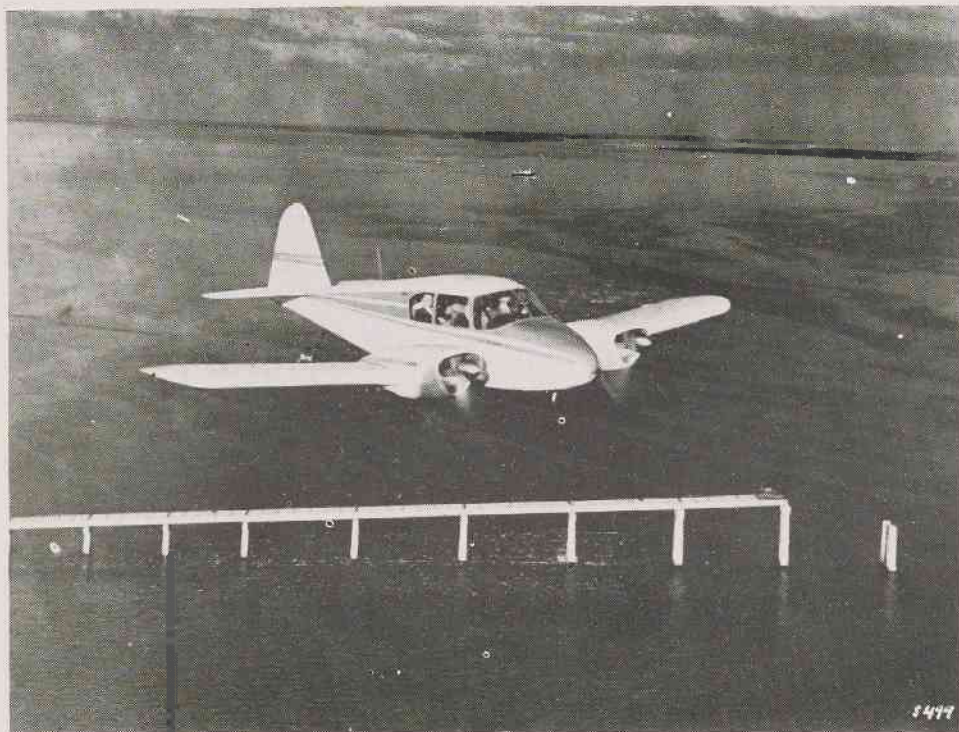


PIPER APACHE



PIPER APACHE ON MARKET

FIXED BASE GETS ON NEW AIRPLANE

Long awaited by the executive market, Piper's four-passenger Apache fills a long neglected need. All metal, with high useful load, it combines outstanding performance with high degree of safety, all at a cost little more than that of single engine aircraft.

That a market for an airplane of this nature exists is attested to by the fact that Fixed Base has had three orders, with substantial deposits, for Apaches for months before the airplane was put on the market. Piper spent many months testing the Apache, working the "bugs" out of it prior to release, so that the ship is considered one of the most trouble-free airplanes ever marketed.

Everyone who has flown the Apache is loud in their praise. Bob Northington, Vice President-Fixed Base, is certain that the Apache will provide greatly increased sales for Fixed Base, to whom profitable operation is nothing new. Current estimates place 1954's business 20% better than 1953's million dollar plus operation. The Piper Apache figures large in these estimates.

FIXED BASE FLASHES

Things have really been buzzing here at Fixed Base these last few weeks.

Aircraft sales have kept us all busy, especially our salesman, Joe Culler. He has been moving airplanes so fast around

here that both he and Eddie Culler have had to dash up to the factory and bring us back two new Tri-Pacers to replenish our supply. They brought back a beautiful two-tone green and another ivory and brown one. C. W. Gough also went along on this trip and got a chance to see things up at the Piper factory and

get better acquainted with the Parts Department there.

And, of course, we were all thrilled at having the Apache down here for two days. Wally Smith, Piper Sales Representative, brought the demonstrator down from the factory, and all our dealers and many potential buyers came from all over the state to see and fly this fabulous airplane and see for themselves its truly amazing performance.

We certainly miss seeing Billy Cash with his smiling face, but know he is happy to be flying copilot for the Airline now. Calvin Butner is doing a fine job of taking over as Line Chief since Billy's departure.

Carolina Aero Club is going strong now. Joe Culler reports that the tour they made to Key West, Florida, was something to remember. Then, too, a crowd went down last weekend to Myrtle Beach for a breakfast flight. There were several hundred airplanes on this trip, and everyone says it was a lot of fun.

Earl Slick has his new airplane based here now. It is a beautiful green A-26, and is the same plane Bill Odum flew around the world in to break all speed records. Don't think there has ever been a more beautiful plane in than this one.

We are happy to welcome Chester Wooten as a new line boy.

Mr. Northington flew up to New York City, where he appeared on Skyways Magazine's panel for a roundtable discussion.

Hop Hee Dunne spent a very exciting weekend up in Cincinnati, although the reason for her trip remains a great mystery.

H. G. Pitts has been out sick for quite some time. Hope it won't be too long before he'll be back with us.

Marian Harris

Another thing a woman never does is glance at her reflection in a show window when passing - Now, you tell one!
