TIPPING, INC.
Creators of Distinctive
Sales Miniatures
MODELS SHOWN ON FRONT COVER

FIBERGLASS MODEL
1. Convair 880 (Wingspan: 30"")

INJECTION MOLDED MODELS
2. Convair Atlas-Centaur (Height: 19¾"")
3. Martin Titan "J" (Height: 17⅜"")
4. Kaman H43B (Fuselage length: 8⅜")
5. Hughes GAR-11 Falcon (Length: 8³⁄₈")
7. Grumman A2F Intruder (Wingspan: 13")
8. Boeing Minuteman (Height: 13½")
9. Sikorsky S-61 (Fuselage length: 13¼")
10. Towmotor Lift Truck (Overall length: 8½")
TOPPING MODELS

...The Most Effective Single Means
Of Selling Your Product and Your Company

Whatever your product—an airplane, a truck or a piece of heavy machinery—your salesmen can take it right into a prospective customer's office, let him examine it at his ease, and be assured an interested and attentive audience while pointing out its advantages.

Impossible? Not when your salesmen are using Topping Models—perfectly scaled miniatures of their full-sized counterparts. Topping's wealth of experience assures you the most effective presentation of your product. When moving parts, cutaway models, modular construction or other special techniques seem necessary to dramatize design and operational features, Topping will recommend the best method for the particular circumstances.

UNSURPASSED SALES TOOLS

Think of the power of the sales presentation using a Topping Model! Not only does your prospect hear your selling message, but it makes a lasting impression on him as he examines—even operates—one of these intriguing miniatures.

CONSTANT REMINDERS

Topping Models can also be used to work for you after your salesman has left. Many firms give them to customers and prospects, who display them prominently.
in their offices where they serve as constant reminders. There they are also seen by others in the organization, who may be unknown but important buying influences.

EFFECTIVE PUBLIC RELATIONS AIDS

Leaders of industry have found Topping Models valuable in still another area—that of enhancing their corporate image, of establishing a favorable public impression of their product and their firm.

For making the sale, keeping your name before the customer and creating a favorable public opinion of your company, no other single method approaches the 3-dimensional appeal of a Topping Model.

Based on your blueprints and requirements, we will be happy to submit a cost proposal on a Topping Model of your product. Because of advanced, specialized production techniques, these sales miniatures are relatively inexpensive.

You can benefit from the experience of the leader in the highly specialized aircraft replica field. Decide now on a Topping Model of your product. Be a leader in your field in the use of this remarkably productive sales aid.
Topping Scale Miniatures

Represent the Armed Forces' Latest

More than three out of every four aircraft and missile companies in the United States come to Topping for scale models in miniature of their latest developments.
Chance Vought F8U-3 Crusader III
(Wingspan: 9½"

Goodyear ZPG-2W Airship
(Length: 11½"

NASA-McDonnell Mercury Space Capsule
(Height: 5½"

Convair Atlas-Mercury
(Height: 17¼"

Sikorsky HSS-1
(Fuselage length: 11"

Martin Titan
(Frame Dimensions: 12¾" x 15¾"

Chance Vought Regulus II
(Length: 16¼"

Grumman WF-2 Tracer
(Wingspan: 20½"

U.S. NAVY

UNITED STATES
Topping Models Serve Military and Government Needs

To aid in planning and training operations, Topping Models of new airplanes and missiles are often dispatched to key government and military personnel, and to air bases all over the world, as soon as the prototypes are released.
Avro Avrocar
(Diameter: 9"

Lockheed Q-5
(Height: 9½"

McDonnell F-101A Voodoo
(Wingspan: 6½"

Sikorsky H-37
(Fuselage length: 14"

Convair Atlas D
(Height: 15"

Fairchild F-27 Friendship
(Wingspan: 10½"

Douglas Thor
(Overall height: 15⅛"

Grumman F11F-1
(Wingspan: 9½")
Since 1943, Topping has produced well over two million scale models for American industry—and acquired unmatched experience in this specialized field.
Topping Models stand alone in their ability to establish company and product recognition.
American Industry Finds

TOPPING MODELS
Versatile, Powerful Sales Aids

Manufacturers of industrial and consumer products alike have made Topping Models an important part of their overall company and product promotional efforts. In addition to being faithful replicas of the prototypes, many provide mechanical movement which effectively brings out the various features of the products, gives sales points unsurpassed impact.

