Jordan, executive vice president.

"In the past six months we have operated a number of extra flights from the U.S. to Australia, with approval of both governments, to satisfy the transportation needs of U.S. exporters and Australian importers," he said. "By providing a second weekly flight, we offer an alternative for shippers with time-sensitive shipments allowing them to plan for either our midweek or our Saturday departure."

Outbound Charters

Jordan noted that the airline will continue to market its outbound flights by offering charter service for Australian livestock exporters transporting breeding stock to Asian markets.

"Our weekly flights have con-

Continued on Page 2.

New System Helps Improve Cash Position

A new computerized system designed to help improve Flying Tigers' cash position by reducing accounts receivable has been implemented through the joint efforts of the Information Systems and Billing and Collections Departments.

The new system—called "C-ARMS" for commercial accounts receivable management system—provides credit personnel with timely accounts receivable information that will greatly enhance their ability to communicate effectively with customers regarding accounts receivable. Reducing our outstanding accounts receivables means that we bring cash into our account sooner, allowing more effective use of these funds.

"Implementation of C-ARMS underscores our commitment to provide employees with resources wherever possible that will enable us to do our jobs more efficiently, and is another example of the positive results of teamwork between employees and departments in our mutual efforts," said Executive Vice President Lewis Jordan. "Congratulations and thanks to all Flying Tigers who contributed to the development and implementation of this valuable program," he added.

PAS Points for First Half '84

Flying Tigers' domestic Great Lakes and Southeast Regions came in for congratulations recently for their airport-to-airport Priority Air Service revenue results for the first half of 1984.

These regions ranked first and

second, respectively, among our domestic regions in terms of revenue percentage increase for the first half of 1984, over the same period last year.

The Great Lakes Region posted a 126 percent increase in PAS revenues over the first half of 1983. Top terminals in the region included Milwaukee, Chicago and Indianapolis. The Southeast Region achieved an increase of 113 percent with Charlotte, Memphis and Miami as top contributors.

"Thanks to all who contributed to our improvements in this product line's results, particularly in the top-ranked terminals but also in other terminals where our revenues were increased," said Executive Vice President Lewis Jordan.

Weekly Flight Starts ZRH-CLT

Responding to increasing revenue opportunities from Germany, Italy and Switzerland to the Southeast U.S., Flying Tigers has initiated a weekly westbound flight from Zurich to Charlotte, N.C.

Flight 7 from Zurich to Charlotte Frankfurt arrives in Zurich at 3:55 p.m. Sunday, departs at 5:55 p.m. and arrives in Charlotte at 10:55 p.m. Sunday.

Recognition is Goal of Technical Ops Committee

The Technical Operations Employee Recognition Committee—formed in 1979 to gain recognition for meritorious achievement on the job by technical operations personnel—is in full swing again after a period of inactivity.

The committee, chaired by Don

Hettinger, instrument mechanic at headquarters, includes technical operations division representatives from around the system who will meet periodically to review and act upon nominations received from technical operations employees. Nominations can be sent to Don Hettinger at HDQ-NO8. "We hope to establish similar committees in other areas of the company to recognize the outstanding achievements of employees throughout our system," said Executive Vice President Lewis Jordan.



Headquarters Visit for Kintetsu

Top management representatives of leading airfreight forwarder Kintetsu World Express (U.S.A.) Inc. visited Flying Tigers headquarters in Los Angeles recently and met with members of the airline's management including Executive Vice President Lewis Jordan. To help commemorate the visit to Flying Tigers and Los Angeles, Jordan, above, second from right, presented a set of Olympic emblems to Shunji Asada, senior vice president & managing director of Kintetsu U.S.A., who was visiting Flying Tigers for the first time since his recent transfer to the U.S. from Japan. With Asada were, above left, Henry H. Tsujimoto, vice president-director of sales & planning for Kintetsu U.S.A. and Charlie M. Sugiyama, regional vice president-Southwest Area.

Responding to Shippers' Needs

As a result of the recent dock strike in England, Flying Tigers' reaffirmed one of its particular strengths—the ability to respond quickly and effectively to customers' emergency needs.

Answering the call of shippers impacted by the strike - which is now over - Flying Tigers operated two B-747 charter flights in Europe in July. One flight carried six Bedford trucks, eight landrovers and miscellaneous equipment for Norpac Geophysical from London to Amsterdam July 22 to connect with a ship destined for a geological survey in Yemen. The second flight transported much needed automobile parts from Cologne, Germany to London for the Ford Motor Company.

opportunity to meet Pete Hubbard, senior vice president of sales and service, to discuss Flying Tigers' airfreight products and marketing strategies. Dave Lokken, vice president of technical operations, briefed the students on the aspects unique to managing a worldwide fleet of jet aircraft. Each stop on the tour allowed the students to meet with a member of the Flying Tigers management staff, and to see and understand what makes a large international airline tick. The "professors" for the day included: Jack Carroll, manager of the World Service Center; Russ Kissinger, director of air operations training administration; Joy Sabol, manager of public relations; Pat White, operations supervisor; and Chuck Zubark, director of operations control.

The UCLA "Day on the Job" program is sponsored by Flying Tigers Management Association as part of a program to support the American enterprise system.

Students at HDQ

Students from the University of California, Los Angeles, Graduate School of Management visited Flying Tigers World Headquarters May 11 for an inside look at the world's largest airfreight airline. Among the fourteen participants in the UCLA "Day on the Job" program were students from Denmark, France, Korea and Taiwan.

