

Max's success is due to 'a purely analytical mind'

(continued from page 19) Frank Bajzic, vice-president of the company and an associate of Mr. Buechler's since the early days in Canada, credits success to a particular type of mind.

"I've never seen anything like it. He has a purely analytical mind. It's like a computer.

"He also has what amounts to total recall. He can store an incredible amount of facts and call upon them when needed.

"He's a fighter and because he is a friend of mine I think I can say he attacks everything with the goal of being the best.

"In golf he has to win. The same goes for, say water polo, he is in there to win.

"There have been times, in business, when he has had to fight and I mean really get in there, and he has come out on top," Mr. Bajzic said.

Mr. Bajzic said perhaps his toughest fight was shortly after the takeover of Brethour and Morris. There have been many instances when he had to compete.

TOUGH COMPETITION

"Now we are involved with this European venture and, believe me, we have tough

competition in this market. The jet is one way to make it possible for us to communicate better but it's going to take someone like Max to pull it all together," he said.

Mr. Buechler said he finds the Scandinavians are trying to get into the Spanish development business. He also finds that Danish people living in Greenland and Iceland are keen to do business.

"I have one girl on my staff who sells to none but the Danish living there. They are like the Canadians, they make a lot of money and they like

to travel to sunny climates," he said.

Even today (Wed.) the Sabre Commander will be setting down in Spain. There is a combine wishing to talk about further development of lands along the Costa Del Sol.

"I enjoy jetting around the world and working but I must say it gives me a bit of pride to let my clients know they are dealing with a Canadian company.

"I go to Spain and the Canary Islands but it certainly is a good feeling to get back in Canada and back in Port Credit," he said.



This is Max's Jet Crew two youngsters who came out to wish Max Buechler good luck on the maiden flight of his new 550 mile per hour realty office in the sky.