

ANOTHER FIRST FOR AIRSTREAM:

*Company
pioneers
continent-wide
network of
Certified
Service Centers.*

"Hey, Daddy, look at all that water!" Junior calls out to you.

"Water? Where?" you ask without stopping your efforts to get camp set up.

"It's coming from under the trailer," he informs you. "Look, it's filling up that puddle. I'm gonna sail my boat in it."

"The trailer!" you exclaim. "Oh, no!"

A hurried inspection reveals that a water line under the trailer has broken. You know that you hit no rock in berthing the trailer, nor did you travel over any humps or rough roads on your way to this state park where you plan to spend the next few days. A closer look discloses that a faulty connection seems to be the cause of the problem.

"Well, thank goodness our trailer's still covered by the warranty," you reassure your wife. "We'll just take the trailer to a repair shop in town to have the water line fixed and send the bill to the manufacturer."

Service representative from a major supplier to Airstream demonstrates the proper operation of a vital part during a training class at the Jackson Center, Ohio, factory.



Two new owners learn from Phil Briggs (r.) of Airstream's factory at Santa Fe Springs, Calif., the proper function of each trailer system.

So you re hitch your trailer to the tow car and head for town, hopefully to find a reliable repairman. On your way out of the park, you encounter another trailerist, who flags you down. He's got troubles, too.

"Know any good place I can get my trailer fixed?" he asks you rather wistfully. "I didn't do such a good job of backing into this space. You can see how that tree branch smashed the big side window. If I don't get it fixed, we'll either be eaten up by mosquitos or get rained on."

"I'm looking for a repair shop myself," you tell him, "to fix a broken water line. I'm sure there'll be one in town that can help both of us."

But how sure can you be of service you can count upon if something goes wrong? Frank Judy, (Continued on page 68)

Airstream servicemen see "how it works."



Another First For Airstream

(Continued from page 22)

director of Airstream's service program, points out such service is as good as the nearest factory-authorized service facility and as poor as the trouble and distance you'll have to go to use it.

Bear in mind, says Judy, that you can't always find a parts supply house in every town. Nor can you be sure of finding the name of, say, the manufacturer of your trailer's heating system in the Yellow Pages of the local telephone directory. It isn't simply a case of getting on the phone and calling a plumber to fix a broken water line.

How about the warranty that still covers your trailer? Suppose you found a good repair place in town to fix your water line. Would the manufacturer honor the bill sent by the repairman? Or would you find that you would have to tow your unit all the way to the factory if you wanted to have the manufacturer bear the cost of fixing the line? How far away is the factory from your vacation spot—hundreds of miles? How do you tell your family that you're sorry but you've just got to take the trailer back to the builder? There goes most of the fun of your vacation and who knows how many precious days of it. Or would you rather bear the expense yourself?

Then ask yourself this question: How about the quality of repairs done at a local shop? Would the job done be satisfactory? Judy notes that Airstream's experience with local repairs has been rather poor or, at best, mixed. He adds that, in most cases, there is simply no way of knowing in advance how competent a local shop is. And a poorly-done job may result in ruining an expensive piece of equipment—your recreational vehicle.

Remember, too, that if your trailer requires extensive and major repairs, a specialized service facility is called for, one with highly skilled personnel, that's operated under close cooperation with the manufacturer and fully supplied with original equipment parts.

Other manufacturers often come into the picture when servicing a travel trailer is necessary—those who supply the stove, the heater, the toilet, or the refrigerator, for instance. That's why, says Judy, some provision should be made to put the owner of any given make of trailer in firm contact with a qualified and factory-authorized serviceman who can perform guar-

andent work on components in need of repair. Otherwise, Judy points out, travel trailer service is not really complete and comprehensive.

With this basic thinking in mind, Airstream, Inc., launched its Certified Service Program about three years ago, becoming the very first such program to be offered by any travel trailer manufacturer for the benefit of the many users of its products. Like many other Airstream-pioneered customer programs, it's a valuable contribution to the entire travel trailer industry.

Now an Airstream owner can obtain complete factory-authorized service on his travel trailer and all its component parts at any one of 116 places in the United States and Canada. Called Certified Service Centers, they make up a network of available service stations that spans a continent. Each and every one of these makes the famous Airstream warranty mean what it says. It offers the Airstream owner help he formerly could expect to obtain only at one of the company's two factories.

Each of these Certified Service Centers is located at an Airstream dealership. Seem like an obvious association? Perhaps so to anyone not familiar with the travel trailer industry. However, the fact is that trailer manufacturers generally cannot expect their dealers to render much more than "make ready" adjustments on new units, even if they have dealers all over the country. By and large, the problem is one of economics.