The day long tour included stops in the World Service Center, the Computer Room, the System Control Center, the Training Center and the inside of an empty B-747 freighter. The students had the

Australia

Continued from Page 1.

sistently operated with more than 80 percent load factors and we have every indication that our second weekly flight will be very successful," he said. "Flying Tigers' Australian service has provided the worldwide shipping community the benefit of having one carrier connect the major commercial centers of Europe, Asia, North and Latin America with Australia.

Sydney Reception

Celebrating Our Second Flight



Paul Stokes, vice president of Asia and Australasia, above left, at industry reception with Sydney shipper Colin Long of Co-Load.

Flying Tigers' Vice President of Asia and Australasia Paul Stokes hosted an Australian freight industry reception at Sydney's Opera House Monday, July 16, to celebrate inauguration of Flying Tigers' second weekly frequency from Los Angeles to Sydney. Stokes and Casey Zettler, General Manager-Australia, took advantage of the occasion to thank Australian freight forwarders for the hard work and enthusiasm which has played an important role in making the new frequency possible.



Casey Zettler, Flying Tigers' general manager for Australia, above left, at reception with forwarder representatives Paul Wolf of MSAS, center, and Chris Walker of Burlington Northern.

FLYING TIGERS *review*

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Flying Tigers is a Tiger International Company

The "Inside" Story

Horses, Boats by the Dozen

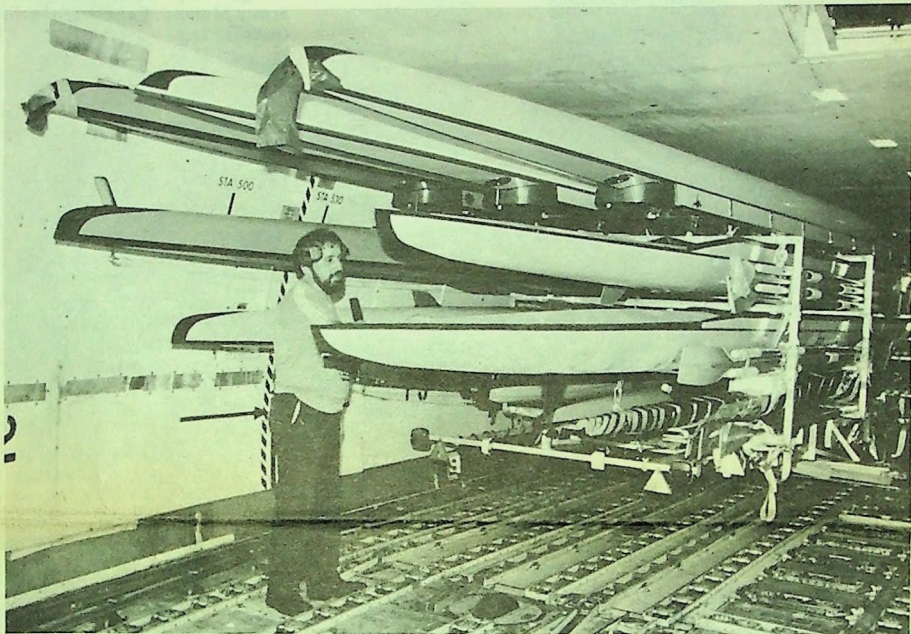
Olympic Cargo to LAX



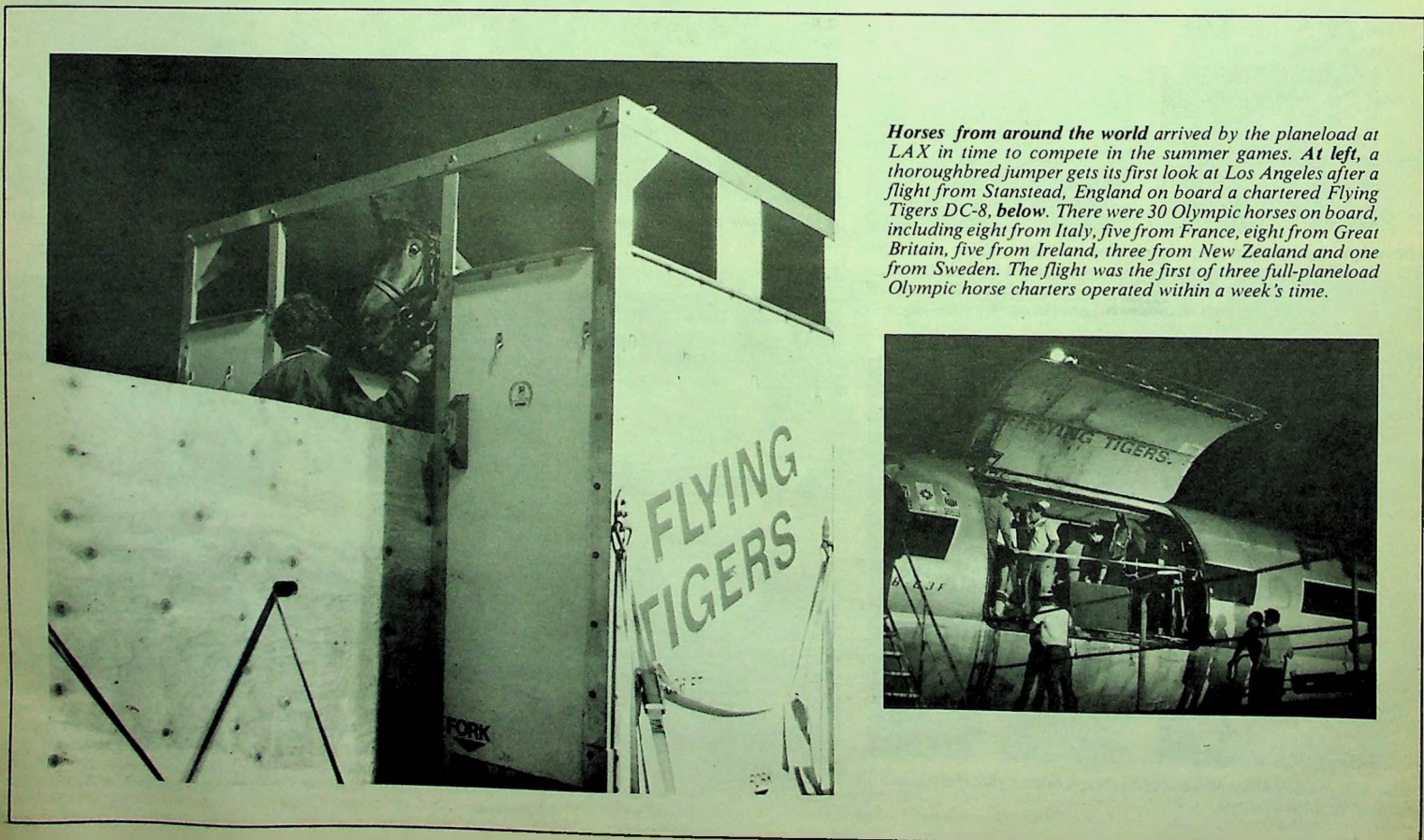
Rowing boats destined for Olympic competition at Lake Casitas in Ojai, California are off-loaded with care, above, and moved to waiting ground transportation, below.



