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# Uni Gliding

June 2006

The Official Journal of the Adelaide University Gliding Club



Nick Gilbert in his Cirrus 'C2' overhead Stonefield.

Photo: Tom Wilksch

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### QUOTE OF THE MONTH

*'I can't think of a quote of the month'*

Newsletter editor at midnight the day after the newsletter was due out.

## Editorial

Sarah Allen

Hi everyone and welcome to winter! Although it is winter this month has seen an improvement in the weather, if only marginally, with a higher number of longer flights achieved. A lack of single seaters hasn't deterred members which is great to see and vital to the training of the large number of trainees we have at the moment. Great to see so many enthusiastic new people—keep it up guys!

West Beach is as busy as ever with the normal pre-Flinders rush to get TX and QZ form 2's done, thanks to everyone for all your help and I know those of us going to the Flinders appreciate your hard work. Pie cart work has slowed down so lets not lose enthusiasm, the harder we work on it the sooner we can have a brand new shiny pie cart to spend the rainy circuit days sitting in!

In flying news we had Mark Tyler gain his back seat and passenger rating, Alan Wiseman converted to the Bergfalke and new members Nick Gilbert and Heath L'Estrange both gained their winch ratings. I hope I haven't forgotten anyone's achievements although I probably have so if I have forgotten anyone let me know!

In sporting news we still have the monthly SAGA Winter Lecture series. This month's topic is 'Personal Task Setting with an eye on the Weather' presented by accomplished pilot Andrew Wright and current Australian Multi Class Champion, Terry Cubley. These lectures are definitely worth making the effort to make, providing not only priceless expertise but motivation for the summer.

Still in the world of sporting currently running in Sweden at the moment are the World Gliding Championships. Check them out at [www.wgc2006.se](http://www.wgc2006.se). The two Australian pilots are Tony Tabart in 18m class and Shinzo Takizawa in Open class and some may remember German glider pilot, Michael Sommer, who came to Nick's 30th party a few weeks ago, also competing in Open class.

Finally, although it should probably come first, thanks to all those who sent me articles and photos for this months newsletter, keep them coming! There are going to be lots of stories to be told from the Flinders Trip so watch this space.

I'd also like to apologise to Greg Newbold for not publishing the entirety of his 'Strategic Planning: Pt 4' article last month - I'm still new at this job, so that's why there are both 'Strategic Planning' parts 4, published in its entirety, and part 5 in this issue. With any luck it won't happen again!

Happy flying and lets hope we get wave at the Flinders!

Sarah



The Ventus at Joeyglide 05.

# June 2006



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
			1	2	3 Go gliding!	4 Go gliding!
5 Help at West Beach	6 Help at West Beach	7	8	9	10 Go gliding! Flinders Ranges Flying Camp	11 Go gliding! Flinders Ranges Flying Camp
12 Go gliding! Flinders Ranges Flying Camp	13 Help at West Beach	14	15	16	17 Go gliding!	18 Go gliding!
19 Help at West Beach	20 West Beach BBQ Help at West Beach	21 SAGA Winter Lecture Personal Task Setting	22	23	24 Go gliding!	25 Go gliding!
26 Help at West Beach	27 Help at West Beach	28	29	30		

## President's Report

Derek Spencer

I would like to start by saying thanks to everyone who helped out recently at our sausage sizzle Try 'n' Fly promotion at the Adelaide University. In particular, a big thanks to Anne Philcox for her efforts in organising the event.

We had an excellent response with over 300 sausages sold. The immediate benefit is the profit to the club, but more importantly, the interest and awareness generated by our presence will help sustain and grow the club in the years to come. Well done. The next Try 'n' Fly weekend will be on the 1st and 2nd of July, so please put these dates in your diaries and help show our visitors how much fun flying can be.

On the topic of club promotions, Frank Fonovic and Anne Philcox have been chasing up the possibility of AUGC participating in the Jamestown Airshow. This is a massive event and having the opportunity to show ourselves to a huge audience shouldn't be missed. I'll be keeping you informed of developments over the coming months.

