

CNAC Cannon Ball

CNAC News Letter
Reg Farrar - Editor

Vol. 1 No. 2, July 5, 1973
132 Gifford Avenue
Jersey City, N.J.

To Walter "Pappy" Quinn

This issue is dedicated to Pappy. We all know of his dedication to the CNAC Association. He is always there doing the job that makes the organization hum. These are not the glamorous jobs but these are the necessary ones. Every successful endeavor has some one like him in the background. He has hounded you for your dues and sheperded the funds so they have given us a feeling of security; he has kept everyone in touch with each other ;and thereby hangs the success of the CNAC Association.

The first issue of the CNAC Cannonball was favorably received. Apologies to Vince DySalytor for not knowing how to spell his name. Response to quiries was fine. Butch Norman sent in 4 more verses to the CNAC Cannonball and Mac helped add to our pilots seniority list. I've got enough material for the 1st, 3 or 4 issues but that will run out only too soon so - send in your stories and news.

Welcome to the 1973
CNAC - AVG Reunion
Ojai Valley Inn

PURCHASING & STORES

George W. VanClive-Chief Storekeeper
Charles Histed
Russell Armstrong
Jake Burke
Les Ellsworth
Phil Ricktert
Hank Merrifield (RCA in Phillipines)
Ray Christian
Frank Hoffman-Stores
T.T. Chen
S.S. Shen
Shen's Brother

PHYSICIANS

Lincoln Richards
Paule Laube
S.N. Chakravarti
Reginald Farrar
Hoey

NAVIGATORS

Ged Brown
Joe Bower
Al George
Al Turney

STEWARDESS'S

Alice Woo
Elizabeth Lan
Betty Ho
Annie Liang (Mrs. Lad Moore)
Ruby Chuck (Mrs. Jack Gilette)
Mazie Lleong
Venus Ling
Margaret Mun
Margaret Liu
Shirley Liang
Katy L. Chu (Loo)
Helen F. Young (Fung)
Lucy G. Altree
Hsieh
Frances (Lee) Tung

HOSTEL MANAGERS

La Chapell
Jake Passet
Walter Roncaglione
Jack Gillette
Cross Wait
Walter Quinn

RUNWAY & EQUIPT MAINTENANCE

Bob Lysaupt

Send me any corrections & deletions to the above list. We want to complete the entire roster of employees. Since I know of no complete list, let's try to put one together.

While you are writing, how about a story and also a short autobiography. What are you doing now? Tell us what you are up to. For example, when in Georgia eat at Rockey's Ranch House; ship Flying Tiger line; in L.A. eat at the Hungry Tiger; if you want a fire engine call McCaleb; fill up with Reling's Phillips 66 in North Michigan; have your gall bladder out by Dr. Laube in Debuque, Iowa. Sherwood in Oregon will help you with your estate; Kusak will put you up at Son Veda in Majorca. If you fly to Japan request Felix Smith as pilot, JAL.

Will someone write a bit on Smitty; how gold was smuggled across the hump, flying the passes, rice drops in Burma, etc.

TRIPS

Last winter Mary and I spent a ski-week at Waterville Valley in New Hampshire. Remembering how much pleasure it is to spend a few days at Ojai, or just to have dinner with a few of our local CNAC in New York, we thought that there might be interest in small participation groups. If a group of 20 can be formed, airline and other fares can be reduced by affinity group discounts. We can arrange other discounts and savings through travel agent friends and members. The ideas run from the sublime to the ridiculous. A sampling of ideas so far proposed are as follows: (Add yours)

Ski week At Aspen or elsewhere
A Week at a Dude Ranch
Lake Louise and Bamff
Merida and Maya Ruins
Florida, Disneyland
Carribean Cruise

Mardi Gras In New Orleans
Oktoberfest and Vienna
Carnival in Rio
Canary Islands
Golf Holiday
Las Vegas-Acapulco

Our first trip will be to Caracas, Venezuela, with a side trip to Angel Falls. We will leave Sunday Jan. 13, 1974 from New York City and possibly Miami. Arrive in Caracas and stay at a beach hotel. Transfers are included but no meals. We will return the next Sat. 1/19/74 Rates are for 2 in a room. We have a deadline for reservations of Sept. 1, 73. It will cost approximately \$315.00 per person. (Air fare alone would cost about \$250.00 per person).

