

cabins at Harris Hill. Many of those attending with their families make this their vacation. As we have mentioned in earlier reports, over ninety per cent of our students are power pilots.

We are working with the SSA Flight Standards Committee on setting more exacting flight requirements, and our courses for 1961 will be adjusted to include what we believe the SSA proposed requirements will be. We also are adding an instructors' course which will include the training and information needed in order to apply for Instructor's Rating from the FAA or SSA. This is particularly designed for preparing instructors for clubs and commercial operations.

Our sailplane sales have been steadily growing and keeping pace with the growing interest in soaring. 1960 was a record year for commercial sailplane sales. The sales expected this year, plus an Air Force contract for sailplanes, trailers and winches just received, means that in 1961 we will exceed by a large amount our total World War II glider sales. Although this Air Force equipment is leaving the country, there will be benefits to our commercial sailplane customers, since this increased volume will put our sailplanes on a steady production basis. This will enable us to improve steadily our products, the tooling and production efficiency—which in turn will benefit our customers. Classification requirements limit what we can say about this contract but, if you are in the Elmira area, you will see these strangely marked sailplanes being test flown.

Although most people probably think of Schweizer Aircraft in terms of sailplanes, the major part of our

work still is producing aircraft and parts for the large aircraft manufacturers. At the present time, we are producing the complete Ag-Cat agricultural airplane for Grumman, control surfaces for the Grumman Gulfstream, helicopter parts for Bell, radar antennas for Sperry and other similar projects. This work enables us to keep abreast of the latest in aircraft engineering, manufacturing and production methods and will enable us to put sailplanes on a full production basis as soon as the interest warrants it.

An important reason for the increase in our commercial sailplane sales is our growing dealer organization. This was highlighted last fall when we conducted our first annual dealers' meeting in Elmira. We now have 18 dealers, and 10 of these will have soaring operations in 1961. A co-operative advertising program in *Flying* magazine this spring should do a lot to bring new people into soaring. We feel that having dealers with flying operations at different points around the country can do a good service to soaring by helping to popularize the sport and to bring in new SSA members. Our complete dealer organization made over 13,000 flights, including 4,000 hours in 1960, and they all are looking for a more active year in 1961.

Our franchise permits dealers to start a dealership as a part-time activity until the volume grows to the point where it becomes a full-time activity. A number of our dealers already have converted to full-time operation and have shown that it can be a profitable business.

Occasionally, it seems that some soaring people seem to resent any form of commercial sailplane operations on the assumption that this

in some way "taints" the wonderful sport of soaring. Certainly no one wants to see over-commercialization in soaring or, for that matter, in any other sport. However, in order for the movement to grow and people to invest money in facilities, equipment, inventories, etc., there has to be a return on invested money and a chance for profit. When this exists, then growth results. At the present time, for anyone to start a soaring endeavor takes a great deal of faith in the future and willingness to assume some risks for future gain. Certainly, these people need to be encouraged rather than to be discouraged. We are convinced that a healthy growing list of commercial sailplane operations around the country can do soaring a great deal of good.

We have expressed many times our feelings about one-design competition. Also, pilots should work to get the maximum performance possible from the ships they now have, instead of dreaming of the super-ship and not even trying with their present sailplanes. The limiting factor is usually the pilot rather than the performance of the ship. It is a matter of getting experience, and the only way that this can be done is to do a lot of flying. In order to encourage this, Schweizer Aircraft Corp. is offering \$1,000.00 in soaring merchandise prizes for best flights made during the year in 2-22's and 1-26's at other than meets or contests. The country will be divided into three zones; Zone 1, east of the Mississippi, Zone 2 comprised of the area west of the Mississippi except the west coast states, and Zone 3, the west coast states. The respective areas north of these zones in Canada will be included in these zones. A barograph will be given for the best straight distance flight in each type of ship in each zone with a second and third prize for each. Information on rules can be obtained from Schweizer Aircraft Corp. and from our dealer organization.

We expect an increase in the number of 1-26 regattas to be held this year. Although interest in the one-design idea continues to grow, it still has far to go. Perhaps our movement is putting too much stress on ultimate performance—super-ships and records—at the expense of developing the broad base of sport flying. Obviously, both phases



The Schweizer brothers, Paul (left), Ernest (center) and William (right).