

## SCOTTISH GLIDING CENTRE TARIFF 2010

	Full	Country	Student	Mid Week	Family	Cadet	Day Guest	Temp	Reciprocal	Child
<b>Membership</b> £20	£250	£215	£95	£175	£175	£55	£11	£8	SGA Free	
	+	+	+	+	+	+				
<b>Capitation</b>	<b>£31 mandatory contribution towards BGA/SGA capitation (£15 under 25)</b> All membership and capitation fees must be paid prior to flying									
<b>Hangarage</b> (includes Facilities Fee)			<b>per</b>	<b>Day</b>	<b>Week</b>	<b>Month</b>	<b>Year (or part)</b>			
	Gliders			£12.50	£50	£140	£700			
	SLMG			£12.50	£50	£150	£750			
	Power a/c			£18	£55	£160	£800			
	Unrigged Gliders			£5	£15	£50	£250			
<b>Facilities Fee</b> (included in hangarage rates)	Gliders			£3.5	£15	£43	£215			
	SLMG			£3.5*	£15*	£43*	£285 * plus SLMG landing fees			
	Free to visitors <u>whilst on site for expeditions</u>									
	Trailer in Hangar					£12	in addition to above			
	Empty trailer, stored glider, etc					£24	£120			
<b>Workshop</b> (Per aircraft or part)	Free for first 20 days each year									
	Thereafter			£4	£16	£48				
<b>Caravan/Motorhome/Tent</b>				£4	£17	£51	£255			
	Casual electricity (if avail.)			£2						
<b>Launching</b>	<b>Winch</b>			£7.70	(Practice failure reduced to £5.70 for club members until 31 <sup>st</sup> Dec)					
	<b>Aerotow</b>		<b>Up to 2000'</b>		<b>Each extra 500'</b>	<b>Long Tows (/min)</b>				
	Standard			£28 *		£3.50*	£2.50*	but not less than height charge		
	Member's Subsidised Rate			£22 *		£3.00*	£1.80*	* <b>plus current fuel surcharge</b>		
<b>Flying Charges</b>	<b>Club Aircraft</b>			K21 and DG505	40p/min	max. £60 per flight				
				Junior/Discus	40p/min	max. £60				
				Tug	£2.50/min (£1.80/min memb discount rate) + s' charge					
				Cadet Rate	£4.75/flight (includes winch launch and first 30 mins.)					
				All club gliders before 10:00 @ 18p/min						
	<b>Comps/Expeditions</b>			K21/DG505	£240/week	£48/day				
				Junior/Discus	£185/week	£37/day				
<b><i>Any pilot not logged down at the end of the day will be charged for flying until official last landing</i></b>										
<b>Landing Fees</b>	Commercial Balloon			£50						
	Power			£8	(£3 on SGC business)					
	Microlight			£4						
	SLMG			£3						
<b>Trial Lesson</b>	£70 including launch of up to 2500' and up to 20 min flying time Extra flying time or higher aerotows may be taken and paid for at club rates if there is sufficient capacity. If full membership is taken on the day of flight, the flight will be charged at club rates									
<b>Mini Course</b>	£150 One to three ab-initio to instructor ratio. As much flying as can you can fit in off the winch in a day. All extras at club rates.									
<b>1 Week Courses</b>	Intensive Pre Solo	£350 capped	refund if flying fees < £240 <b>SGU members</b>							
		£450 capped	refund if flying fees < £240 <b>Non members</b>							
	Intensive Post Solo	£80 + flying fees	<b>SGU members</b>							
		£180 + flying fees	<b>Non members</b>							
	Group/Family Intro.	£2000 (4 people), £2250 (5 people) refund if flying fees < £635								
<b>Booked Flying</b>	Full day	£20.00 + 15% surcharge on launch/flying fees ( <b>SGU members</b> only) £30 payable for late cancellation / no show £30 for Falke Flying (no surcharge on flying fees)								

See over for explanatory notes

## Tug Fuel Surcharge effective from 1/6/10 until further notice

Additional cost per aerotow	£2.25
Adjustment to 500' increment	£0.75
Additional cost per minute – aerotow retrieves	22p
Additional cost per minute – ferrying or tug pilot training	22p

### Current Rates

	Standard	Members Discount
2000'	£30.25	£24.25
Per extra 500'	£4.25	£3.75
Flying per min	£2.72	£2.02

# Explanatory Notes

## Membership Categories

M, N	Full	
M, N	Mid Week	On an experimental basis, from 1/4/09 Mid Week Membership will permit flying from Monday to Friday (formerly Monday to Thursday). A minimum of twelve months notice will be given before reverting to 4 days per week. Any flying outwith these days will incur a day membership fee of £10.
M, N	Family	Family membership rate applies to 2 <sup>nd</sup> and subsequent members of the same household.
M, N	Country	over 100 miles from Portmoak as the crow flies
Y	Child	Full member's children under the age of 16 may fly with their parent without incurring the day membership fee. Flight to be charged to parent's account. A Day Membership form (I001 must be completed).
L	Life	No longer available
H	Honorary Life	Awarded at Board discretion
S	Young Pilots	under age 21 at time of renewal or in full time education and under 25
K	Cadets	under 18; consult board for eligibility
T,V,O	Temporary	BGA or overseas gliding club members only
R	Reciprocal	full SGA members flying on a casual basis only
E	EUGC	pre-solo membership included in group scheme
U	University	pre-solo membership included in group scheme
W	Walking On Air	

Life, honorary, country, mid week, family, student, cadet and WoA members enjoy the privileges of full members

## Day Guests

Members may bring along an unlimited number of day guests, who will be charged a day membership fee of £11 and allowed to fly all day at club rates (subject to the same restrictions as members; flying list, etc.). A form I001 must be completed for each day guest. No single guest will be allowed more than 3 visits per annum. All flights are to be logged to "I001" and the host member's account number to be written on the log sheet in place of the voucher number. The flight and guest fee will be charged to the host member's account. Group air experience flying will continue to be charged at the standard trial lesson rates.

