

BUSINESS FOR ANNUAL MEETING

(Continued from page 2)

at cost. This is what we are attempting to do by offering to advertise and sell on commission. We are actually going further than that. It takes about 4 months of advertising to start building up the sales of an item to the point where our profits are worth considering. All this, of course, is free service to the one who supplies the merchandise. It should also be noted that in 1939, such sales supplied the entire \$140 mentioned earlier in this article to take care of all miscellaneous expenses. It is obvious that this is not at all sufficient for such purposes. Therefore, we actually furnished this service last year at much less than cost. By expanding our activities in this line, we should be able to assure ourselves of enough income for the coming year to continue "in the style to which we are accustomed," without an increase in membership. If this be done, the staff of SOARING will naturally have to include a person or a committee to handle such work.

Regarding publicity and promotional work on a national scale, there has always been a need for a separate committee that could handle this. This is one of our most important functions, but has never received enough attention. It has been left up to the general manager, and the manager has not been able to take care of it.

To sum up the situation, we have just enough money to pay for everything that has been done outside of the Soaring Society in the past. We have members and groups that have offered to take over the work that has been done inside the Soaring Society, and the work is of such a nature that it can be handled by these groups. We must, during the coming year, increase our income by a substantial amount, but not by an amount that is out of proportion to the increase in membership that may be expected from a moderately successful

membership drive, or from increased business in the gliding and soaring field. Right now, we must settle the details necessary to continue our routine business.

WINTER ACTIVITY AT PURDUE FRED EADE REPORTS

We of the "Flying Boilermakers" have been silent but motorlessly active. For the last month we have lived like the Finns and the Russians because it is the middle of winter; notwithstanding that fact we are still flying in order that no one will suffer from the usual "spring rust" that so frequently affects post-winter flying schedules. It takes plenty of warm underwear, woolen socks, mittens, headgear, etc. for the pilots and ground crews to say nothing of the extra careful cold weather starting technique required to fire up the winch and retriever for a quick setup, but as always, it's worth it.

That we believe in indoor sports is borne out by our progress in laying out and jiggling up a metal tube fuselage for the "Flying Boilermaker," the little two-place utility soarer that we won a hundred dollars with at Frankfort this last fall. It will have plenty of room in either cockpit (it is tandem seated), and dual controls and flight instruments sufficient for thermal and blind flying. It will be fully enclosed for the winter comfort of the pilots as well as for aerodynamic efficiency. We expect to lay out and build higher performance wings for her at a later date.

We expect to trek up to the Chicagoland Glider Council Soaring Forum at the Hotel Sherman, Chicago, Illinois, next month to see a lot of motorless movies, lay out Council plans for 1940, and do some demonstration flying. Bob Blaine, Joe Steinhäuser, Clem Luebker, and Jim Smiley are chiefly responsible for this year's plans, I understand.

Sincerely,
FREDERICK P. EADE.

Soaring JANUARY, 1940
13

CLASSIFIED ADS

FOR SALE: Mead C III Secondary Trainer in A1 condition, always been hangared, privately owned. Price \$100.00 CASH. Weber Bros., 722 Main Street, North Battleford, Sask., Canada.

FOR SALE: One Rhon Ranger Primary Glider. Recently rebuilt. Has always been hangared. An excellent glider for a beginners club. Price \$50.00. Alabama Glider Club, 301 Thomas Street, Tuscaloosa, Alabama.

FOR SALE: Lawrence Sailplane, hand rubbed finish, full complement latest type instruments, parachutes, electric brake equipped trailer, many other extras, \$1450. Also modernized Cadet Utility equipped with enclosure, instruments, forward landing skid, ship rebuilt for exhibition flying. Write D. Lawrence, 484 Clifton Avenue, Newark, N. J.

MYERS SAILPLANE M5. A small easily assembled sailplane of good performance at \$800. A two-seater is on the boards, out soon. Send inquiries to: Myers Sailplane Co., 16701 16th S. W., Seattle, Washington.

MOVING PICTURES: The Soaring Society has two sets of motion pictures available for promotional purposes. There is no charge for their use, but a deposit is required on each set, and the user pays the express charges. Write for information.

BACK ISSUES OF SOARING available through The SSA headquarters. Complete set of 1938 issues, \$2.00. Nine issues of 1937, \$2.00.

CLASSIFIED ADVERTISEMENTS, 5c per word. Minimum rate, \$1.50.

THE ART OF SOARING FLIGHT?

In October, we ordered 50 copies of "The Art of Soaring Flight" from Germany. Shortly before Christmas, we discovered that the order had never been received. We sent another one, via Italy, but, since it seems to take about a month for a letter to make the trip, we do not know yet whether that order has been received. We are reasonably sure that, when it is, we will be able to get our shipment through. We have been assured that there is an adequate supply.

If you want one, send us your name and address, and we will mail you one collect when the order arrives.

While you are waiting, why not buy "Through the Overcast" (see inside front cover). It covers everything that is left out of "The Art of Soaring Flight".

You need both of them.

THEY ARE USING THEM ON
SAILBOATS NOW

DLV RELEASE

PRICE \$6.00

ORDER ONE FROM THE SOARING
SOCIETY