Flying Tigers has transported planeloads of Olympic-related cargo for the summer games in Los Angeles, including scores of horses, dozens of rowing boats, sail boats and other athletic gear, and machinery used to support the games. On this page are snaps of some of the shipments.



Sleek racing shells arriving at LAX from West Germany on board a scheduled Flying Tigers B-747 are examined by LAX Ramp Serviceman Rocky Colavito. The rowing boats were among 33 arriving on that particular flight.



Horses from around the world arrived by the planeload at LAX in time to compete in the summer games. At left, a thoroughbred jumper gets its first look at Los Angeles after a flight from Stanstead, England on board a chartered Flying Tigers DC-8, below. There were 30 Olympic horses on board, including eight from Italy, five from France, eight from Great Britain, five from Ireland, three from New Zealand and one from Sweden. The flight was the first of three full-planeload Olympic horse charters operated within a week's time.



HDQ Holds "Gold Medal" Event

Olympicpicnic 1984



Picnic committee members Iliana Carrillo and Maria Gutierrez, above l-r, oversee prize drawing entries.

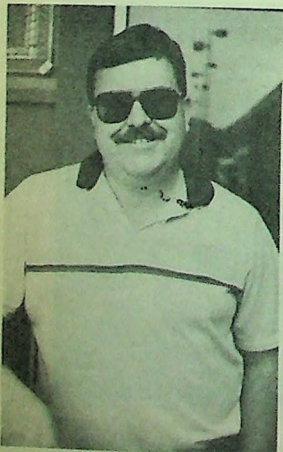
More than 500 headquarters Flying Tigers, their families and friends started celebrating the Olympic Games early when they gathered Sunday, June 24 at Carson Park in Carson, California for the headquarters "Olympicpicnic — '84". The picnickers brought their own food, including a wide variety of dishes, and an admission price of \$1.50 included games, sports activities, contests, drawings and prizes. Camaraderie prevailed against an unseasonal rain early in the day that disappeared as the event got underway. Flying Tigers' officer group formed the "High Tigers Volleyball Team" and challenged employee teams representing air operations, administration, sales and service and finance for one of the picnic highlights. Final score: 2-2. Rounding out the day's events were sporting activities such as basketball and volleyball; sack races, balloon pop and coloring contests for kids; pie and watermelon eating contests, guessing games and prize drawings. Picnic committee members who coordinated the successful event included Bob Stoltz and Mike McCaverty, inventory management; Al Cormier, advertising; Iliana Carrillo, Elsa Serrano and Brenda Jones, payroll; Doug Seapara, credit & collections; Jenny Malisos, Pat Derrenbacher and Betty Powell, general accounting; and Maria Gutierrez, international rating.



Jennifer McKittrick, wife of Bruce McKittrick, HDQ sales, and Lynn Morache, LAX sales, above left, l-r, have it "made in the shade". Above right: Lynn Stranberg, director of personnel relations, with husband Jack, a former Flying Tiger, and their son.



Kids compete in the balloon pop contest, above left. Above right: Picniker displays toy she won in a contest.



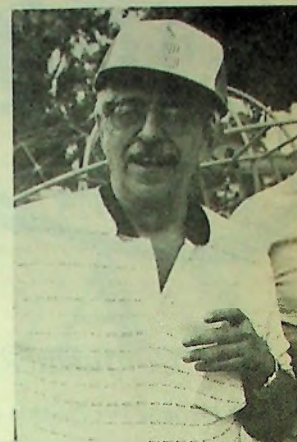
Above left: Picnic helper Mike McCaverty. Above right: Kees Steenen, information systems.