Since GMI returned from the Junior Nationals in late December 2005, its trailer has been undergoing a major rebuild. I have been working on this project since the start and it has been a challenge to get it ready in time for the Flinders. It wouldn't have got this far if it wasn't for the tremendous help of Mark Tyler, so

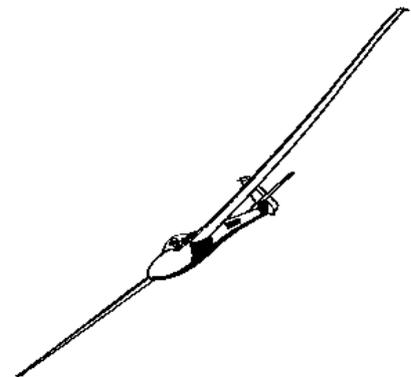
please, next time you see him, give him your thanks. We had another birthday recently. Jennifer MacDonald celebrated her 26th at Stonefield. The food was great, the cake was better and the lighting of the 'candle' was just spectacular! I'm also pleased to say that the efforts to tidy up afterwards was excellent.

It was great to see James Dutschke in KYR on the front cover of the latest edition of Soaring Australia. Another awesome photo by Justine Thompson and another front cover to AUGC/BVGC, so keep those cameras clicking.

Until next month, have fun and fly safe.

Cheers,

Derek Spencer  
President AUGC



## CFI Report

Mark Newton

### Weak Link Selection

Derek Spencer has recently fitted "sister clips" to each end of AUGC's weak-link holders. That provides for a fairly simple method of swapping weak links as various gliders line-up at the launch point.

We've subsequently made the observation that some gliders have been launched with the incorrect weak link. Launching the Puchatek on the wrong weak link will inevitably break it, launching other gliders on the Puchatek's weak link will create the potential to overstress the glider.

We obviously don't want that, so we've made a small modification to the way our winch drivers clean up the

cable at the end of each launch: Rather than winding the trace around the winch swing arms, winch drivers should now be *disconnecting the trace* and tossing it into the winch cab. When the cables are reset after each pair of launches, tether them at the launch point in the usual way and leave the traces sitting on the ground off to one side.

That should force the launch crew to think about the weak link when they're connecting it to the trace. Our observations since this change was implemented have been pretty positive, so hopefully it'll be a success. As an extra bonus, cleaning up the cables at the winch end after each launch now takes a lot less time and has a much lower tendency to result in fingers cut on bits of trace wire.

The other change pilots should be noticing is that launch crew members will tell them which weak link is fitted at hook-on time: "Blue weak link. Small ring." If your wing runner hasn't checked the weak link and told you which one they've used, don't let them hook the cable on. This verification stage acts as a double-check: The launch crew connects a weak link, and you approve it.



Bergfalke launching

# Treasurer's Report

Greg Newbold

After a dozen or so years in AUGC I now find myself as treasurer, a new experience. The club is finding it hard to enlist volunteers for its executive roles, let alone airworthiness and volunteers for many of the tasks required to run the club. Somehow we have got to simplify things.

The transition from Anthony Smith to me has not been made easy by Anthony's travels overseas the day after the AGM, however Anthony, Trent and Igor have maintained and sustained the club accounts in good shape and brought me up to speed on using the AUGC Access database (being the novice user I am). Thanks to Anthony, Trent, Igor and Mark T, who have taken some of my burden by answering your enquiries. I am especially grateful as during May I spent a fair few days bed bound, or interstate.

On the financial front; the club has a very healthy bank balance. However, there have recently been a few unexpected expenses and some scheduled expenses in the near future will rapidly erode this balance.

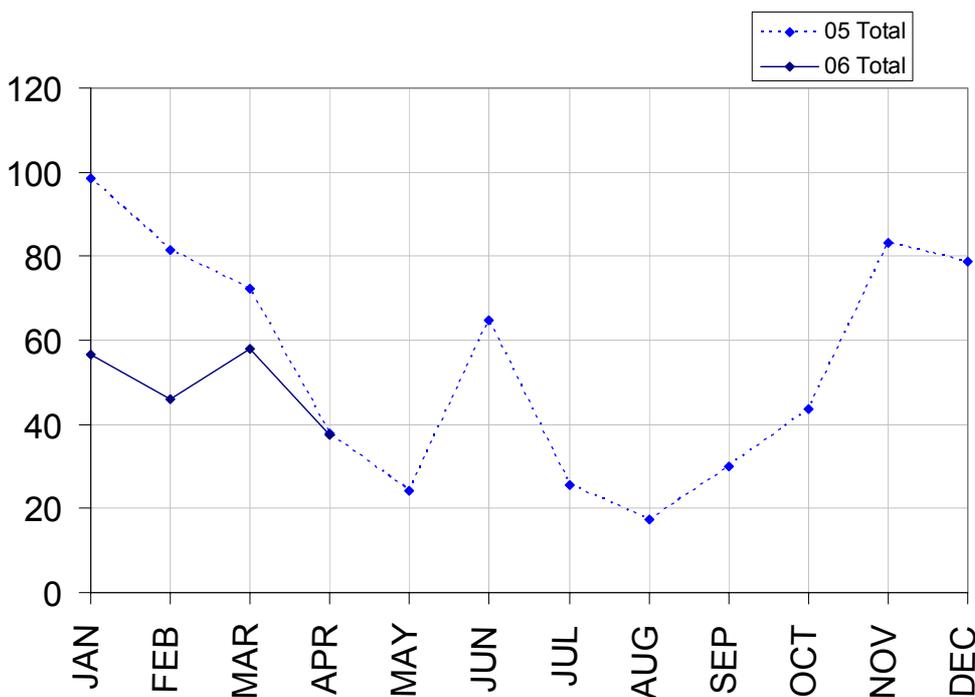
This may mainly be attributed to a general decrease in flying activity compared with last year, see the chart below (which is reflected by the cut in hire rate for the Bergfalke), the uncertainty associated with the Motorfalke engine overhauls (for which the club must maintain a significant reserve of \$7,500), the insurance excess associated with repairs to the Pik and the initial payment for the airfield.