"Without some help from the manufacturer, many dealers would find it hard to justify the investment in equipment, parts inventories, and skilled service personnel," Frank Judy explains.

Airstream early decided to make such help available. Besides furnishing a schedule of warranty payments which would help the dealer put an economic base under his service operation, the company went after the problem of qualified personnel systematically.

And for good reason. "An Airstream is a highly special product," Judy notes. "It has many sophisticated systems and parts. No matter how experienced a man might be in working with automobiles, refrigerators, heaters, or even other makes of trailers, he'd still have much to learn about Airstreams."

Airstream initiated its regular Service School at both its Santa Fe

Springs, California, and Jackson Center, Ohio, factories. Sixty-five dealers responded immediately after the company invited prospective service center dealers to send their servicemen. In fact, some of them came along themselves to enroll in the school in order to further their knowledge of Airstream trailers.

Students undergo an intensive course of study, somewhat similar to a "blitz" language course. For up to 10 hours a day, on five consecutive days, the servicemen go over every inch of new Airstreams as they're assembled at the factory—and their contents.

Many of the students have impressive backgrounds—they're already master mechanics—yet they find themselves exposed to strange new technologies. For example, a mechanic who is fully familiar with vehicular suspension systems and braking equipment may find himself a stranger to riveted aluminum, plastics, and fibre glass. Another expert who has spent years in servicing large trucking fleets discovers that he has much to learn about water and sewage systems. And nearly all students are astounded by the sophistication of

(Continued on next page)



Sir, that's what happens to non-anodized, mill finish aluminum in desert air, salt air, city air, or just ordinary air. And it only takes a year or two, maybe only months. So when you're buying a trailer or mobile home, here's one point you'd better check right to begin with. Sorry about your nice mobile home.

How? Just ask if the windows are anodized? ... guaranteed. If they aren't, don't buy that trailer. Or just ask if the windows are Hilite. All Hilite windows are anodized and what's more, they *roll* (no

cracked heads on protruding windows, big clear vision, easy escape from fire) they're top quality (Hilite is one of the world's major producers of windows for homes) and Hilite is so big it can offer the finest anodized windows at prices equal to ordinary windows. So check the components, definitely, and start with the windows.

Look for the orange Hilite label, or ask if the windows are Hilite. If you insist on them you'll get them.

You don't have to ask with these ...

Here are some of the leading manufacturers who use Hilite anodized windows.

GOLDEN WEST PAN AMERICAN SKYLINE HILLCREST RAMADA
TERRA CRUISER REDMAN INDUSTRIES TRAVELERZ KENSKILL
CAPRI TREVO COLT CUSTOM CONSTELLATION DAVLIN BOSWELL
ISLANDER PARKWAY SHORELINE WEEKENDER TEARDROP WOODLINE

"p.s. Anodized aluminum has been given an integral surface of aluminum oxide, next to the diamond in hardness. Mill finish aluminum (as in ordinary windows) corrodes in ugly black spots or as a white, powdery substance. Anodizing permanently prevents this, gives aluminum a crystal-hard, clear, silver-satin or Hilite Champagne Gold finish. You don't want anything else!



hilite

ADOR/HILITE subsidiary of Resco Industries, Inc.
2401 W. Commonwealth Avenue, Fullerton, California 92633

Another First For Airstream

(Continued from page 69)

Airstream's light-weight monocoque construction principles.

"Professors" at the two schools are not only Airstream's own engineers and technicians but also service representatives from each of the company's major suppliers. Each representative takes his turn at the lectern and demonstrates such components as gas ranges, hot water heaters, forced air systems, toilets, refrigerators, batteries, and other electrical equipment.

At the end of the course, each serviceman receives a Certificate of Completion which means that he is certified by Airstream and the other component manufacturers to be fully authorized to do factory service.

Now there are more than 200 certified servicemen who take their places in Airstream's Service Centers.

At this point, let's take a look at an outstanding new program which dovetails perfectly with Airstream's Certified Service Center program—the Certified Performance Checkout. This comprehensive new program went into effect with the introduction of the 1968 Airstreams, according to C. H. Manchester, vice president in charge of marketing. It involves many new procedures to be taken on factory assembly lines, on Airstream dealer lots, and on the road by the ultimate consumer. Many of these procedures are unique in the travel trailer field, says Manchester.

Basically, the Certified Performance Checkout calls for four steps:

Step One is an enlarged quality assurance inspection in Airstream's Ohio and California factories. Workmen make up to 21 quality and performance checks on each Airstream during its construction. Each such check is personally signed for by an inspector who can be held responsible for it throughout the life of the trailer.

