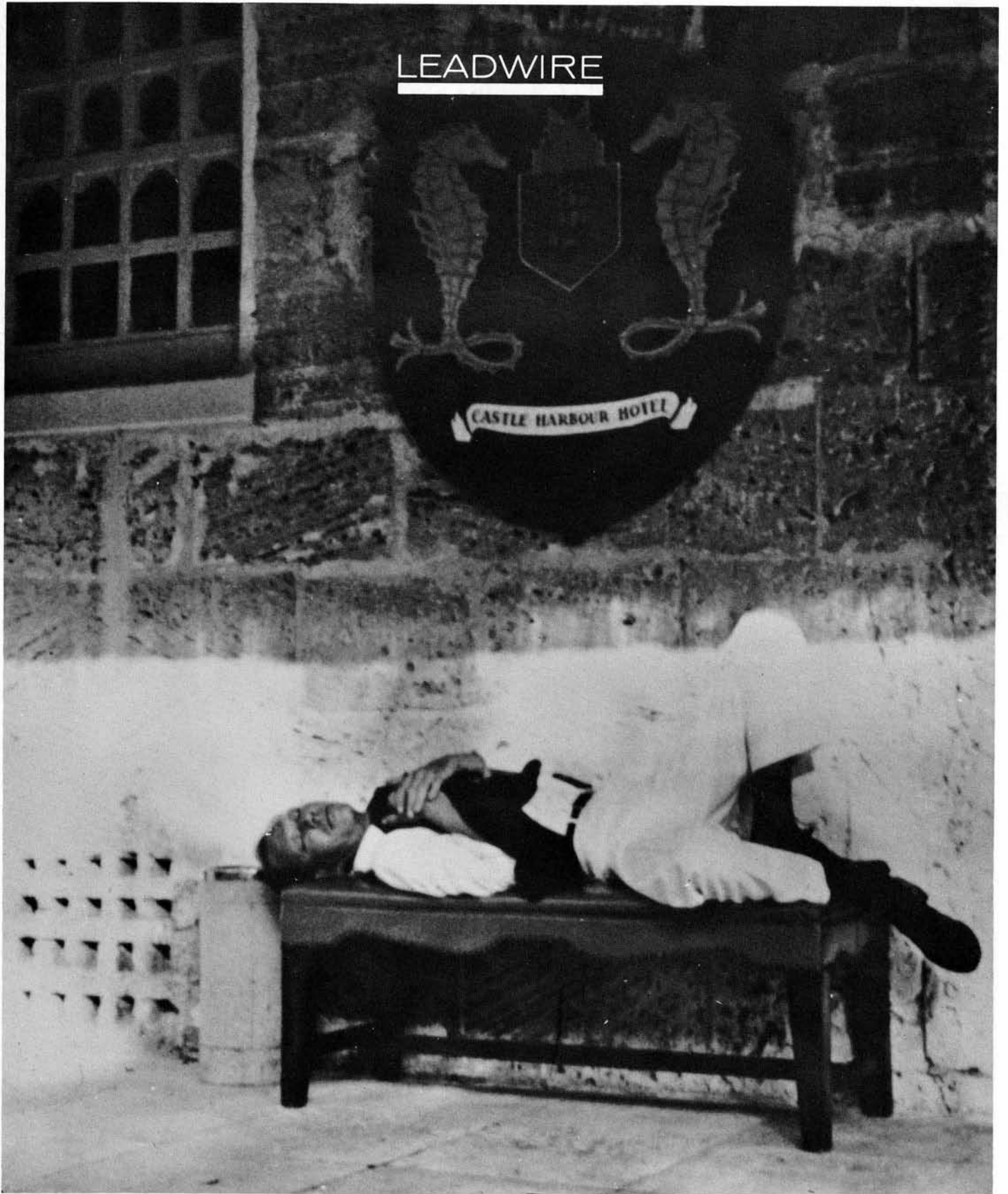


FAIRCHILD 1963 NATIONAL SALES CONFERENCE

LEADWIRE

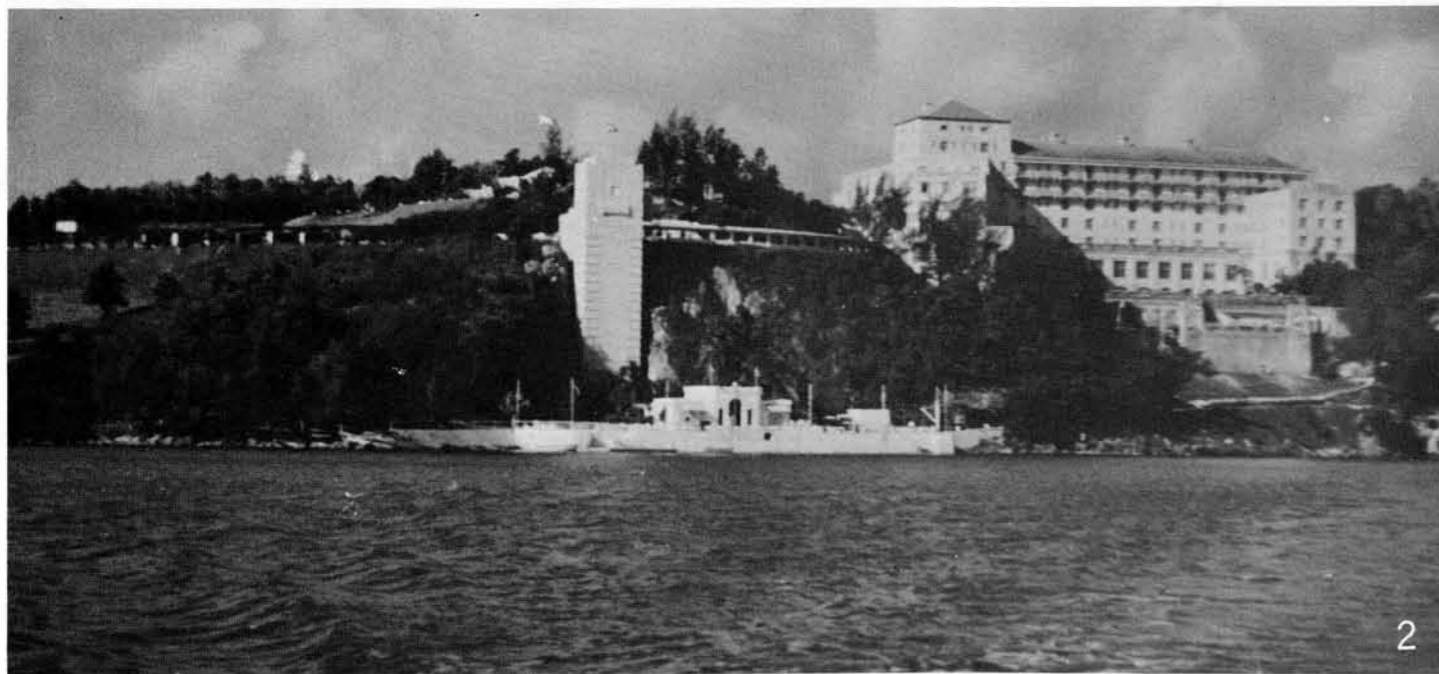


In order to bring you this special, All-Time issue of the Leadwire, it was necessary to stage an All-Time, fantastic meeting in Bermuda. Then there was such a shortage of pictures, we almost had to cancel the special, All-Time issue; but at the last minute, Ed Turney of Los Angeles field sales came through with flying color slides and the ironic part of it all is that the only shot of Ed is in a mob scene on the BOAC landing stairs.

Well, the conference was generally agreed on as fantastic in our evaluation forms and there were some telling comments, too. Ed Youch suggested we might not look so fantastic if the forms weren't signed so we'll continue to sign the forms.

Bicycle shots are pretty scarce in these pages, but some of our rented bicycles are still pretty scarce in Bermuda. Tal Robertson sent in a key a couple of weeks ago and hazarded a guess that the bike was either at Elbow Beach or on the twelfth fairway. Half of the hotel staff resigned and the other half have applied for jobs at Fairchild. If you still have your bike, mail it pre-paid to the Castle Harbour. No questions asked. And if your picture is missing from these pages, stick closer to the photographer next year. We tried to cover the waterfront and no omission was made where we had a picture.

It was a big red wurlitzer of a sales conference. With enthusiasm like it again next year, we'll have a conference that will truly be "hard to beat."