Above left, top: Sally Pasiuk, director of international sales development, and her husband. At left, l-r: Peter Drummond, personnel planning specialist; and Mike Keppler, supervisor of employee benefits. Above right: Enjoying their picnic spread are, l-r, Sheri (in back) and Joan Woody, daughter and wife of Harold Woody, Sr. VP-air operations; and Susan Lokken, wife of Dave Lokken, VP-technical operations.

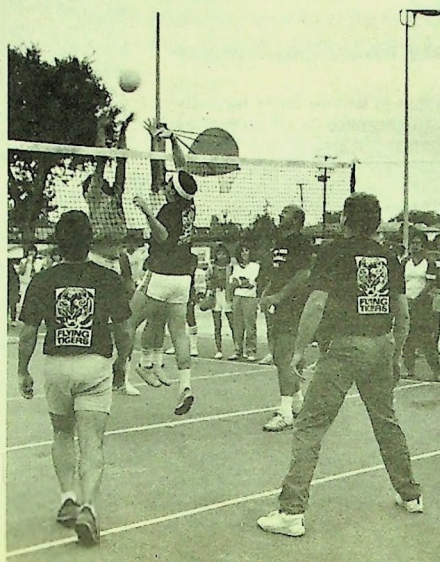


Above l-r, Paul Haag, accessory overhaul, his wife Esther, and daughters Jessica and Samantha.

Picnickers included, below l-r, Judy Green, dangerous goods instructor; Cyril Murphy, VP-international and governmental affairs, and nephew Zachary; and Charlie Kallup, systems analyst.



Children prepare for the watermelon eating contest, above left. Above right: George Meade, LAX ramp serviceman.



Above left: Volleyballers battle it out on the court. Above right, l-r: Jim Erdellan, husband of Juanita Erdellan, world service center, and Al Sanchez, husband of Maribel Sanchez, credit & collections, try their hand at one-on-one.



Above, Leslie Seers, domestic rate clerk, and David Hibler, sheet metal mechanic, relax and enjoy the day's festive atmosphere.



Above l-r, Executive Vice President Lewis Jordan serves for the High Tigers Volleyball Team; Sue Heinberg, sr. director of personnel, acted as announcer for the volleyball competition; and Ron Labac, manager of national account services, awaits his chance to spike the ball.



Above left, l-r: Vickie Vega, legal secretary; and Dona Tanaka, paralegal. Above right: John Amundson, security guard, gets a hug from his granddaughter.



Courtside spectators for the volleyball playoff included, above left, top l-r, Danielle "Danny" Kane, wife of Jack Kane, VP-corporate sales; and Polly Rose, LAX sales. Above right: Julie Sackman, assistant general attorney and assistant secretary, and her children. At left: Mike O'Halloran, senior financial analyst, and his wife Phoebe.



New Confidence

Letter to Executive Vice President Lewis Jordan:

I am writing after reading Anita Schrod's article in the May 22 *Journal of Commerce*. Your remarks struck me as being objective and insightful, giving me the impression for the first time that Flying Tigers is aiming to capitalize on its strength and shore up its weak points.

I have not been a supporter of Flying Tigers since beginning coverage of the airfreight industry three years ago, but I'm beginning to believe maybe I should. Best of Luck.

Michael J. Walker
Alex. Brown and Sons, Inc.
(investment banking)
Baltimore, Maryland

"Hat's Off"

I think everyone deserves a word of praise for a terrific job accomplished over several days, ending with the delivery of 15,000 painter's hats to the Chicago White Sox.

In spite of bad weather, lost documents and one hysterical secretary whose job rested on the delivery of the hats, I thank you all, especially **Tom Venza** (account executive-JFK) and **Barbara Braun** (customer service supervisor-ORD). Both of these people went out of their way, and on behalf of Futura Products and one not quite so hysterical secretary who still has her job, we thank you all.

Marsha Karpan
Secretary
Futura Products, Inc.
Compton, CA

Super SJU Service

Letter to Victor Ruiz, senior operations supervisor-SJU:

Many thanks for setting aside our small package on April 27. Judging by the busyness of our warehouse that night, it was no small task locating our box in that full Miami shipment. The contents were an integral part of a major operation which could have been delayed had we not been able to intercept and fly them to St. Croix ourselves.

Robert S.C. Munier
Program Manager
Tracor Marine, Inc.
Fort Lauderdale, FL

Teamwork

Letter to Vincent Romans, regional sales director-CHI:

Just a short note to express West Bend's appreciation for your help in expediting our special package from Taipei. We received the package on time and in good condition. Also, please express our thanks to **Cathie Hernandez** (confidential secretary-CHI), **Mark Kolpack** (account executive) and **Bard Board** (district sales manager) of the Milwaukee office, who are always good people to work with.

Robert H. Bewchar
Supervisor
Transportation & Distribution
The West Bend Company
West Bend, WI

Southern Comfort

In today's busy world, we find it hard to slow down and appreciate the people who help make days go by more efficiently and pleasurably. Those are the people who become more than a business associate, more than another voice on the other end of the phone. Flying Tigers employs such a person.

I now want to take time out of my busy world to thank **Betty Warren** (customer service representative-CLT) for being such an outstanding person. She always has the time to listen and time to explain. Betty has been a bright spot in my day many a time.