While the new permanent record inspection system is based upon somewhat similar systems employed in aircraft and aerospace construction, Manchester says, it's a first in the travel trailer industry.

The Airstream dealer performs Step Two following delivery of the trailer to his lot. Guided by a detailed check list, the dealer gives the new trailer a thorough re-inspection, both as a check upon previous inspections and to see that no part or system of the trailer has been degraded by the trip from

the factory.

Step Three involves the Airstream purchaser. An extension of previous Airstream Customer Checkout procedures, this one insures that the owner familiarizes himself thoroughly with all of the luxury facilities in his new trailer. He receives further instruction on how to detect possible substandard operation as well as on routine maintenance and servicing.

The customer instruction phase of the program is based in large part upon Airstream's unique and comprehensive Owners Operating Manual, which serves as a kind of "textbook." Issued with every new Airstream travel trailer, the manual, an illustrated permanent book of 113 pages, goes into every phase of trailer maintenance, servicing and operation.

Step Four represents still another Airstream "first" in the travel trailer industry. It calls for a 1000-mile or 60-day performance check on every new trailer. The new Airstream owner is encouraged to "wring out" his new trailer during a shake-down cruise, and then to bring it into any Airstream dealership in the United States or Canada for a complete Performance Check free of charge. He does not have to return to his selling dealer.

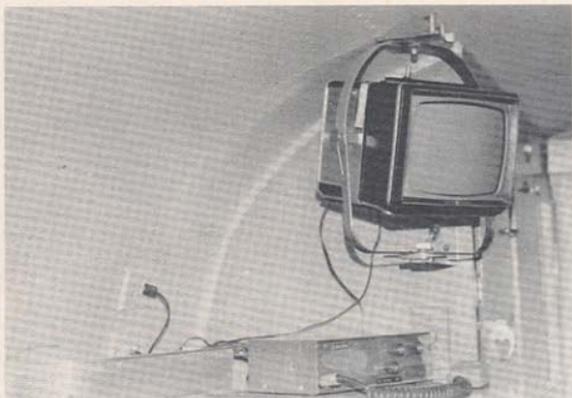
New practices and procedures to be carried out during the four steps of the Certified Performance Checkout are the result of a careful study by Airstream designed to bring its trailers to a high degree of mechanical perfection, Manchester adds.

"Airstreams start out being as close to custom hand-made products as modern assembly line techniques permit," he notes. "But in a product as intricate and complex as is the travel trailer, constant testing and inspection are the only practical ways of giving the Airstream owner the kind of quality and performance he's looking for in an Airstream."

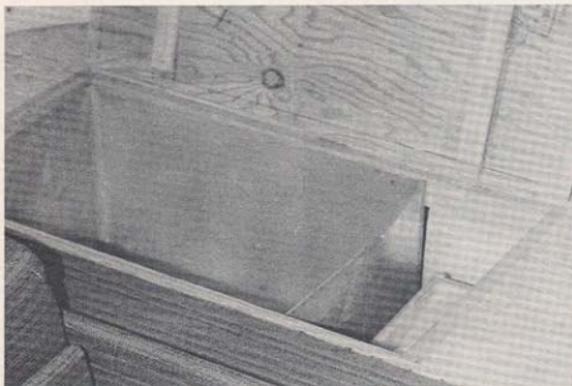
For thousands of Airstream owners in North America, Airstream's service program—the Certified Service Centers and the Certified Performance Checkout—takes an honored place along with the firm's other pioneering efforts—the Wally Byam Caravans, the Caravan Club and company activities, the self-contained travel trailer, Caravaner Insurance, and others. Altogether, these benefits provide a stimulus to the security and fun of trailer travel that adds up to a great big plus in the wheeled recreation field.

Rig of the month

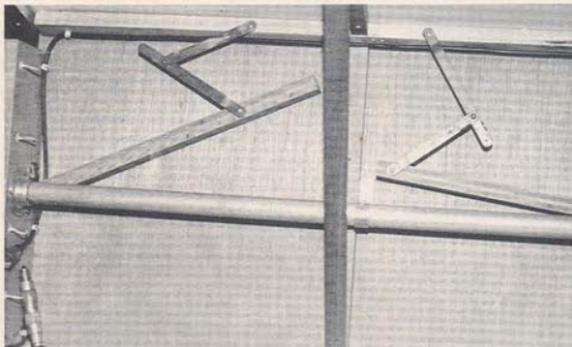
by Albert O. Parmelee



TV pivots on boat mount above refrigerator; it can be turned or tilted as desired



Waterproof box was made in inaccessible space under bed to carry projector, slides



This "invention" prevents hangers from jolting off rod. Wire at left is TV antenna

OVER 30 years ago, our first travel experience consisted of loading three small children plus a 9 x 12 wall tent, sleeping bags and cooking equipment into a car and taking to the woods.