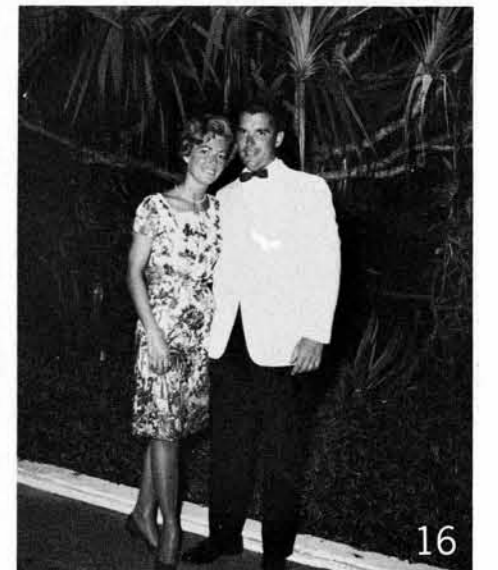
2. Castle Harbour Hotel as seen from the lagoon.
 3, 4, 5. Disembarking BOAC Brittania in Bermuda.
 6. First fairway from the nineteenth hole.
 7. Martin, Cox & Williams serenading the newlyweds on an otherwise uneventful flight cross-country.
 8. "You guys need a vocalist?" (The sign made Tony pudgly-eyed)

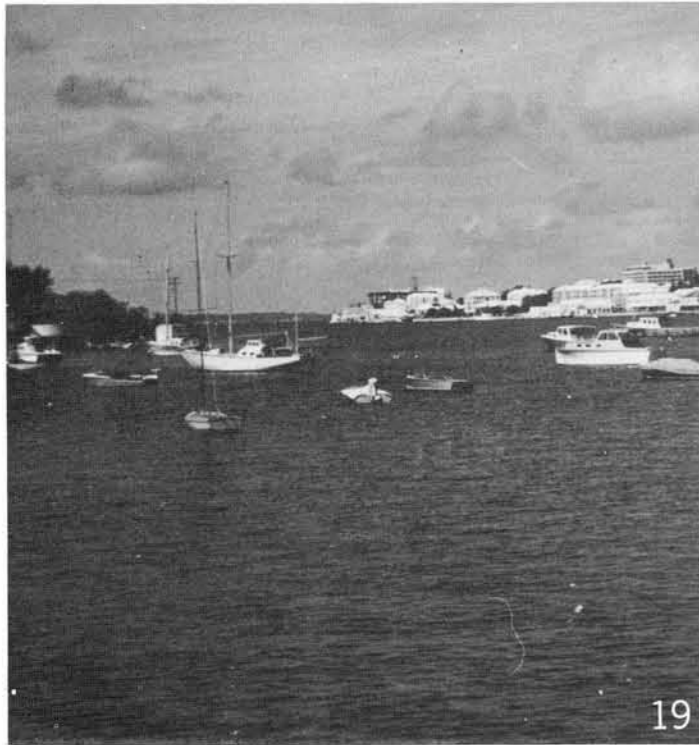


9. Pink sand on the ocean beach near the hotel.
 10. Mr. Hodgson was introduced this year.
 11. Jay Farley, Mrs. O'Hara and Mr. Hodgson.
 12. Dick Swanson, Bob Noyce, Mr. & Mrs. Paul Carroll & Jack Hyer.
 13. Ken Norvell, Ben Taylor & Gene Canny.



14. Gordon Moore, Dick Swanson, Paul Carroll & Bob Schultz "swizzling."
 15. Richmond & Pack listen to Martin say "Beta."
 16. Honeymooning Barb & Bill Templeton.
 17. The hotel pool from the breezeway.
 18. Island famous Esso Steel Band.





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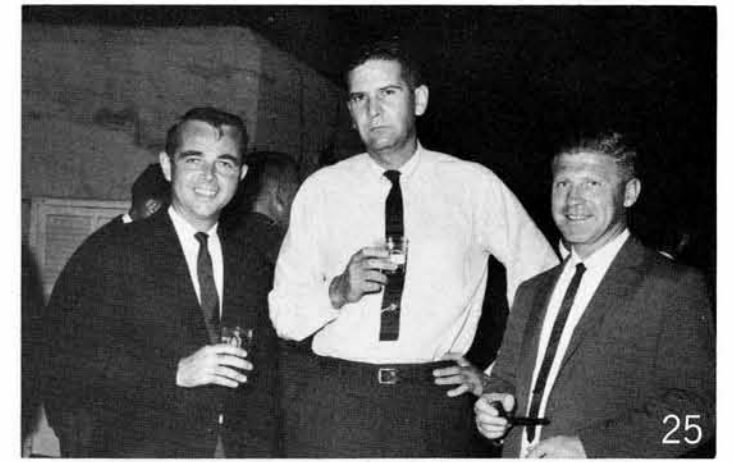


