

Gliding Advanced Payment Scheme

Background:

The ASC has operated “bulk flying schemes” for gliders for many years, with different conditions at different times. All have been aimed at encouraging increased use of club-owned gliders by giving a discount to those who fly a lot and who pay “up front”. Getting a discount for bulk purchase is of course very common in business. The current scheme, though initially successful, has not been well utilized for the past couple of years. It has also been clumsy to administer, being based on hours. The Gliding Operations Group is keen to refresh and re-publicize the Gliding Advanced Payment Scheme, to entice members to commit to flying our club gliders. Accordingly, a revised scheme has been designed based on a participating member’s funding input.

The offer:

- Applies to any glider in the club fleet.
- All gliders are charged at the regular flying fees.
- Two levels to the scheme:

SCHEME 1 PREPAY \$1500 AND RECEIVE 20% BONUS (\$300) TOTAL \$1800
SCHEME 2 PREPAY \$2500 AND RECEIVE 30% BONUS (\$750) TOTAL \$3250

- The member selects the bulk flying scheme of their choice and then pre pays the cost into their flying account. The member has 12 months from the purchase date to use the prepaid amount. Once the prepaid amount is spent the member will then receive their bonus. The bonus must also be used within the same 12 months.
- If a member does not use their original investment in the 12 month period they will not lose their own money, but they will not receive a bonus. If the bonus is not used within the 12 months the unused bonus will be forfeited.
- All moneys (both the member’s own funds and the bonus) are for glider hire only. Tugging still needs to be paid at full rates.

To take the offer up:

Simply contact the office on 8522 1877 or email at adsoar@adsl.on.net to make the arrangements.