I just wanted to make sure that Flying Tigers recognizes what an exceptional person Betty is. I do.

Carole L. Zale
Harper Corp. of America
Charlotte, NC

Letter to Dan White, account executive-RDU:

Just wanted to let you know formally how much I appreciated the efforts exerted by your company in general and **Tamara Kindley** (customer service representative) in particular in moving our recent shipments to Honolulu.

I received a call from the head of our sales department who was anxiously awaiting these shipments in Hawaii. He told me that he was very pleased with the service and most importantly, everything was in good shape when it was unpacked.

Thank you and your company for making my job a little easier. I know that you are well aware of the excellent service I receive from all of your employees, but I feel you should take particular note of Tamara. She is always willing to help me and to exert the extra effort which makes me feel like a valued customer. Flying Tigers is very fortunate to have such an employee.

Again, on behalf of Exide Electronics, thank you very much. I hope we will continue to do business for a long time to come!

Maureen W. Hamilton
Traffic Coordinator
Exide Electronics
Raleigh, NC

Outstanding in ORD

For sometime **Andrea Supler** has been our Flying Tigers sales representative. During that time I feel that she has done an outstanding job of serving our account. She has brought to our attention several new ideas to save money and improve service.

Many times we have inquired about possible moves from our foreign suppliers. Right now we are investigating shipping a large piece of machinery from Italy to South Carolina. She is providing us with options and costs to meet our needs including a possible charter.

One of our employees has participated in her airfreight seminar and two more will attend as soon as a new session is scheduled. Andrea is considered an expert source for airfreight information and an excellent representative for Flying Tigers.

I feel that she should be commended for her outstanding contribution to both of us.

Charles T. Albright
Corporate Transportation Manager
R.R. Donnelley & Sons Co.
Chicago, Illinois

Just Great in JFK

Letter to Bruce Barash, senior sales director-JFK:

On January 31st-February 1st we had a very sensitive shipment to the largest British truck manufacturer from Charlotte, North Carolina to Manchester, England. The manufacturer near Charlotte delivered the freight too late, and moreover it was mishandled by the forwarder at origin. Shipment was originally scheduled on your flight to arrive

far too late to make the next flight to London. A whole section of the British Leyland factory in Manchester would have to be at a standstill if that shipment in question would not make the flight on Feb. 1.

Your **Mr. Grady Jones** (customer service representative-JFK) was instrumental in saving the situation. He intercepted the shipment and had it forwarded to New York by the next available flight from Chicago. In spite of late arrival of the Chicago-New York flight (over one hour late), he again was instrumental that: a) Flying Tigers cut the Air Waybill--after many, many hard to understand obstacles put into his effort by not so cooperative superiors and b) in spite of several odds had the shipment loaded on the 006 flight on the same day--which was the only way to save the very unpleasant situation.

I have worked in this industry about half of my life and am able to recognize when an employee deserves commendation by going well beyond the scope of his duties and very efficiently, with enthusiasm, exerting all efforts to help your customers. Grady Jones has shown the qualities a customer expects. Mr. Jones will be my contact in the future in spite of promotions that may be bestowed upon him in the future -- and they will be.

Jerry W. Holec
International Manager
Bor Air Nycon
Secaucus, New Jersey

Bravo, Boston

I just wanted to write to you to let you know how pleased I was with one of your employees. Her name is **Debbie Stewart** (customer service representative-BOS) and she was terrific dealing with a problem that I had.

A considerable amount of time was spent by me trying to get a package to Cheboygan, Michigan via special courier services, etc. In my search I encountered several rude and inconsiderate people!

Finally, I thought to call Flying Tigers and spoke to Debbie. She immediately was courteous and friendly and after hearing my problem, went out of her way to find a route for my package. Being a Friday afternoon and right before the holiday weekend I had expected her attitude to be like everyone else's. Not so. She was very informed about what she was doing and portrayed it in a very efficient manner.

Going one step further, she gave me a toll free number to call on Saturday so I would not panic all weekend wondering if my package arrived at the destination.

You should be proud to have such an efficient, informed and loyal employee at Flying Tigers. I know the next time I need a package sent off to some unknown destination, Debbie will be the first person I call.

Lucette Nicoll
Marketing Assistant
Teledyne Acoustic Research
Norwood, Massachusetts

Letter to Bruce Curran, sr. services supervisor-BOS:

On Tuesday afternoon, June 26, I had the opportunity to pick up a small shipment from your Logan air cargo import facility. I am an importer of handbags from Hong Kong and a client of DiMerco/Liberty International.

The purpose of this letter is to extend my sincerest thanks to your staff in responding to my dilemma. On Tuesday afternoon, at approximately 2:30 p.m., I spoke with Liberty regarding a sample shipment I needed in a rush. Upon receiving word the sample shipment had just been cleared through U.S. Customs, I quickly got to Liberty to pick up the necessary paperwork and then proceeded to your terminal. Unfortunately, I was told my shipment would not be available until the following morning due to the consolidated freight not broken down as of that moment. After I explained the urgency of picking up the shipment right then and there, your staff managed to get my shipment and then loaded it into my car. I was back in my office by 4:30 p.m. As a result of your staff responding, my

early meeting the following day was very successful. Hence, effective immediately I am advising my agent in Hong Kong to utilize Flying Tigers as a first choice in all my air cargo shipments.