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19. The Bermuda Navy in Hamilton harbor.
20. Signor Don & Joe McLaughlin.
21. Sometimes no one was sleeping at the front door.
22. Richmond, Phelps, Magarian, Schultz, Obot & Valentine.
23. Nils Atteman, Bob Pack, Tony Hamilton, Fred Beck & Tom Bay murder the Calypso on the Cronin's terrace.



24



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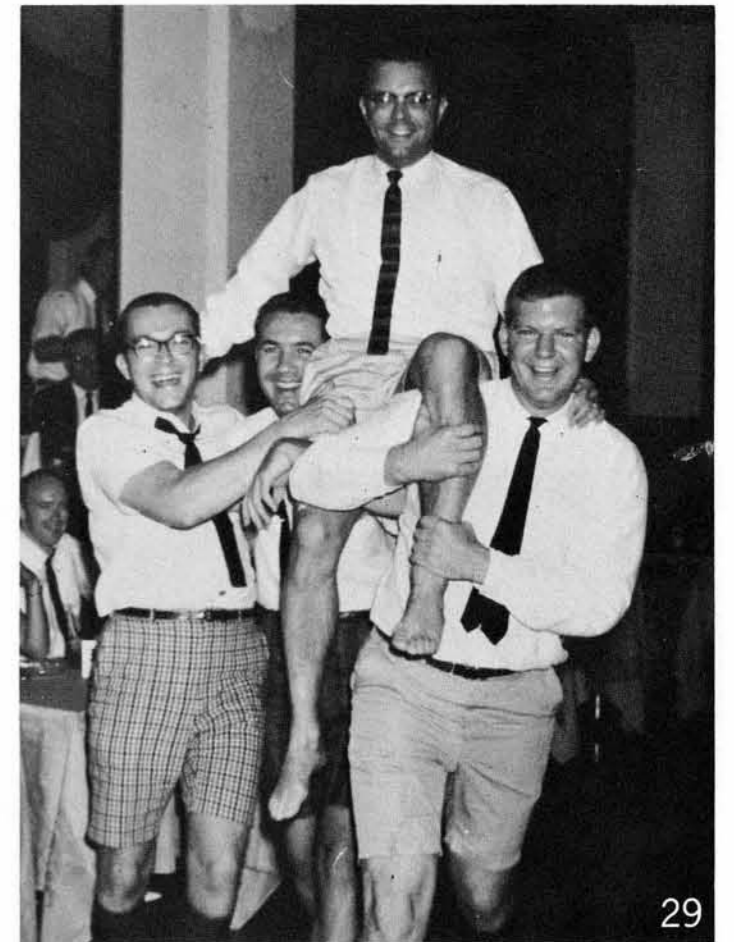
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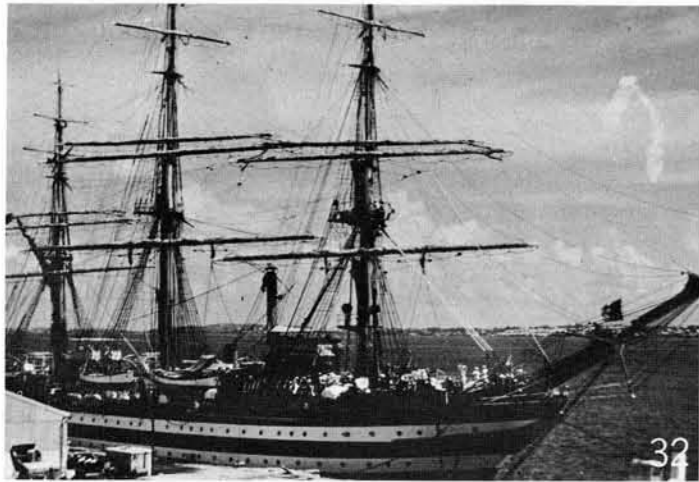
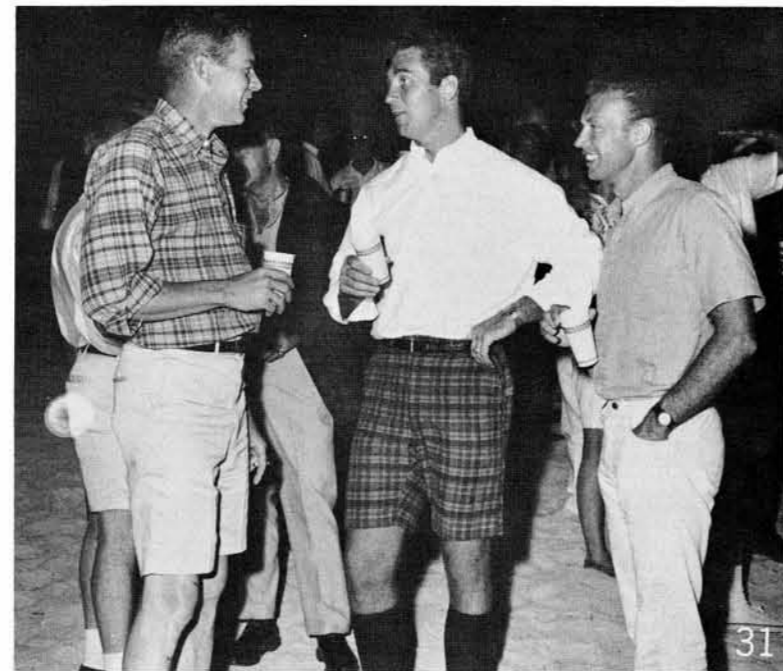


