

\$5250.00. In this case, more than 150 pick-ups would be required to justify the investment in the Model 15 alone. Based on years of experience in operating the mechanical units, it can be stated that their life is very nearly unlimited. A number of the Model 4 mail pick-up units are still in daily service that have completed better than 50,000 pick-ups each. Considering a heavy glider pick-up program utilizing a mechanical unit, depreciation, maintenance, attrition of rope, ground stations, etc. would average approximately 55c per pick-up. This figure does not embrace the towplane or operation thereof.

Large clubs, or areas where smaller clubs pool their launching equipment and where airplane towing is commonly practiced, the adoption of pick-up units over UNOLYN would not only be financially sound but would greatly expedite operations. The size of mechanical unit to choose would be governed entirely by the class of aircraft involved. If a towplane is to be used as a primary launching means at a large contest where high frequency of pick-ups for several hours every day are anticipated, it is recommended that the Model 15 do the job even if Class I sailplanes predominate. The capacity of this unit would insure a maximum of operational flexibility and reliability.

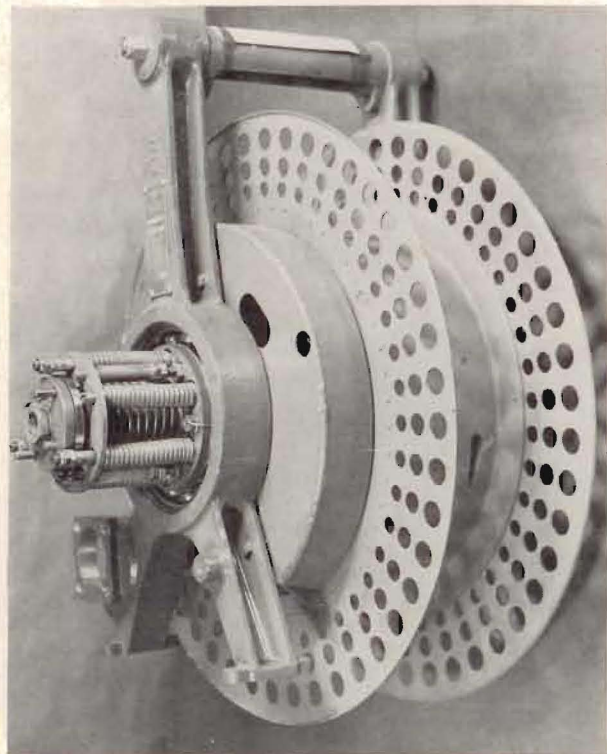
There are so many factors involved in estimating the cost of installing pick-up equipment in towplanes that only very general figures will be quoted. For example, a well equipped club could mount the necessary parts in a Stearman for UNOLYN Class I glider pick-ups for about \$100. The opposite extreme would be reached by an expenditure of \$10,000 represented in fully engineering and standardizing, for CAA type certification, a prototype installation of a Model 15 in a BT-13 by an aircraft manufacturer. This figure does

not include purchase of aircraft or any of the pick-up equipment. Based on average glider club or group procedures of maintenance and repair to aircraft (high percentage of skilled and semi-skilled volunteer labor), the following installation estimates should be fairly accurate:—Class I UNOLYN, \$200.00. Class I Mechanical Unit (Model 4C), \$3000.00. Class II UNOLYN, \$250.00. Class II Mechanical Unit (Model 15), \$4000.00. Class I UNOLYN on a Class II Tug, \$175.00. Class I Mechanical Unit (Model 4C) in a Class II Tug, \$2500.00. The table summarizes the financial aspects on comparable terms.

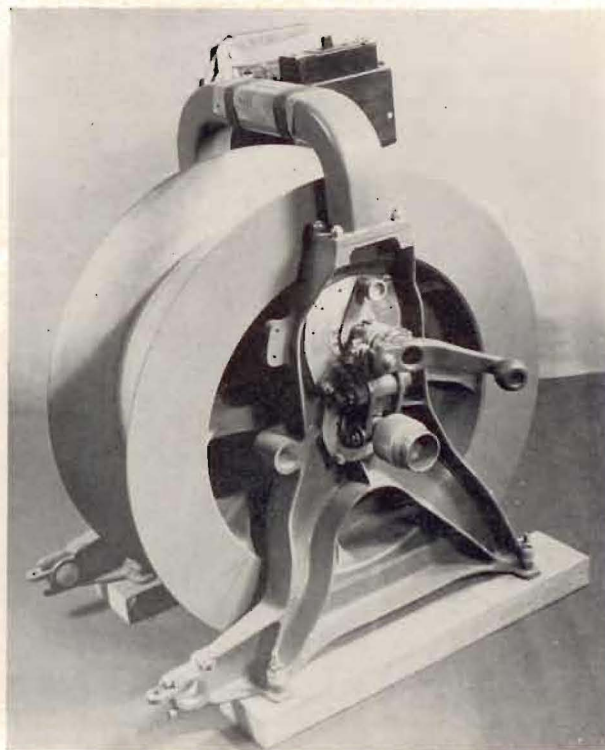
Item	CLASS I		CLASS II	
	Unolyn	Mech. Unit Model 4C	Unolyn	Mech. Unit Model 15
"Fixed equipment ..	\$165.00	\$ 165.00	\$165.00	\$ 165.00
Unit	—	3750.00	—	5250.00
Installation cost in towplane	200.00	3000.00	250.00	4000.00
Total initial investment	\$365.00	\$6915.00	\$415.00	\$9415.00
Operating expense:				
Cost per pick-up, based on 1500 pick-ups per year or 30 per week...	\$ 15.25	\$ 0.50	\$ 30.30	\$ 0.60

Cost per pick-up figures are based on a total life of 15,000 pick-ups.

In not only commercial air transport but in modern flying clubs, the value of high equipment utilization is the key to economy of operation. The same principle is particularly significant to any serious soaring pilot who can see the time approaching for routine two-contest-flights-per-day at glider meets. The apparent cost of air pick-up is offset by the value of improved equipment utilization.



The Model 4C Less Motor



The Model 15