Please convey my sincerest gratitude to your staff.

Laura Rast
Director, Account Services
Victoria Place Ltd.
Boston, Massachusetts

Letter to Larry Doyle, regional sales director-BOS:

Please accept my most sincere thanks for your support and also the excellent service that you have provided U-Freight. I personally believe that your staff in your Boston terminal has a service commitment second to none and they should also be an example to your peer terminals.

Mr. Eddie Reardon, your night supervisor on duty, has provided us with service well over and beyond the call of duty in all of our shipments. Please kindly convey my most sincere thanks and appreciation for his dedication and support. When a supervisor as busy as Eddie, with all his responsibilities, takes time off to assist an agent, it's time that we take our hats off to the excellent job that he has done.

Please accept my sincere admiration and every good wish to the success of Flying Tigers and Mr. Reardon.

Anthony Wong
VP/General Manager
U-Freight Systems, Inc.
Jamaica, New York

St. Louis Support

Just a short note to compliment the St. Louis crew on the fine job they have been doing. **Rich Carroll** (operations supervisor), **Vern Daker** (customer service representative) and **Kim Kwarta** (traffic agent) are always way ahead of the game when we arrive and always conscientious.

It is indeed a pleasure working with them.

Compliments are also due to the loaders who do an excellent job as well as performing record turn-arounds time wise while being safety conscience.

Our thanks to STL . . .

Dan De Pauw
Pilot
120/121 Crew

Import Praise

Letter to George Grabow, manager import services-JFK:

We know that it is unusual for a cargo carrier to receive a laudatory letter from a trucking company that has to pick-up cargo at the airport, but thanks to your **Mr. Michael Shannon** (sr. services supervisor) our waiting time has decreased substantially. This has enabled us to move cargo much quicker, and on a better schedule to accounts such as Bon Jour in Tennessee. We, therefore, now encourage our import accounts to use Flying Tigers.

Our thanks to you and Mr. Shannon for your cooperation.

Leonard Horn
President
Summit Transportation Inc.
Jersey City, New Jersey

Seattle Shines

During the past months NC Machinery Co. has been in the process of re-evaluating its demanding transportation needs which is a necessity in today's world of competitive business.

We have come to the conclusion that Flying Tigers has responded to our needs through the efforts of your Seattle Account Executive **Tom Makins** in a very positive manner.

We would like to extend our mere "thank you" for a job well done.

Carl H. Henrich
Traffic Operations Manager
N C Machinery Co.
Seattle, Washington

JULY, 1984

Robert W. Prescott Awards — 19th Year

Six "Cubs" Win Scholarships

Six sons and daughters of Flying Tigers employees have been honored for their scholastic and other special achievements in the airline's 19th annual Robert W. Prescott Scholarship Awards Program.

Educational scholarships, named in memory of Flying Tigers founder and president of 33 years, Robert W. Prescott, are awarded each year to children of employees.

This year's recipients are Amy Brannon, daughter of Richard Brannon, director of marketing services - headquarters; Katie Jane Possee, daughter of Vic Possee, aircraft lead mechanic - London; David Schwartz, son of Charlotte Schwartz, data recorder - headquarters; Amy Sidorsky, daughter of Lola Mae Nestor, supervisor of customer service - Detroit; Sherree Tieh, daughter of Joseph Tieh, traffic agent - JFK; and Milray Wight, daughter of Garrett Wight, pilot - Seattle.

Scholarship Event

Scholarship recipients were named in April, and were officially honored July 12 at a dinner on the tenth floor of the Robert W. Prescott world headquarters building in Los Angeles. Attending the special event were the recipients and their parents and family members; Flying Tigers officers including Chairman of the Board Wayne Hoffman and his wife Laura; Executive Vice President Lewis Jordan and his wife Peggy; Senior Vice President - Administration and General

Counsel Larry Nagin and his wife Sherrie; and Vice President - Finance Tom Barron and his wife Margot; 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.

Wayne Hoffman addressed the awardees and guests briefly before dinner, and as has become tradition, Anne-Marie Prescott moderated much of the evening's program, introducing the recipients and encouraging them to share their thoughts and plans for the future.

Executive Vice President Lewis Jordan also had a brief message for the honorees and guests, and presented each winner with a pen and scholarship certificate at the close of the program.

College Bound

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 made 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 category was added to the

program seven years ago.

The funds, to be used for educational expenses, are 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 achievements and extracurricular activities in high school, and the College Entrance Examination Board test scores.

The scholarship selection committee, representing business, education and community affairs included Lorienne Chase, Ph.D., clinical psychologist; Rene Etienne, director of membership and fund development for the Los Angeles Urban League; David Grannis, council aide to Los Angeles City Council member Pat Russell; and Phil Lewis, Ph.D., retired supervisor of psychological services for the Los Angeles Unified School District.

The Winners

Amy Brannon will major in economics and international business or political science, aiming toward a Master's Degree in Business Administration at the University of California, Berkeley. Amy is a member of the National Honor Society and the California Scholarship Federation. Away from her studies she enjoys music, biking and swimming, and plays the alto saxophone. She is performing in a band this summer at Southern California's Marineland amusement park.

Katie Jane Possee will major in art at England's Farnborough College of Technology, with an eye toward a career in advertising. In addition to her scholastic achievements Katie has earned numerous athletic and sports awards. She also enjoys music, reading, art, walking her dog and fashion designing for hair, face and clothing.