Our second trip will be "Back to Dinjan". It will be 3 weeks. We will leave Sept. 7, 1974, and return Sept. 29, 1974. It will probably include stops in Tokyo, Hongkong, Bangkok, Rangoon, Calcutta, Assam Valley, Side trip, Kathmandu, Delhi-Agra, possibly Kashmir and return via the same route. We will hopscotch out and back. We are working on the itinerary now. Think of about \$1800.00 each for the round trip. This will include airfare, transfers, hotels, many meals, some sightseeing.

Other short trips will include a Ski Week, a Golf Weekend, or similiar here and there.

Send in your reservations as soon as possible so we can determine whether this will be successful. Send them to me, Reg Farrar. I'm going anyhow but I don't want to be alone Do not send money now, that will come a little later.

NOW!

Jim Phillips now lives at 619 Orange, Apt. 7, Hot Springs, Ark. 71901 He is the author of the Joe Gall series of books, Private Eye, etc. Look them up, you will find some familiar sequences.

Jake Fasset retired and living life of leisure at: P.O. Box 362, West Falmouth, Mass. 02574.

Mrs. James (Foxy Kent) Clay, Box 731 Mackson, Mich.

Diana Higgs now Mrs. Richard Sweetman, 3214 Blake Court, Glenwood Springs, Co. 81601.

Mrs. Julian (Natalie Mickelson) Leslie lives in Freeport, Maine. Her husband (US Air Corps in Calcutta) owns the Casco Bay Trading Post there. Write for a catalogue.

Reg Farrar is in practice of Peripheral Vascular Disease in Jersey City. He is an Ass't Professor at Albert Einstein College of Medicine. Married to Mary, with Catherine 1½ yrs old.

Pappy Quinn is in retirement from the restaurant business in Texas.

Wm. McDonald, Mac, has settled down as a partner in a large stationary & office supply store in Birmingham (when he isn't playing golf).



THE FOLLOWING APPEARED IN WINTER 73 ISSUE OF "SELLING 66" AN ORGAN OF PHILLIP'S 66 & ONLY INCLUDED A LITTLE BIT OF IT. ALL IT IS - IS ABOUT RENGO, AND I THINK HE WROTE IT ANYHOW.

RENGO BROTHERS INC

Bob and Ray Rengo, Phillips 66 jobbers at Kaleva, Michigan.

"Two" much for the competition

Many businesses, especially those started by energetic people with optimistic dreams, observe anniversaries wondering where they are going, and if the energy expended was really worth it.

Rengo Brothers Inc., Phillips 66 jobbers in Kaleva, Michigan, is not one of those companies. It's the most respected petroleum supplier in northern Michigan. Rengo Brothers recently celebrated its birthday knowing it is ahead of competition . . . and with exciting new ideas to stay that way.

Bob and Ray Rengo are remarkable men. They combine practical experience, thorough training, creativeness, and desire to lead a company that's dedicated to success.

Their background is solid. The forerunner of the modern jobbership was started by Emil Rengo, their father, in 1916. Along with his brother, the senior Rengo operated a hardware store. Eight years later, he built the first drive-in service station in rural Manistee County. Bob and Ray grew up

working in a service station.

When their father died in an automobile accident, the brothers pitched in and took over the family business. The result has been sharply rising sales and profit curves. And, they feel, the best is still ahead. One of the company's strongest points is organization.

"Bob has talents in areas I don't, and I have talents in areas where he's not too strong," Ray explains. "So we have established an organization that allows us to do what we do best. We work together at times, and individually at times."

Organization

Bob Rengo is primarily in charge of aviation sales. He heads the company's installation, construction and maintenance operations. Since he is a licensed master electrician and has managed their plumbing and heating business, this is a natural. In fact, he often handles maintenance problems by talking to field personnel on the telephone. Purchasing, too, is one of his areas.

Brother Ray established the

company's credit and collections department and set up all accounts, financial analysis and records operations. With day-to-day operations under general manager Mike Yonkman, it is one of the smoothest organizations in the state.

Despite their different specialties, the brothers agree they have one common job: **Selling!** "That's the name of the game," they say, "and it is one activity we both like best."

Right after Bob and Ray switched to Phillips 66, they held their first dealer meeting. A total of 11 people attended — Bob and Ray, two Phillips salesmen, and seven dealers. At their last Christmas party, a yearly event designed to "thank" dealers and customers for their business and their loyalty, attendance topped the 170 mark.

When the company became associated with Phillips, it had 11 service stations. Today, they serve 26. Each averages about a 10 percent sales increase every year. Bob and Ray credit much of these increases to promotions and training.