The undeniable ability of Topping Models to arouse interest and create a favorable selling "climate" has been used in many ways. In some firms, the model plays a major role in the salesman's presentation to a prospective customer. In others, models are furnished to wholesalers and/or retailers for display. A few companies have used Topping sales miniatures for phenomenally successful direct mail programs to selected lists. Many concerns give them to their customers after the sale, to build good will and serve as a powerful reminder of their products and services.

Quite a few have used a combination of these methods. All have found Topping Models to be remarkably effective aids in selling products and services and in enhancing the corporate image.

White 3000 Series Tractor with Tandem Axle Trailer. Cab tilts on its frame, showing easy access to engine beneath the seat. Consists of detailed engine, transmission, differential, booster springs, saddle tank and fifth wheel. Model measures 14" long by 4½" high by 3" wide.

Accurately scaled working model of 18' Chris Craft Riviera Runabout. 2-cylinder water-cooled geared engine turns up 15,000 rpm. 36" mahogany hull has luxuriously upholstered red leather seats and chrome plated hardware.

New Idea Farm Implement Company
Manure Spreader. As the miniature is pulled behind a model tractor, the shredders and beaters operate as in the prototype. 1/20 scale.

New Idea Single Row Corn Picker. Complete with wagon elevator, can be tilted like the full-sized equipment. 1/20 scale.

Youngstown Dishwasher actually operates, by means of water pressure from a faucet. High speed rotation of the Jet Tower, washing the colorful miniature dishes, can be viewed through the transparent lid. ¼ scale — about 5½" high.
Replicas of the Republic Kitchen Cabinets can be arranged in limitless combinations on adjustable walls allowing the customer to visualize the exact appearance of her new or modernized kitchen. 1/16 actual size.

Ferguson 30 Tractor and Disc Plow, showing the Ferguson method of attaching implements. Disc Plow can be raised and lowered. 80 parts. 1/13 scale.
When Quantities Are Small Or Sizes Are Large...

TOPPING Fiberglass MODELS

Topping, Inc. has developed a unique type of mold and certain special production techniques which make it possible to produce scale models in quantities too small—or sizes too large—to justify the cost of hard steel tooling.

Fabricated of epoxy-impregnated fiberglass, these models are strong, durable and beautifully finished. A Topping Fiberglass Model may receive as many as ten coats of surfacer and paint. Wet sanding and hand rubbing give the replica a soft, attractive luster.

The light weight of Topping Fiberglass Models relative to their size results in appreciably lower shipping costs—an important by-product of this method of production.

If you need only 5 to 150 models—or if your requirements call for large dimensions—Topping Fiberglass Models are your answer. We'll be happy to work with you on your problems and quote on your requirements.

The photographs above compare Topping's fiberglass and injection-molded versions of the same prototypes. In each case, the fiberglass model is the larger.

From left to right: Convair B-58 Hustler (lengths 9" and 18½"), Lockheed P3V-1 (wingspan—14" and 27"), Bendix Falcon (overall lengths—9" and 19").
FOR SPECIAL
One-of-a-Kind REQUIREMENTS...
Topping Hand-Made MODELS

For trade shows and exhibits... for special presentations of large scale projects or equipment—wherever only one or two replicas are needed—Topping, Inc. will build them by hand, with the care and precision that has made Topping the most respected name in the model-making field.

When necessary, action can be incorporated to dramatize operating characteristics and effectively bring out design and construction features.

The models shown on this page are typical of those hand-made by Topping for occasions requiring only one or two models of a kind.

Visitors examine the model of a proposed conveyor-belt subway that may ease transportation problems in large cities. Topping, Inc., built the working exhibit for Goodyear and Stevens-Adamson manufacturers.

Here, a Topping model is used to show details of an aircraft cabin arrangement.

The feature display at the 1960 Air Force Association Convention was a 19-foot Topping scale model of the B-70 SAC Bomber, which was also carried in the 1961 Inaugural Parade for President Kennedy.

This striking hand-made model of the Sikorsky S-65 Flying Crane measures over 30" in length.
THEY'RE IN THE SMITHSONIAN...

Some two years after Lindbergh's famous flight, the newly formed National Air Museum of the Smithsonian Institution acquired his plane, the "Spirit of St. Louis." Dr. Paul Garber, Head Curator, began the acquisition of famous aircraft and models for the historic exhibit.