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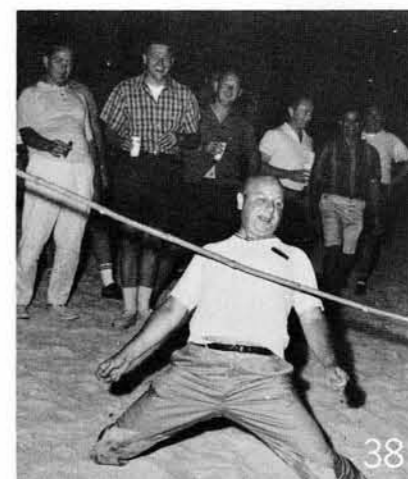
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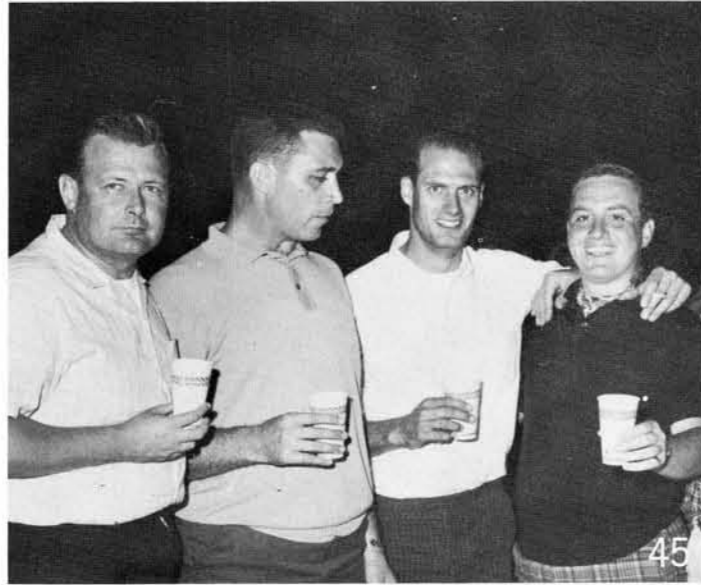
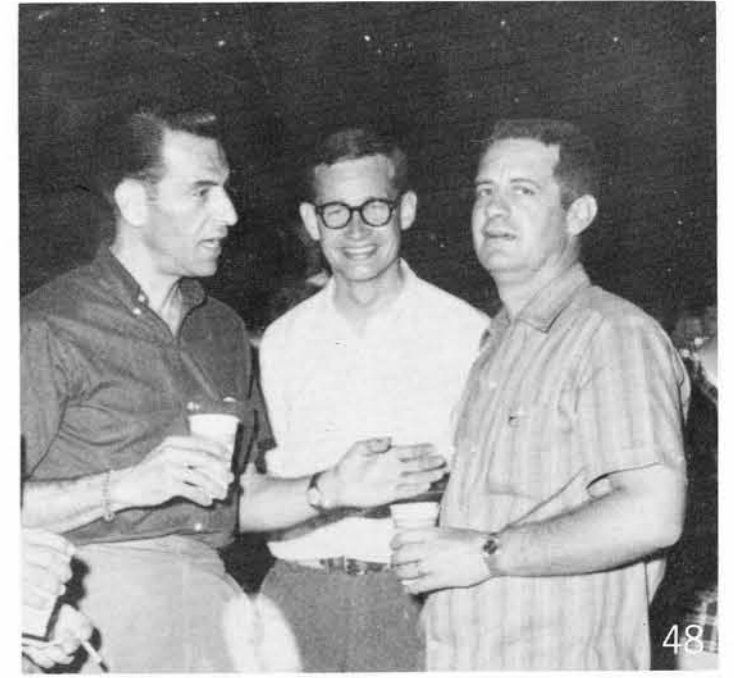
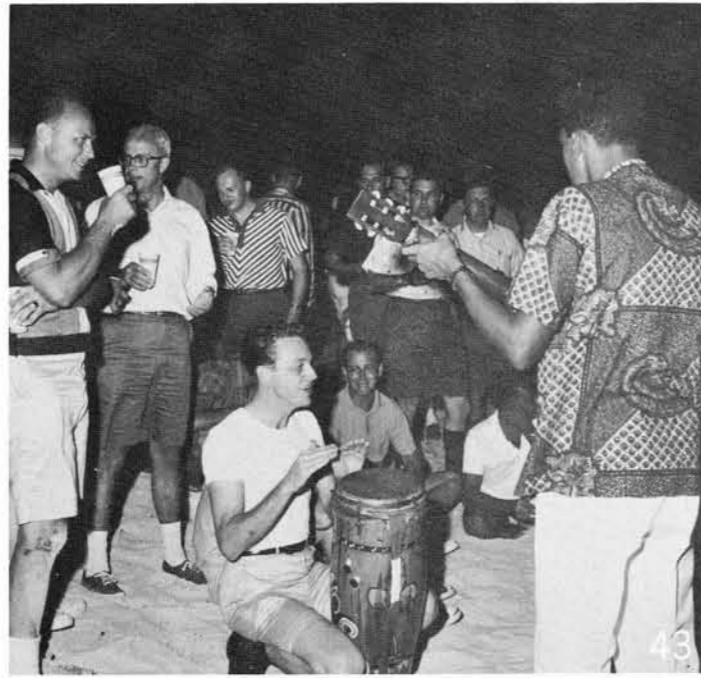
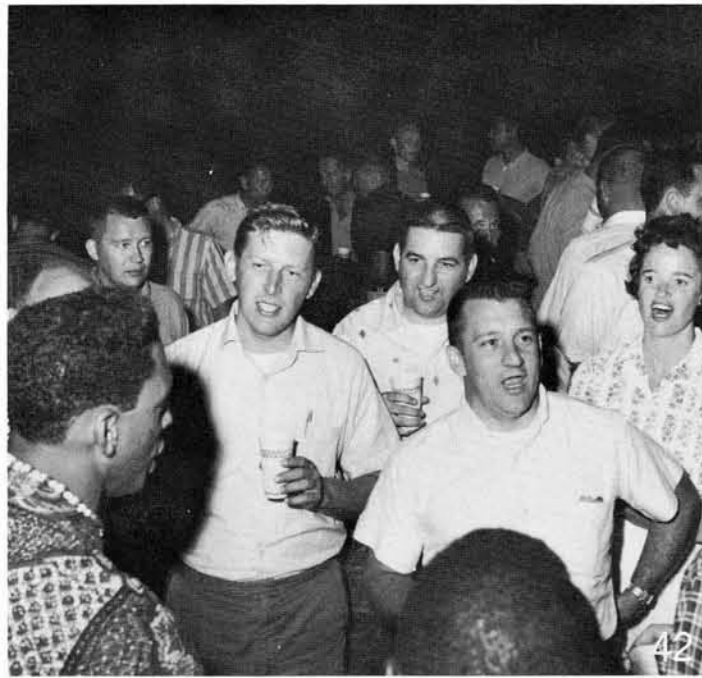
24. Jack Pintar, Bob Schultz, Joe Obot, Don Valentine & Len Schley.
25. John Hall, Charlie Sporck & Chris Coburn.
26. Jim Lucy, Jack Hyer, Hall, Rogers and Warren Peterson.
27. Word spreads among home office as Martin repeats, "Beta."
28. Maybe the conference should be shorter next year.
29. Definitely the conference should be shorter next year.



