

SCHWEIZER DEALER'S MEETING

by TONY DOHERTY

To everyone interested in soaring, the Schweizer dealer's meeting held at Elmira, New York, December 3rd-6th, should be a very significant milestone. This was the first time in the history of American soaring that a national meeting of sailplane dealers was held. It certainly indicated the growth and progress the sport has made in recent years.

Four years ago, there were no franchised dealers in the country. At the present time, there are 17 Schweizer dealers of which 10 operate their own schools. The others are scheduled to begin operations in 1961. We expect to expose the dealer program to a complete national organization within the next few years.

The meeting was set up to cover sales policies, operational procedures, new products, FAA regulations, and other related material. Can you imagine having twenty sailplane pilots and enthusiasts together from all over the country and trying to follow an agenda that contained such prosaic subjects as advertising, school registration procedures, accounting details, etc.? There just wasn't enough time.

The 1961 models of Schweizer sailplanes were on display. The 2-22C features optional cockpit improvements and new C.G. tow release. The 1-26 also has cockpit refinements and the new one color design with registration numbers in contrasting color. A deluxe 1-23H-15 with limiting speed dive brakes

was on display, equipped with a full panel and oxygen system and new rear visibility panel.

Of special interest during the meeting were reports by individual dealers on the number of flights made at their schools. It would appear that, by the end of the year, the number of flights made at Schweizer schools will account for approximately 25 to 30% of the total flights made in the country.

The number of new pilots who checked out and received their ratings is an important reason for the growth of the sport throughout the country. The question of additional soaring sites was also discussed at the meeting. There are many areas where there is interest in soaring, but activities are curtailed due to the lack of facilities. Establishing soaring at skiing centers and other holiday areas offers a great deal of promise. There are already areas, such as Bishop and Odessa, where the soaring pilot can go for F.A.I. awards and record attempts. There are many other areas in the country that hold promise for outstanding soaring conditions. Soaring should be developed there, as well as at the local airports, which will help make soaring more easily available to everyone.

The dealers all reported that the majority of those attending their schools were rated power pilots. This group represents a tremendous potential to the future of soaring. It is a matter of exposing them to soaring, and have convenient sites available, to make it possible for them to remain active in the sport.

Schweizer Aircraft Corp. officers and dealers at their recent meeting. Standing, L to R: Ernie Schweizer; Bob Davis, Albuquerque, N.M.; Stan Krupinski, Southbridge, Mass.; Larry Gehrlein, Erie, Pa.; Les Arnold, Hayward Calif.; Fred Harris, Bakersfield, Calif.; Doc Weber, Sheldon Stafford and Dudley Smith who accompanied Bob Brawer; Paul Schweizer; and Bill Schweizer. Kneeling, L to R: S. E. Atherton, West Lebanon, N.H.; W. E. "Tony" Doherty, Sales Mgr.; Jay Gehrlein; Jim Doyle (in sailplane), Ballard Vale, Mass.; Al Parker, Odessa, Tex.; Bob Brower, Kansas City, Mo.; Doc Mosher, Champaign, Ill.; and Steve Bennis, Middletown, N.Y.

Photo: Schweizer Aircraft Corp.



CLASSIFIED ADVERTISING

SOARING WANT ADS BRING RESULTS

Advertise to sell or buy sailplanes or equipment in SOARING. Want ads at 15c per word. Write: Editor, SOARING, Box 66071, Los Angeles 66, California. Make checks and money orders payable to The Soaring Society of America, Inc.

FOR SALE: SKYLARK 3D; 36 to 1 glide angle, 1.7 ft./min., minimum sink. Complete with instruments including Memphis variometer, total energy venturi, electric T&B. High pressure oxygen system. Skycrafters tunable radio, ground station. Covered trailer. 24 ft. parachute. Licensed in standard category to August, 1961. \$5500. James Klein, 1852 Crestridge Drive, Littleton, Colorado.

PARACHUTES - Special offer fellow "Glider Guiders" - Soft flexible back packs - quick-fit harness. Easy adjustment any size in two seconds. This is the chute worn by most soaring pilots. Write for free illustrated descriptive literature and special deal. McElfish Parachute Service, P. O. Box 7011, Inwood Station, Dallas 9, Texas. A Member of SSA and TSA for 12 years.

Will trade POLAR BEAR HUNT for licensed 1-23, 1-26 or 2-22C, B. A. Sapyta, Box 705, McGrath, Alaska.

\$1,350. Grunau Baby, German built sailplane, very good condition. Performance close to 1-26. Trailer. Yellow with red, blue trim. Robert Martin, 1308 Steuben, Utica, N.Y.

FOR SALE: PT-23 towplane. Rebuilt 1960. Metal prop. \$1250. Louis Falconi. Rte. 1, Box 233, Roswell, New Mexico.

AMERICA'S OLDEST full-time soaring school offers complete courses. Send for information. Include 25c for details on Briegleb sailplanes, plans and kits. Briegleb Soaring School, Box 101, El Mirage Field, Adelanto, Calif.

FOR SALE: Schweizer 1-23G, complete with instruments, oxygen & trailer. L. S. Rehr, P.O. Box 8536, Lantana, Florida.

WILL PAY top price for excellent 1-26 with trailer. Fred Anderson, 1801 Palm Ave., Manhattan Beach, Calif. FR. 4-5935.

READ "Australian Gliding," official monthly publication of the Gliding Federation of Australia. Editor: Allan Ash. Annual subscription \$3.50. 121 George St., Liverpool, N.S.W., Australia.

FOR SALE: Complete stabilizer and elevator for L-K-10A. Red finish. \$100. W. R. Block, 837 East Bay Drive, West Islip, L. I., N. Y.