One of Dr. Garber's first requests was for E. W. Topping, later founder of Topping, Inc., to donate to the Smithsonian a model of the Sikorsky S-38 Amphibian, which he had built. The S-38 was a forerunner of airplanes used in early trans-oceanic passenger service. The 45-inch wingspread model is still on exhibit today and has always been a popular showpiece.

Since that time Topping has been a regular contributor to the National Air Museum at the Smithsonian. He has produced a number of exhibition models for aircraft concerns which have been included in both Navy and Air Force Exhibits at the Museum.

Here Dr. Paul Edward Garber (right), Smithsonian Curator, and E. W. Topping examine an early Sikorsky Flying Boat model and a miniature of the Lindberghs' Lockheed Sirius, used in their 1931 world tour.
TOMING'S SPECIALIZED PRODUCTION METHODS

• Produce Models of Unsurpassed Quality
• Insure Prompt, "On-Time" Delivery

Producing models which are accurate in every detail is a demanding process. Each Topping Model consists of dozens of tiny parts which must be precisely cast and finished, then carefully assembled into a sturdy unit which is authentic to paint scheme and markings.

Topping, Inc.—a pionee in the field of engineering and producing sales miniatures—has developed unique production methods to coordinate the wide range of complex steps involved, from scheduling the flow of myriads of pieces into sub-assemblies, thence into the final product.

Topping's highly skilled personnel, working with modern machinery and equipment, have rightly earned a reputation for meeting delivery promises at competitive prices.

(1) Patterns and master models made by Topping craftsmen are faithfully reproduced with machines such as this Gorton Duplicator.

(2) Modern injection molding machines make it possible to fill orders necessitating millions of component parts.

(3) Fiberglass models—unusually large replicas or those with limited quantity requirements—are carefully gone over by hand after removal from the molds to insure flawless surfaces.

(4) As many as 22 painting operations may be performed on a single model.

(5) To insure the high quality for which Topping, Inc. is known, many of the production operations must be performed by hand. Here, decals are accurately positioned and final assembly and inspection take place.

(6) Careful attention to the design of individual cartons insures against breakage, which in turn leads to satisfied customers.
Among the important corporations whom Topping has been privileged to serve are

Aerojet-General Corporation
Allison Division, General Motors Corp.
American Airlines
Avco Research & Advanced Development Div.
Avro Aircraft, Limited
Beech Aircraft Corporation
Bendix Products Div., Bendix Aviation Corp.
Berger Division, Republic Steel Corp.
Boeing Airplane Company
Canadair, Ltd.
Canadian Pratt & Whitney Aircraft Co., Ltd.
Cessna Aircraft Company
Chance Vought Corporation
Convair Division, General Dynamics Corp.
Douglas Aircraft Company, Inc.
El Al Israel Airlines
Fairchild Aircraft
General Electric Company
Goodyear Aircraft Corporation
Goodyear Tire & Rubber Company, Inc.
Gumman Aircraft Engineering Corporation
Hercules Powder Co.
Hughes Aircraft Company
Kaman Aircraft Corporation
Lockheed Aircraft Corp.
Lockheed Aircraft Corp., Georgia Division
Lycoming Div., Avco Manufacturing Corp.
McDonnell Aircraft Corporation
The Martin Co., Baltimore
The Martin Co., Orlando
The Martin Co., Denver
Massey-Harris-Ferguson, Inc.
Mullins Manufacturing Corp.
New Idea Farm Equipment Co.
North American Aviation, Inc.
Northeast Airlines, Inc.
Northrop Aircraft, Inc.
Pan American World Airways System
Qantas Empire Airways Ltd.
Raytheon Manufacturing Company
Republic Aviation Corporation
Rocketdyne, A Division of North American Aviation, Inc.
Ryan Aeronautical Company
Sabena Belgian World Airlines
Sikorsky Aircraft
Temco Aircraft Corporation
Thompson Ramo Wooldridge, Inc.
Toomotor Corp.
Trans World Airlines, Inc.
U. S. Navy Special Devices Center
The United States Stoneware Company
Vertol Div., Boeing Airplane Co.
Western Electric Co., Inc.
Westinghouse Electric Corporation
The White Motor Co.
Wright-Patterson Air Force Base

Grumman Mohawk
(Wingspan: 12\(\frac{1}{4}\) ")