David Schwartz plans to attend the University of California, Los Angeles in computer science, to become a systems analyst. He is interested in putting some of his ideas to work in his own small business. In addition to scholastic achievements David has received awards for boating, soccer and bowling activities, and also enjoys water and snow skiing, surfing, reading, hang gliding, exercising and running, "and eating well-prepared meals!"

Amy Sidorsky will study culinary arts at Schoolcraft Community College in Detroit, aiming for an Associate Degree in Applied Science. She finished in the top 20 in the Plymouth Ice Carving Show and has entered the Michigan Restaurant Association Food Service Show. Apart from her professional interests Amy enjoys softball (she received two varsity letters), swimming, football, horseback riding, ice carving, reading, tinkering with her car, and of course, cooking, baking and entering cooking competitions.

Sherree Tieh will study chemical engineering at the Massachusetts

Institute of Technology, specializing in the use of microorganisms in pollution control. Sherree, who spoke no English when she moved to the United States from Taiwan as a third grader, has chalked up an impressive list of scholastic achievements. She received six awards in elementary school including the Senatorial Award for academic achievement; was named to the National Honor Society in junior high school; was one of two students from her school accepted into the Medical Science Institute of Midwood High School upon graduation from eighth grade; and was also accepted into Arista (national honor society) and Archon (for school service) as well as the MIT Early Education Program and Columbia University's Science Honors Program. Away from scholastic endeavors Sherree enjoys reading, horseback riding, stamp collecting, roller and ice skating, and taking care of her pet dog, fish, hamster and gerbil.

Milray Wight plans to study medicine at Purdue University, possibly specializing in pediatrics. She is a member of the Honor Society and Who's Who Among High School Students, and has received invitations to the People to People High School Student Ambassador Program and the American Ambassador Musical Tour Group. She earned three varsity letters in track and also enjoys reading, music, horseback riding, gymnastics, water and snow skiing, swimming, traveling and camping.



Sherree Tieh, at center above, with Executive VP Lewis Jordan and his wife Peggy, right; her brother Harvey and parents Joseph and Angela, left.



Amy Sidorsky, above center, with Chairman Wayne Hoffman and his wife Laura, right; her mother, Lola Mae Nestor and stepfather Peter Nestor, left.



David Schwartz, at center above, with, l-r, VP-Finance Tom Barron and his wife Margot; his mother, Charlotte; sister Patricia and father Richard.



Amy Brannon, at center above, with Sr. VP Larry Nagin and his wife Sherrie, right; parents Richard and Cora Lee and brother David, who was a Prescott Scholar in 1981.



Katie Jane Possee, at center above, with Chairman Wayne Hoffman and his wife Laura, right, parents Rosemary and Vic and sister Claire, left.



Milray Wight, third from right above, with, l-r, her grandmother; parents Garrett and Maralyse; her brother Joseph; Anne-Marie Prescott; and French Prescott Reill.

Plan Now For 1985

Do you have a son or daughter graduating from high school next year? Now is the time to start thinking about the 1985 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, 1985 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.



Among those honoring the recipients at the July 12 Scholarship Awards dinner were, above, l-r, selection committee members David Grannis, Lorienne Chase and Phil Lewis; and Ginny Dixon, coordinator of the scholarship program for Flying Tigers.

Personnel Updates

Morris Named Director of Flight Training

Dave Morris has been named director of flight training and standards, reporting to Senior Director of Training/System Chief Pilot Jerry Proctor.

Morris will be responsible for flight training and check pilots/check second officers, and will handle the system chief pilot duties in Captain Proctor's absence.

Morris joined Flying Tigers in 1971. He has served as a check second officer and manager of second officers and has been in-

strumental in the implementation of our B-727 program. He is currently a B-727 captain.

Harris Assumes Terminal Services Post at JFK

Mark Harris has been named acting director of terminal services for our JFK terminal. Harris will be responsible for the overall operation of our JFK facility on a temporary basis in addition to continuing his duties as regional services director—Eastern Region. He will be based at JFK and will continue to report to Bob Roe, senior director of U.S. terminals.

Management Association Officers

The Flying Tigers Management Association has elected new officers to serve a one-year term, beginning June 21. Replacing Lee Mitchell as president of the association is Chuck Zubarik, director of operations control. Chuck previously served on the FTMA board of directors. New vice president is Paula Peisner, manager of international market development, replacing Karen Bollow. Paula was previously on the board of directors and served as programs chairperson. David Pollock has been reelected secretary of the Association. Assuming the position of treasurer will be Carol Mann, manager of charter operations, replacing Mike O'Halloran who served two terms.

The Flying Tigers Management Association is a membership organization based at headquarters, committed to the development and enhancement of Flying Tigers management. Employees of Flying Tigers, Tiger International, Tiger International subsidiaries and Tiger Federal Credit Union who hold the position of supervisor or higher are eligible for membership. The Management Association is an affiliate of the National Management Association and extends those privileges to all its members.

To join the Flying Tigers Management Association, please contact David Pollock at HDQ-309 or HDQ hotline extension 61504.

Open Letter

Tribute to a Tiger, A Friend

Bob Souers, veteran Flying Tigers captain and the embodiment of Tiger Spirit, passed away June 14. This open letter to *Flying Tigers Review* was written by a longtime colleague on behalf of Bob's many Flying Tigers friends.

