



Training glider options

Basic Choices

- New or Used
- Basic, Aerobatic, X-Country
- Sustainer, Self-Launcher

Repair GPK?

- Damaged, but not a write-off
- \$55,000 approximate repair cost
- plus unknown work to extend life within a couple of years



New ASK 21

- Needs trim kit for spinning
- Proven (but old) design



New DG 1001 club

- Lots of options
- 20 m Wing tips for X country
- Trim box for spinning



New Perkoz

- Puchacz replacement
- Changeable wingtips
- 3000 hr certified life
- 120000 design life
- Polish engineering?



Cost of new glider

Glider	Perkoz	ASK 21	DG 1001
Base Price	\$121,029	121,029	\$129,382
Options /Instruments	\$40,016	\$25,535	\$46,187
Allowance for Importation Cost	\$15,000	\$15,000	\$15,000
Glider Cost	\$176,046	\$161,565	\$190,569

Glider Revenue

- **Members rates**
 - \$0.90 per minute / 1.15 GST
= **0.72 per minute**
- **Trial flight glider rate varies:**
 - Typical \$180 - \$72 aerotow = \$108 / 1.15 GST / 30 minute
= **\$3.13 per minute**
- **Last year – average all 5 gliders**
 - sum of glider revenue + 60% of vouchers + UFS comes to \$38,525
= **\$1.58 per minute**

Annual cost of new glider

Glider	Perkoz	ASK 21	DG 1001	
PMT \$50k down, 5%, 15 yrs	\$12,144	\$10,748	\$13,543	per yr
Insurance (6%)	\$10,563	\$9,694	\$11,434	per yr
Operating Cost	<u>\$4,000</u>	<u>\$4,000</u>	<u>\$4,000</u>	<u>per yr</u>
Annual Cost	<u>\$26,706</u>	<u>\$24,442</u>	<u>\$28,977</u>	<u>per yr</u>
Annual Usage	278	255	302	hrs
Cost/min	<u>\$1.60</u>	<u>\$1.60</u>	<u>\$1.60</u>	<u>per min</u>

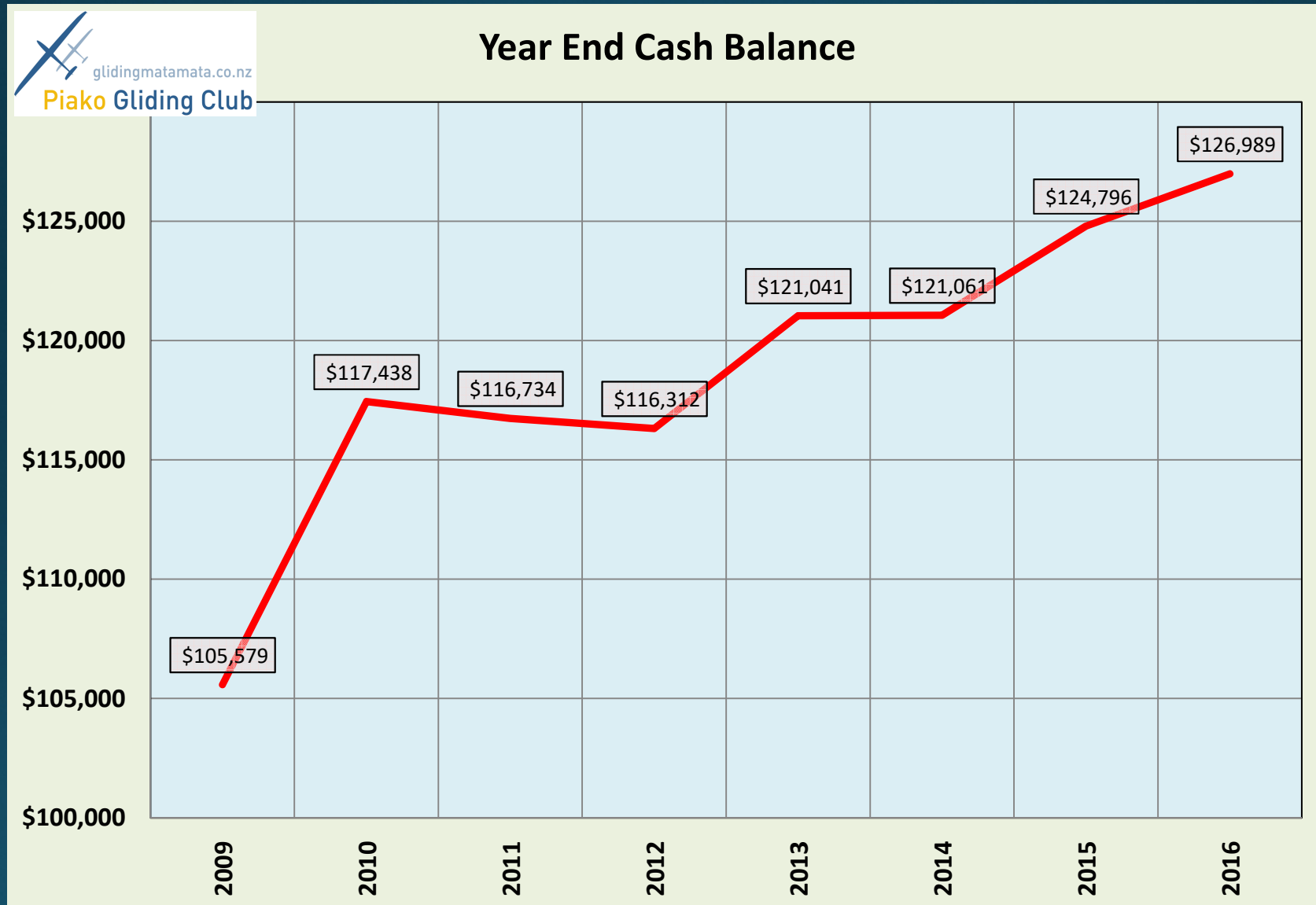
Recent history of PGC twins

Year	Combined Hours	Maintenance Cost	Maintenance Cost/min
13-14	263	\$ 4,159.62	\$ 0.26
14-15	216	\$ 15,817.76	\$ 1.22
15-16	280	\$ 10,766.43	\$ 0.64
Avg	253	\$ 10,247.94	\$ 0.71