After the offspring had completed college, married and had homes of their own, a couple, of whom we are very fond, and their two boys stopped at our home overnight on their way to California. They had a 15-foot trailer and, to our amazement, insisted on sleeping in it, as they planned to do all summer, in preference to our house. After their trip, we learned that the total cost including car expenses, food, clothing, tolls and entertainment averaged about \$10 a day. This started us thinking, as retirement was only five years ahead.

During the next two years we investigated all kinds of travel equipment and "eye-balled" several trailer factories. At our age, the setting up of a tent or tent-type trailer in inclement weather had lost its appeal. Our car was a manual-shift, 6-cylinder Rambler and, from the trailer magazines, we learned that a 3,000-pound trailer was about all it should pull. Further, that many who buy a small trailer, later experience financial loss changing to a larger one. As this was to be a lifetime investment, we bought a new 22-foot Airstream Flying Cloud trailer in 1962. Before retirement, this rig traveled from Key West to the White Mountains of New Hampshire, and to Minnesota. In the car, we changed to

a five-blade fan and added a shroud around it.

The trailer came equipped with refrigerator-freezer, furnace, water heater, range and oven all operated by propane gas, battery plus 110-V lighting, tub and shower, double sink, lavatory and toilet with holding tank. To this I have added several conveniences that anyone handy with tools may find of interest.

I found that sunlight causes side cracks in trailer tires. At home I cover the tires with pieces of masonite. Away from home I use awning cloth covers weighted at the bottom, slipped into short lengths of awning rail above the tires.

Our trailer windows hinge at the top. My wife made awning cloth covers that snap into fasteners at each window corner. Another method is to use elastic tapes across each corner.

When parked, it is common practice to place a jack under each rear corner of the trailer. This sometimes involves getting down on hands and knees. A welder made me very simple devices to take the place of jacks. He welded a three-inch piece of 1 1/4-inch pipe near the rear bumper on each side of the trailer. He drilled a hole in the pipe and welded a nut over it. In the nut he placed a cap screw to which he welded a four-inch handle arranged so that vibration would tend to tighten instead of loosen the cap screw. Within the above, he placed a three-foot length of one-inch pipe having a pipe flange at the bottom. With the tongue of the trailer lower than level, the pipes are lowered to the ground and locked in place. Raising the trailer tongue places weight on the pipes.

The welder then made a metal box at the rear of the trailer for carrying flag and awning poles, sewer hoses and fittings, plus small tools. Removing the rear bumper, he extended the trailer frame with similar channel iron and reattached the bumper. The weight of this is nearly balanced by adding, to the front of the trailer, a five-gallon can of emergency gasoline strapped to a mount obtained at a farm-supply store. The mount is welded to 3 x 3 angle iron attached to the tongue with U-bolts.

Having inaccessible space at one end of the front trailer bed I had a tinsmith make a waterproof box of galvanized iron and I made a hinged door above the box placed in this space. In this I carry my projector and color slides.

My TV set operates either on 12 or 110 volts and I obtained a boat-mount for it. To make it rock-steady, I added an aluminum strip at the top of the mount, which is pivoted to the trailer ceiling. This allows the TV to



Ceiling-mounted electric heater, and roll curtain used for projecting color slides



Metal box was added at rear of trailer for carrying awning poles, sewer hoses

be turned or tilted as desired.

I have a two-way citizen-band radio telephone in my car and found that by using an antenna on the roof of the trailer, ignition noise was much reduced. When in a lonely spot at night I move that radio into the trailer to summon help if molested . . . which we never have been. A connecting device in the car trunk allows either antenna to be used. Another in the trailer allows the trailer antenna to be connected either to the car or to an outlet in the trailer. The trailer antenna wire enters the trailer via a plastic holding-tank vent to avoid drilling a hole in the roof. Within the trailer a small hole in that vent pipe allows the wire to be routed to the outlet. The picture that shows this, also shows an arrangement to prevent clothes hangers from jolting off the clothes rod. Another photo shows a ceiling-mounted NuTone 1,250-watt electric heater with fan for which a ceiling switch was added. Another addition was a white roller curtain that we use for projecting pictures.

Cutting a round hole in the sink lighting fixture allowed a 150-V voltmeter to be flush-mounted, above which is a trickle charger for the trailer battery.