30. Walt Hicks beats the drums.
31. Tom Bay and Del La Face listen to Sanders say, "Beta."
32. Don Rogers' yacht.
33-39. Marren, Conway, Larkin, Youch, Noyce, Andrews... doin' the Limbo... Hicks whatthehell!

40. Jim Carr, Bill Hertzog, Dave Conway gone native, Jerry Larkin, and Ed Youch gone out of his mind.
41A. Missed the plane.
41B. From Here To Absurdity.





42. Bob Rush, Bob Dillon, Ron Himburg & Nancy Komar.
 43. Phil Johnson supervises Woody Norvell on the drums.
 44. Bill Fockelman, Ben Taylor, Big Ed and Dave Conway.
 45. Frank Catterton, Carl Steffens,
 John Randecker & Tom Anthony.
 46. The Carrolls, the D'Urso, Catterton, Pack and Jim Lucy.
 47. Mob scene at the beach party.
 48. Joe Almeida, Marty Jordan and Blasé Bill.
 49. O'Hare, O'Hara, Welling, Hall & Swanson.
 50. Bruce & Ann Giron, Jay Farley, Ginny & Tim Cronin.
 51. Did someone say "Let's go to the Hamilton?"
 52. Bob Graham, Mr. Hodgson, Don Valentine & Tom Hynes.

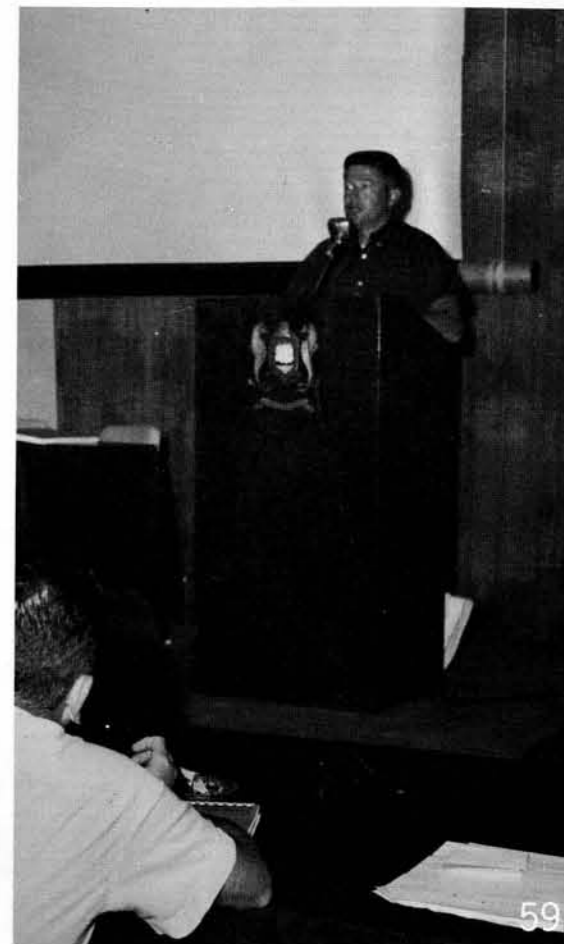




53. Deep Sea Fishing.
54. Barracuda catch.
55. The hotel . . . after.
56. That's the catch, not the bait.
57. Make you want to go back?



58-63. The sessions.



- 64. Jack Magarian & Chris Coburn get day off for spelling "Beta" correctly.
- 65. Penalty box in the volley ball contest.
- 66. The hotel supplemented their usual staff.
- 67. St. George... before.
- 68. It only hurts when I laugh.
- 69. The Brave ones in downtown Hamilton.



ON THE COVER



Terry Kilduff agreed with natives that Americans were too restless, always in a hurry... adopted native attitudes to help stamp out thoughts of "ugly Americans."

LEADWIRE