Day guests brought on site by members to fly in privately owned two seat aircraft (gliders, motor gliders or powered aircraft) will be charged the same £11 fee, but will not be limited to 3 visits per annum.

Subject to board approval, former members may be allowed day membership from time to time.

## Hangarage

Casual hangarage available only at board discretion by prior arrangement

Fee includes free trailer parking

Powered aircraft may be based on site only by glider pilots of bronze C standard and with board approval.

Power Pilots must be approved by the CFI and are required to remain current in gliders.

## Workshop

It is intended that the club workshop should be available to members for routine maintenance and minor repairs free of charge. Charges will be applied after 20 days occupation in order to encourage members to complete work promptly and make space available for other members. If aircraft are removed from the workshop during breaks in maintenance activity, only the days in which the aircraft is in the workshop will be charged.

## Caravan/Motorhome/Tent

Caravan Site Rental available to full club members only by arrangement with caravan site committee, subject to a minimum of 10 hours flying per year.

Visitors may be offered short-term parking adjacent to the caravan site only by prior arrangement.

## Security of Members' Property

Please note that property, eg. all aircraft, trailers and caravans, etc is brought on to site at the owners risk. The board reserve the right to move any property without notice if it becomes a hazard or an obstruction or if it is felt that the property is endangered.

## Aerotows

Release heights are recorded by the Tug Pilot

The subsidised rate for members' aerotows has been introduced to encourage currency in aerotow

## Glider Hire

**Competition/Expedition rates are payable for every day the glider is off site regardless of the amount of flying achieved. Available only with prior board approval.**

## Booked Flying

Booked flying is intended to allow a maximum instructor to student ratio for rapid progress. In Summer, each full day session comprises three students working with a dedicated instructor and aircraft. The second and third students are essential in order to launch and retrieve the first student. Students booking for this type of flying must ensure that they are available for the whole session in order for the system to work. In Winter, the full day encompasses as much of the day as daylight and weather permit, but student numbers are reduced to two in order to compensate for the shortened flying hours.

# Loyalty/Reward Scheme

## Introduction

In our efforts to minimise the cost of gliding, the SGC office is only manned for a small part of the flying week. We minimise the costs of administering members flying accounts by relying on our members to keep up to date with their payments. Balances should be reviewed using the self-help computer located in the clubhouse and any discrepancies brought to the attention of the accounts team by leaving a note in the night safe. In order to operate this low manpower system, payments may only be made by cheque or cash deposited in the night safe, or by direct transfer or standing order to the SGC bank account.

Members who keep their account in credit, or who pay by standing order at the agreed rate (renewing members only) will not receive statements by post from the SGC. These members will be rewarded with a rebate on their flying fees. Those who fail to keep their account in credit and who therefore increase our administrative workload will not qualify for this rebate.

One of our best marketing devices is the enthusiasm of our members. When a member introduces a new member to the club, we have our greatest chance of retaining that new member. When such introductions result in a long term membership, we wish to reward the member making the introduction.

## Rebates on Renewal

### **Flying Fees**

Upon payment of membership renewal for any twelve months, 10% of a members flying fees (all launches & air time on SGC operated aircraft) for the preceding twelve months will be credited to the account towards flying fees. This credit is only payable upon membership renewal and is not refundable if membership is subsequently terminated. It may be transferred to the account of a newly introduced member to encourage their flying. Note that air time invoiced for non SGC aircraft will not earn any credit (i.e. Falke, WA1).

These credits will be applied to members' accounts after next renewal provided the following conditions are met during the preceding year:

1. Any debt remaining must be cleared by the renewal date.

#### **AND EITHER**

2. All annual charges (membership, hangarage, trailer & caravan parking) are paid in full within one month of the renewal date and the account is kept in credit throughout the whole year (balances will be checked regularly).

#### **OR**

3. Payment is made by STANDING ORDER (Renewing Members Only)

The total fees for the year may be paid by standing order, the amount of which will be calculated by the treasurer based on the previous years flying activity and taking into account all annual charges.

Where flying charges vary significantly from predicted, standing orders may be modified at the request of or by agreement with the treasurer. Alternatively, a lump sum payment may be requested.

Provided that the agreed standing order is in place for the full 12 months and any debt is cleared at renewal date, these discounts will apply and rebates will be credited to accounts by the renewal date.

**Where aircraft/caravans are syndicated, the named syndicate treasurer will only earn his flying rebate if the syndicate account adheres to the above conditions.**

### **Membership Introduction Rebate**

Where a member introduces a new member to the club and that new member subsequently renews for a second year of membership, a credit will be made to the introducing members account as follows:

Full	£50
Country	£50
<25	£50

In order to qualify for these credits, the introducing member will need to annotate the new applicants application form "Introduced By *J. Bloggs*" on the day of joining. They will be expected to act as mentor/buddy throughout the first year in order to encourage the new applicant to survive the Portmoak system!