The next addition was a propane gas light. We were pleased to find it gave off enough heat on cool evenings to avoid using the furnace, and we often use it solely for that purpose.

In 1964, we changed to an Ambassador V-8 with automatic transmission, four-barrel carburetor and trailer op-

tions. It does not require premium gasoline. It is rated at 270 brake hp at 4,700 rpm, and is equipped with 8:25 x 14, 4-ply nylon tires which, when trailering, I inflate to 45 pounds; without the trailer, they're kept at 28 pounds. To the car I added an oil gauge, a motor-minder (vacuum gauge) and an ammeter wired to show charging current to the trailer battery. The trailer uses Michelin 7 x 15 reinforced truck tires, with inner tubes, inflated to 50 pounds. I use a Reese non-cam frame hitch that puts about 350 pounds on the car. The factory weight of the car is 3,328 pounds; the trailer weight is 3,050 pounds.

After retirement in 1965, we took a 14-month trip covering over 25,000 miles. From our home near Buffalo, New York, we toured North and South Dakota, Wyoming, Utah and Montana before joining a Wally Byam Caravan at Williston, North Dakota, which conducted us through the beautiful Canadian Rockies and ended at Vancouver, B. C. We then went down the Pacific coast to Acapulco, Mexico, around the coast to Key West and returned to our home via the Atlantic seaboard. Never once did the car overheat in the high altitudes encountered and, with 67,000 miles on the speedometer, we soon expect to take off on another—perhaps longer—voyage. With the trailer, we average about 10 miles per gallon of gasoline; without it about 14 mpg. It is our hope that we can enjoy many more years of trailer travel.

As You Travel, Remember Safety



At highway speeds, will your trailer yaw or fishtail?



When road is slick, allow more time for stopping.



On hills, you need lots of power.

SPEEDING ALONG the Florida Turnpike, a trailer just ahead of me was swaying so violently I thought sure it would snap off its hitch. Out of curiosity, I followed it into a rest area. While the driver was in the restaurant, I checked to see how the rig was hooked up.

This traveling menace was coupled to the car with a simple bumper hitch and an even simpler safety chain—a rope. The car was in a take-off attitude: nose high and tail dragging. The driver? About the same: cocky and dragging from the June heat.

"That trailer of yours sure gets around," I told him when he returned. "You ought to do something about it."

He did. He kicked the tires, and without a

word, took off down the turnpike again with that 24-footer lashing about like a spiked salmon.

With characters like this Dennis and his Menace on the road, someone might suspect that trailering was a bit on the dangerous side—but this is not true. The records show that this form of popular recreation is safe—remarkably so, considering the number of recreational vehicles moving over our highways.

Exactly what makes trailering safe?

Experienced trailerists, people who service recreational vehicles professionally, and those who make highway safety their business say that these items and attitudes make trailering safe.

The biggest single (Continued on page 48)

Remember Safety

(Continued from page 18)

safety factor in trailer towing is the load equalizer hitch, all experts agree. This well-engineered coupler distributes the hitch weight to all wheels on car and trailer, and levels the tow vehicle for better control. It also keeps headlights properly aimed. These frame-mounted hitches are highly recommended, but should be installed only by specialists.

Axle-type hitches, which are mounted on the rear axle and rear bumper of the car, really are only partial equalizers because they distribute the hitch load only over the car's rear wheels and rear bumper. While the axle hitch is often used in towing small, light-weight rental units, a frame-type hitch is far superior for towing travel trailers.

Fish-tailing, snaking, yawing, wandering or swaying—whatever the name—is familiar to most trailer towers. Caused by passing vehicles, unbalanced loads, rough roads and other factors, this potentially dangerous condition usually can be overcome with an equalizing hitch, which has built-in sway control features. If there is a serious swaying problem, anti-sway devices are needed along with the hitch.

To be sure the headlights are properly aimed with the added load of the trailer, both ends of the car should be measured before hitching, and the difference noted. After hitching, they should be re-measured and the hitch adjusted to obtain that difference. For instance, if the front end of the car is two inches higher than the rear end before coupling, it should also be two inches higher after coupling.

A travel trailer should be equipped with brakes that will halt it in a straight line without swaying, especially on downgrades, and will bring a runaway trailer to a stop by means of a break-away switch. Trailers with a loaded weight of more than 3,500 lbs. should have tandem axles with brakes on all four wheels. Electric brakes, hydraulic, or a combination of both—all are suitable. There should be positive parking brakes on the trailer to help hold the rig on grades.