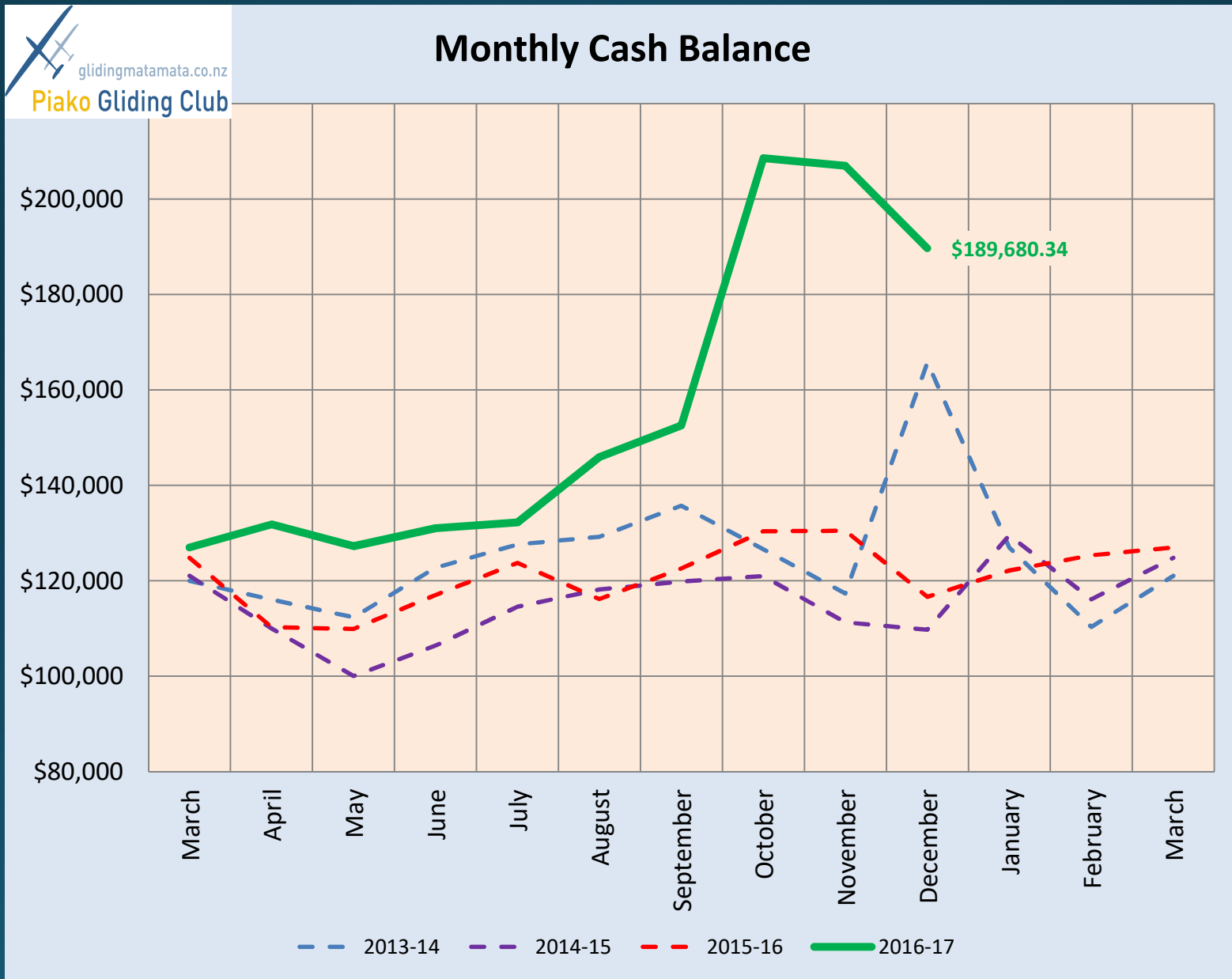
Used glider options

<u>Model</u>	<u>Year</u>	<u>Hrs</u>	<u>Estimate</u>	<u>Model</u>	<u>Year</u>	<u>Hrs</u>	<u>Estimate</u>
Arcus T	2011	300	327,018				
Duo Discus	2008	470	239,697	DG-505	2006	1700	145,352
Duo Discus XT	2007		239,298	Janus CT	1991	3050	141,212
Duo Discus T	2002	393	236,901	DG-500M	1992	1570	139,718
Duo Discus T	2002	4004	206,364	ASK 21	1981	4875	113,182
Duo discus T	2003	535	188,310	ASK 21	1988	2495	108,636
				Twin Astir	1978		56,842
Tauranga Puchacz			35,000	Twin Astir	1980	6900	45,758
Auckland Puchatec			?	KR-03 Puchatec	1989	5014	42,727
Kaikohe Twin Astir			?				
Kaikohe Janus M			?				
Thames Janus			?				

Club Finances – recent surpluses



Cash Flow



OPTIONS

1. Purchase repaired GPK
2. Operate with only one twin glider
3. Continue to lease GEO from Tauranga
4. Purchase new high spec glider
5. Import used glider from overseas
6. Purchase used twin glider in NZ, e.g. TGC Puchacz
7. Purchase 2 used twin gliders in NZ – dispose of GPC