

Schofields Flying Club

Member Information Pricing and Reward Schemes for 2006

Dear Member,

As you know, the General Aviation industry is facing a number of pressures from the regulatory environment, the wider economy and from the specifics of airfield operating rentals and charges. Our corner of the world is not immune from these pressures, and you would have read a lot about the impacts felt by capital city GA.

At Schofields Flying Club we run a business just like anyone else. We are here to provide attractive services to you, our members, and to ensure the sustainability of our operation in its trading environment. As part of this we have revised some aspects of our aircraft pricing effective 1 January 2006. You will notice also that our Membership Fees have also been revised. This note serves to give you a bit of background to these changes, and also to advise some good news in the extension of various "reward" offers to you.

Flying Rates

Did you realise that our base rates for Archer SFR, Warrior SFK and Arrow JRY have been maintained at current levels since February 2003? Our "blue tail" Warrior and Cessna rates have been in place since June 2002. From Jan 1 2006 the "blue tail" aircraft will increase in base private hire rate by a modest \$5/hr. Our "new" Warrior SFK will increase by \$10/hr - still great value. On the positive side, the base private hire rates for Archer SFR and Arrow JRY will remain unchanged, as will be the case for most of our on-line aircraft.

One effect this has is to equalise the private hire rates for SFR and SFK - both IFR aircraft with modern GPS equipment. The Arrow is full IFR with GPS and is a small step up the price scale to enable you to upgrade to CS/retractable economically and get the advantages of this great touring aircraft. If it is cheap flying you want, our little Cessna JGJ at \$125/hr private hire is huge value for an aircraft looking "as new". You can choose to stay current or just do some regular flying in the Cessnas - they are perfectly capable GA types and fine for a scenic with you and 1 passenger. Ever tried it?

The fuel levy process has helped us keep rental rates low while accommodating the massive volatility that these costs have shown over the last few years. This will continue unchanged.

Instructor rates will increase across the board by \$6/hr, reflecting recent movements in their award. We have a great group of instructors and we want you to have the benefit of their dedication.

VETAB rates will change in proportion to the above for those of you enrolled in full training courses.

Membership Fees

From 1 January 2006 Annual Flying Membership will move to \$175. This helps us keep the rental rates

modest, and of course the more you fly the more you benefit. Outstation Membership moves up a little to \$50 - remember to come and visit when you are in town folks, it is always good to maintain the relationship. We have been able to hold our Associate Membership at \$30 to recognise those members who are pleased to be part of our community yet not active in flying.

For our Flying Members whose membership is due on Jan 1, if you renew your membership by 31 January 2006 you will automatically enter a draw for 1 hours flying in Warrior SFK.

Reward Schemes

We know you like to fly and we also know that you would like to fly more often and do the occasional trip. We would like to give you a "reward" for doing just that by making a contribution to your flying account at Schofields Flying Club. That way you can reduce the "out of pocket" for some future flights.

How does it work you ask? There are 3 ways :

1. Over the year 2006, once you have flown 10 hours private hire with us in whatever aircraft you choose you will automatically be credited with \$100 to your flying account. This is a one-time reward over the year and applies to the first 10 hours only. Just think, this is a couple of navs, a scenic or 2 and maybe a Club Comp. Easy.
2. If you fly a dual nav mid-week, you will receive a credit of 5% of the aircraft hire component of the flight straight into your flying account. This will apply to any aircraft you choose to fly.
3. If you want to go on a trip or even one of our flyaways in the aircraft of your choice, this is for you. Any private hire over 5 hours duration will attract a reward of 5% for the component of the flight over 5 hours, credited to your flying account. Thus (say) a single 12 hour trip over a week could earn you 5% of 7 hours at the going rate for that aircraft. PLUS the benefits of point 1) above!

We stress that these offers are cumulative, you can benefit from any or all of them over the year. The clock resets to zero at 1 January 2007, but your "rewards" remain in your account as long as your membership is current.

Current schemes for Club-only aircraft are superseded by the above. We will not be offering a discount to new pre-payments but those who have already prepaid can continue to use the original terms of course.

In Conclusion

You will have seen that we have tried to combine modest increases in our flying rates with benefits for you when you fly. Your membership provides a great Club atmosphere with all the support services and trimmings to make the flying experience for you and your passengers as enjoyable and convenient and possible.

We aim to be super-competitive on value, not just price, and we hope to keep it that way for you.

We look forward to having you with us in 2006.

Mike Allsop
President