Safety chains, which keep the trailer from becoming separated from the tow vehicle in the event of hitch failure, are an absolute necessity. (Note: The chains attached to the torsion bars are not considered safety chains.) The two safety chains should be arranged in such a way as to keep the trailer

tongue from dragging in the event of separation. The ends should be secured with nuts and bolts, or with a safety fastener that will come loose only when triggered. The breaking strength of the chains and attaching devices should be at least as many pounds as the weight of the loaded trailer.

Another essential item is a break-away switch. This simple, inexpensive device automatically applies the trailer brakes in the event of separation. For maximum safety, it should be anchored to the car—not to any part of the hitch. Used along with the chains, the break-away switch is good security insurance.

To prevent electrical failure, the biggest trouble-maker of all, car-to-trailer connections should be soldered and covered with good grade plastic tape. Grounds should be made to the frame of the car and trailer—not to the trailer's aluminum skin. The connector cord should be snag proof and long enough to allow for sharp turns.

Because of the extra electrical load that is added to the car's circuit due to the trailer lights, a heavy-duty, or constant rate, flasher is needed. However, the heavy-duty flasher may not indicate bulb failure, so the turn signals should be checked often.

Another item popular with safety-minded trailerists is safety skids. These easily-installed slides support the trailer to prevent it from tipping and swaying when a tire goes flat. These seldom need to be used but are wonderful to have when needed.

Standard emergency equipment should consist of at least the following items: First aid kit, fire extinguisher, flashlight, tire pump, wheel jack, wheel blocks, jumper cable, tow cable, extra gasoline in approved container, extra water, fuses or flares, flags and flashing lights. Carried in the car, these "must" items can be used with or without the trailer.

Regardless of the type of hitch used, trailer towing puts a heavy load on all tires. Only matched, oversized tires with good tread on them should be used. Manufacturers' charts should be followed for proper inflation. Tires should be checked cold, and have at least enough air in them to keep the carcasses rounded; that is, the walls should not be bulged out of shape. Proper attention to tires add to trailering enjoyment.

To prevent dangerous swaying, the trailer load should be distributed so that it is not more than 200

lbs. off balance from side to side. The hitch should be readjusted for any unusual load—either in the trailer or the car.

All passengers belong in the car, secured by their safety belts, *never* in the trailer. Riding in a trailer is uncomfortable, in many states illegal, and dangerous as well. Sudden stops or high speed turns can knock a passenger around like a shuttlecock in a badminton tournament.

Before every leg of a trip, a careful inspection should be performed to make sure that: The hitch ball is locked, safety chains are secure, break-away switch actually works, electric cord is connected and locked, lights are working, and outside rear-view mirrors and gas bottles are tight. In transit, the bottle valves should be closed. The inside of the trailer should be inspected to make sure that everything is secure for traveling. Finally, the trailer's parking brakes and regular brakes should be tested.

The experienced trailerist follows a simple code of the road that not only keeps him out of trouble, but gains respect from non-towing drivers and law enforcement officers. If you follow this caution and courtesy principle, you'll not only enjoy your trips, but you'll be helping to keep trailering safe.

A realistic trailerist accepts the fact that his rig is a pair of slow-moving vehicles, and follows all truck traffic rules. Even though the pace is slower with a trailer, dangerous situations still happen fast, so he drives with both hands. When cars pile up behind him, he uses turn-outs or he pulls over to let them pass. A wave of thanks is better than a scowl.

After the first few miles, the safety-minded driver walks completely around the rig for a quick look, inside and out. This walk-around inspection can reveal minor flaws before they cause trouble. A few minutes here could save hours later.

While on the move, he keeps an eye on the fuel gauge, and when it reaches the half-way mark, he starts looking for a service station. Here is a good time and place to make another safety check while stretching a leg or two. A free windshield job, road information, and a look under the hood goes with the fill-up. The half-tank stop is one of the big secrets of trouble-free towing—and never running out of gas.

On up-grades, when the speedometer starts dropping and he can no longer pick up speed, the careful

driver shifts to a lower range or gear. If the water temperature keeps climbing toward the danger zone, he stops well off the highway and gives the engine a chance to cool off. But he doesn't shut it off—and he doesn't touch that radiator cap! With the engine at medium idle, he pours water on the upper radiator tank to condense some of the steam in the radiator. When the temperature gets back to normal, he re-fills the radiator and takes off.

While down-grading, if the outfit keeps picking up speed without his help, the good driver shifts down. Never, under any circumstances, should he run in neutral. The engine should do most of the braking. If the brake system is such that the car and trailer brakes can be used separately, he alternates the two systems, but he doesn't ride the brakes. A slow but firm pumping action that gives the bands a chance to cool for a bit between pumps is best. On long down hill grades, he pulls over whenever he can to give the brakes a break and let them cool off.

