

PLANE PATTER

by Ernie Humphill



Received some pictures (with captions) of the DOT's new Viscount recently, so I looked up the release that had come in earlier from the DOT. They provided an interesting comparison:

First, the release: "Ottawa—Purchase of a second Vickers Viscount aircraft by Department of Transport was announced today by Transport Minister George Hees. It cost approximately \$1,500,000." (Average price on commercial Viscounts today is \$1,000,000, give or take \$50,000. First Dot Viscount cost \$747,840—ED.)

"Mr. Hees pointed out that in order for the Transport Department to set adequate standards and check on operations in the field of civil aviation, it was necessary for Departmental personnel to be 'fully competent and up-to-date'."

Caption No. 1—When the second Vickers Viscount ordered by the Department of Transport was delivered in Ottawa recently, its interior revealed what the well appointed executive aircraft of the jet and propjet age looks like.

Back to Mr. Hees: "With the rapid advent of turbine-propeller and pure jet aircraft, it was impossible to maintain competence in the Department based only upon departmental use of the older type piston-engined aircraft."

Caption No. 2—Aft cabin fitted with two divans, which can be readily converted into beds. Washroom is in rear, screened by folding door in green chevron pattern.

Mr. Hees again: "... we were somewhat loath, because of the great expense involved, to embark on the purchase of a very large jet of the sort that will be used by the airlines for trans-Atlantic flying. We were hoping to purchase a smaller pure jet that would be more satisfactory for our purposes but such an aircraft doesn't seem likely now to be available for several years. We therefore decided to buy a second Viscount to cover our needs in the meantime since flight checks on ground aids-to-navigation, such as radio ranges, must be performed at a much higher altitude than hitherto."

Caption No. 3—Centre cabin, showing extension walnut desk fitted to sidewall. Chairs are in light brown fabric with gold thread, and can be swivelled 360 degrees, as well as reclined.

"Mr. Hees went on to say that the new Viscount will be equipped to do high altitude checking up to 35,000 feet and the Viscount presently in service will also have the necessary equipment installed in due course." (Meanwhile ... ED.)

Caption No. 4—Forward cabin to seat 12 passengers in conventional airline style. Bulkhead louvres are for ventilation. Teco seats are fawn, head trim in varying shades of green, curtains green and brown folkweave, bulkhead rose-beige, carpet mottle green. Food services are provided by well equipped galley forward.

Readers' Reaction

"Frustration" at AITA

Pointe Claire, Que.

Editor,
Canadian Aviation.

Dear Sir:

I must congratulate you on your recent article "Current and Candid" by Veni Vidi which captured the very real sense of frustration experienced by many of the smaller company representatives at the AITA.

The "raison d'être" of industry, even the aircraft industry, is to satisfy a need, in our case the need for security against attack. Since a customer by definition is concerned with satisfying his needs, it follows that the art of salesmanship lies in showing how industry's product can satisfy this aim.

The telegram forwarded by AITA to the Prime Minister violated this fundamental rule of salesmanship by stressing industry's internal problems rather than the needs of the nation. The inference is that the aircraft industry, or at least that portion of it represented by the sub-committee which drafted the telegram, has forgotten how to sell.

Yours truly,
A. K. Hugessen.

Cobourg, Ont.

Editor,
Canadian Aviation.

Dear Sir:

Having read with interest your editorial regarding the AITA Annual General Meeting, may I say that your point is well made.

It is pathetic that while AITA sits back in a lethargic manner, the unions, Air Force officers and magazines, such as your own, fight its battles. Instead of the Association inspiring you I only hope that your article will manage to inspire the Association!

Yours very truly,
R. A. J. Murison,
General Manager,
Cdn. Flight Equipment Cobourg Ltd.

Historical Interest

Weston, Toronto 15.

Editor,
Canadian Aviation,

Dear Sir:

I noticed by a letter in a newspaper recently that a Bleriot plane had been found at Goderich.

Frank H. Ellis ... in a recent letter to me said he had made many inquiries regarding the second plane which Count de Lesseps brought to Canada.

He had traced it to the manager of

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