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soaring the increased support that it needs.

Hugh Earley of the Northern Illinois Corporation attended the meeting and introduced the new, simplified sailplane finance plan. He reported an increasing number of sailplane purchases were being handled by his company and we expect finance purchasing to increase as it has in general aviation.

It is expected that within the next few years the Schweizer dealer program will have representatives in all the states and in all Canadian provinces. Many individuals and clubs already are realizing the advantages offered by a well-organized soaring operation. As the dealer organization grows it will help soaring interest develop in new areas throughout the country.

Sailplanes Sold

Walter Cannon of Weston, Mass., bought a demonstrator 1-23H-15, N3908A, from the Schweizer Aircraft Corp.

Jack Arkovich of Van Nuys, Calif., and Dick Deak bought the BG-12C, N3361G, from Gordon Wheeler of Glendale, Calif.

JANUARY . . . 1963

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January, February and March are good soaring months in the S.F. Bay area. Usually mild weather prevails.