Towing on superhighways takes extra care. Before entering, the smart operator checks the map for the direction of the compass he will be traveling to make sure he takes the proper ramp. He doesn't risk making the grave mistake of entering an EXIT ramp! As improbable as this sounds, thousands of motorists do!

If he has to stop on a superhighway, the wise trailerist moves his rig at least 10 feet off the pavement if he can, and turns on the four-way flasher—never the turn indicator or running lights which may confuse drowsy drivers, especially at night. If help is needed, he opens the hood, the universal signal for a motorist in trouble, and displays a white handkerchief prominently. Some highways have special instructions which should be followed in the event of emergency.

The thinking driver takes advantage of rest areas for checkups. While he is having coffee, for instance, he finds out for sure what exit he'll be using to prevent confusion later, asks about the condition of the road ahead, and learns anything else that will help him be prepared.

So you see, it's what *you* do that puts the safety in trailer towing. As a trailerist you choose the right equipment, have it installed properly, then use it wisely. These ingredients, sprinkled generously with common sense, make up the recipe that makes trailering safe. X

Airstream 'Bel-Air' Bath New In '69



The 1969 Airstream travel trailers, the most advanced yet produced, culminate 35 years of travel trailer leadership. Airstreams for 1969 represent the first major change in the past nine years of production; probably the most extensive in the company's history.

For one thing, all next year's models are one foot longer and four inches wider than last year; yet they're no bigger on the outside! Presently in production are 23, 25, 27, 29, and 31-foot-long models. All are 7 feet 8 inches wide at the floor.

Virtually every 1969 model has been benefited by other changes as well—enough to qualify as an all-new layout. New patio side galleys, new wardrobes, new appliances and accessories appear throughout the line, especially in the larger models.

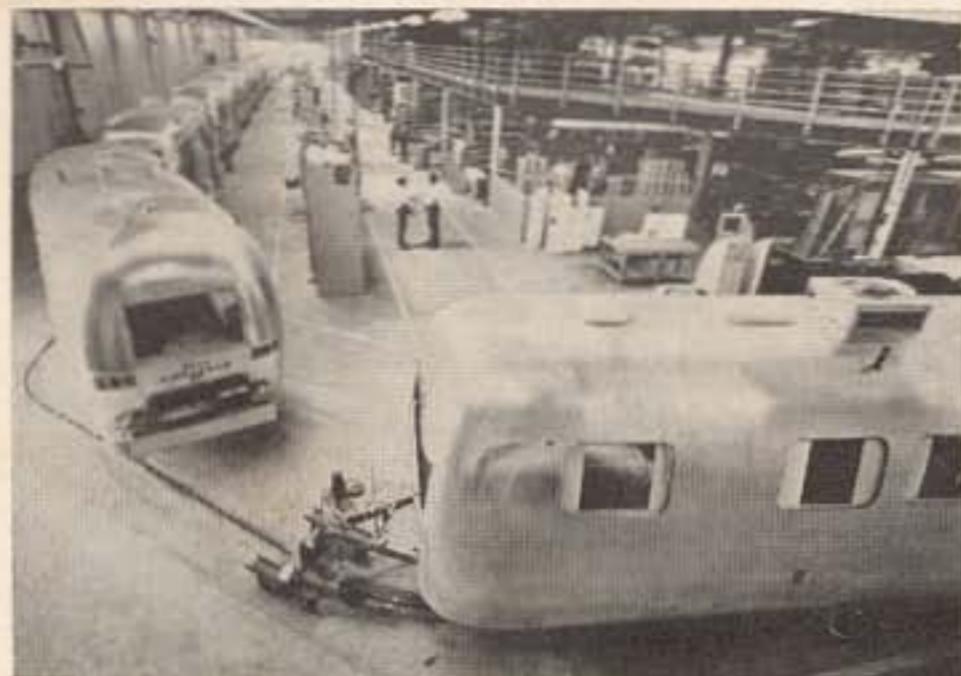
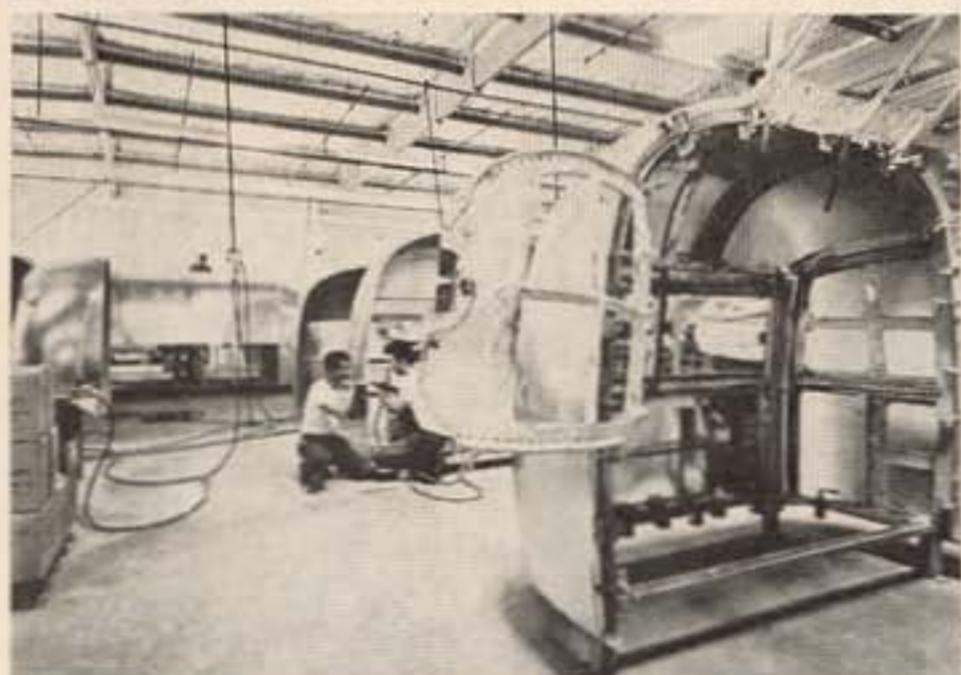
Once again, Airstream has designed a new bathroom, called the "Bel-Air" in 1969. Larger and more comfortable, the Bel-Air features