Robert L. Souers (Bob) grew up in Akron, Ohio. He started flying when he was 17 years old, and by the time World War II started in Europe in 1939, Bob held most of the licenses required for commercial flying. He went to Canada and joined The Royal Air Force and was assigned as a ferry pilot delivering aircraft across the North Atlantic to England. Today these crossings are a commonplace event, but in 1940 each trip could be a lifetime of experience.

At the end of the war Bob returned to the U.S. where he flew members of Franklin Delano Roosevelt's family to appointments around the country. He then travelled to Argentina to fly for F.A.M.A.—Argentina's first post war airline. While there Bob

was chosen to be Evita Peron's personal pilot, and received several honors for that duty.

Back in the U.S. again, he went to work for the fledgling Flying Tiger Line in 1948—and spent the next 26 years as a captain flying DC-3s to 747s. He retired in 1974 but continued with the airline as a check pilot until 1979, then devoted his free time and attention to home and golf.

Bob Souers was truly an airline pioneer. He started flying the traditional way—washing aircraft at a local field—and carved out a colorful professional career during the times, and in the aircraft, about which aviation history is written. We will all miss him.

—John Dobson
Flying Tigers Captain (retired)

In Memoriam

Veteran Flying Tiger Don Conley, former instrument shop supervisor at headquarters, passed away July 12. Don had retired last year after serving 36 years with the airline.

Edward Patrick Dennis, B-727 first officer, was killed July 8 in the crash of a private aircraft near Kansas City. Ed joined Flying Tigers in 1977 and was most recently based in Kansas City.

Jean Matton, ground service equipment mechanic, was fatally injured June 27 while on duty at our Charles de Gaulle facility in France. Jean had worked for Seaboard and Flying Tigers for seven years.

AE, DSM of Quarter

U.S. Sales Achievers Honored

Dave Perches, Seattle, has been named "District Sales Manager of the Quarter" and Lori Boxberger, Dallas/Fort Worth, "Account Executive of the Quarter" for the first quarter of 1984.

Perches

Perches was seven percent over his guaranteed door-to-door revenue quota, 51 percent over his other revenue quota and 13 percent over his shipment quota.

Other top DSM finishers for the quarter were Bill Maid, Los Angeles; Vince Del Marco, Miami; Linda Carter, Dallas/Fort Worth; and Ray Sluk, Pittsburgh.

Boxberger

Boxberger was 42 percent over her guaranteed door-to-door quota, 364 percent over her other revenue quota, 96 percent over her shipment quota and 40 percent over her "TIPS" quota.

Other top finishers for the quarter were Russell Young, Miami; Nanci Lovett, Allentown; Mas Uchida, Boston; and Nilo Mieses, San Juan.

The DSM and AE of the Quarter programs for U.S. sales personnel are designed to boost sales and highlight outstanding achievement.



District Sales Manager of the Quarter Dave Perches, above center, receives plaque and congratulations from VP of Sales-North America Reuben Rosenthal, left, and Jim Haggerty, senior director of sales-Western Region.

Retirements



Bill Cashon

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

William Cashon, lead mechanic-HDQ. 35 years.
Claude Cummings, general clerk-JFK. 2 years.

BOS Arrival

Congratulations to Claire Wong, customer service representative-Boston, on the birth of son Garrick David Wong, born June 12. Garrick weighed in at seven pounds eight ounces.

--Submitted by
Dave Paulsen-BOS

Credit Lines

Silver Flyers: A Sterling Opportunity

Once you're a member of the Credit Union, any of your family members (living with you or not) as well as any non-relative living with you may join the Credit Union.

If you're 55 or over, our Silver Flyers Club is especially for you. And remember, if you're not in this age group you'll want to pass this opportunity on to your eligible family members.

Here's what the club offers:

- Free drafts for Share Draft Account
- Free life-planning workbook targeted to members planning for retirement or already retired.
- Free NARCUP membership (National Association for Retired Credit Union People)

The one year free NARCUP membership offers these additional benefits:

- The respected quarterly publication, "Prime Times"
- Useful information on retirement planning and management
- Consumer services
- Insurance plans at low group rates

- Emergency cash service at participating credit unions across the U.S.
 - Special mail-order pharmacy service featuring 15-35 percent discounts
 - Eligibility for Comp-U-Card Purchasing Services (small fee), offering special discounts on major name brand merchandise (appliances, luggage, etc.)
- Silver Flyers membership is free when you take advantage of Direct Deposit of your retirement check, social security or any other recurring federal check. If you're still working, payroll deduction of your net paycheck into one of your Credit Union accounts qualifies you for free membership too.

Group Legal Service for Members

Many of us don't think about legal assistance until we encounter a problem or situation that requires the services of a lawyer. Then what should we do? Where can we go for help . . . without committing to expenses that may be beyond our means?

Too frequently we do not seek legal assistance soon enough be-

cause of economics, or because we are unfamiliar with the many services that lawyers can provide us.

Group Legal Services is a concept whereby the member can utilize legal services provided by the Mackey Law Corporation. Under this plan, a Credit Union member is entitled to a free consultation with an attorney on any problem, for any reason. If further services are necessary, a lawyer may be retained on a basis of 20-25 percent less than the prevailing legal rate in the community.

Members are urged to seek professional advice when needed - either through our Group Legal Plan or your own attorney. Do not allow your legal needs to go unattended!

Calling from California
1-800-248-9000

Nationwide 1-800-421-4340



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