this year a larger tub and sliding shower door. The toilet is concealed under a fold-away dressing room seat of padded plastic. The new mirror runs the entire width of the bathroom and is fully adjustable at the touch. It contains built-in lights for brilliant, uniform illumination.

The new bathroom boasts 80 per cent more storage area for 1969, including a hamper for soiled clothing, an auxiliary clothes closet, and separate containers for towels, medicines, cosmetics and bathroom accessories.

A double-paneled folding "Regency" door provides full privacy for the Bel-Air.

Further information concerning the "Bel-Air" and Airstream travel trailers in general is available from Airstream, Inc., 15939 Piuma Avenue, Cerritos, Calif. 90701, or Church Street, Jackson Center, Ohio 45334; or circle 5 on the Reader Service Card. **X**



A New Approach By **AIRSTREAM**

Airstream has introduced a new model line—and we mean **NEW!** But the story behind these gorgeous creatures of travel is just as new.

In a completely new manufacturing facility in Cerritos, California, Airstream is producing its 1969 line of "engineered" trailers. The design and engineering gave birth to complete clay mock-ups and prototypes—methods more akin to the automobile and aircraft industries than to the recreational vehicle field.

Presently in production are twin and double bed models of the 23-foot Safari Land Yacht, 25-foot Trade Wind Land Yacht, 27-foot Overlander Land Yacht, 27-foot Overlander International, 29-foot Ambassador International and 31-foot Sovereign International.

Airstream has a unique approach to construction. The stretched aluminum skin is riveted from the inside to the outside, giving a neater appearance to the exterior—and Airstreams are built beginning with the outside shell and finally finished inside like an airliner. The frame, which the customer rarely sees because it is completely enclosed by the aluminum "under-belly," is constructed of tubular steel members and "beefed up" at all points of heavy traffic, such as door openings and axle housings. The undercarriage and axle assembly also are Airstream designed and engineered to provide a smooth, vibration-free ride.

The factory at Cerritos boasts an automated, continuous flow production line with a designed capacity of 50 units a week (depending on size of unit). Of particular interest to consumers is the testing performed on every Airstream while it is on the production line. Each Airstream passes through a high-pressure shower stall to detect leaks either in the exterior skin or at window and door edges. The water in the shower is treated with a chemical that shows up under a portable ultra-violet lamp. Any leaks are immediately caulked while the unit is still on the production line.

The production facilities introduced in the Cerritos factory are being installed in Airstream's existing plant in Jackson Center, Ohio, which will be capable of turning out 100 or more Airstreams per week.

Later in the year, Airstream's third series, the Special Land Yacht, will be introduced. This group will comprise at least two models, 18 and 21 feet in length. **I**