It is now necessary to forecast our operating expenses, to ensure a positive cash flow. A 3 month rough forecast made for May- July suggests the club

does not have sufficient funds to meet all forecast payments. However, the exact timing and amount of all invoices is unknown. So, I would appreciate reasonable caution when making purchases on behalf of the club, and to notify me at [treasurer@augc.on.net](mailto:treasurer@augc.on.net) as soon as purchases are made, so that my budgeting may be accurate.

In the past the club has been able to operate with minimal cash reserve, due to the AUSA operating and capital grants. Whilst some financial support from the AUSA is forthcoming in 2006, none is guaranteed in the future. It is likely that any cash reserves that the club possesses in the short term future will be invested in relocation of AUGC's hangars, sheds and clubhouse from Lochiel to Stonefield, on AUGC establishing a share in it. This would be a priority due to the costs the club incurs hiring private hangar space, however it is hoped that this will also be supported by a SA Dept of Rec. and Sport grant recently filed by Redmond Quinn. The aircraft replacement provision is therefore far from being a reality. Any provision that the club makes for aircraft replacement is unlikely to be available for some considerable time. The concept of retaining a percentage of aircraft income for this purpose is fine, however this does not reflect our spending priorities. Whilst the club is not budgeting for it, is not producing an operating surplus and there are other spending priorities, the figure is meaningless.

I hope that you all enjoy the Flinders Ranges flying camp and that plenty of flying is had by all.



# Strategic Planning: Part 4.

Greg Newbold

## Identifying a club structure to deliver flying.

The club has previously held various forms of strategic planning sessions and developed action plans, which included fleet purchases, facility improvements and culture & marketing changes. However, "A vision without resources is just a hallucination". The club has never determined what actions should be prioritised, whether the club has sufficient resources to achieve all that it hoped (or planned) and whether these achieved the desired outcomes.

For example, AUGC, and a number of private owners, have a proud history of rebuilding, restoring and refurbishing aircraft. However, sometimes the club has bit off more than it can chew. For example, AUGC has sold one wreck it intended to rebuild (a Bocian) and sold another aircraft it expected it would refinish (a Super Arrow). The club made decisions based on the best available information at the time, which was that things would continue much as they had in the past, with strong support for airworthiness. However, times changed and club members were not so enthusiastic about these projects.

Now, more than ever, AUGC is in a state of change that will determine the future success, or failure, of the club. Whether we develop a strategic plan and identify actions that are focused on developing the club or not, it is important that we considered if this is robust

against future scenarios.

The next question is to determine if we can develop a viable club. A starting point for this is the question "if our market saw us as a make of car, which would it be?" that was already asked. This conjures up many ideas about the profiles of different clubs and the parameters that distinguish them. The many parameters that might be imagined could be grouped to give us just a few parameters to describe all gliding clubs in the market place (in no particular order):

- Marketability issues including strategic location and public awareness
- Membership as a resource to operate the club
- Visitors as a sources of AEF's and trainees
- Airfield facilities as a basis for growth
- Fee \$ structure
- Flying as a product

Others not considered here???

Next we could break these down to a broad set of levels that represent the range of possible gliding clubs, which are shown in the following table. The interpretation here is a very simplistic picture ...maybe members really should be two separate and disparate parameters that might be members skills and members expectations. The "product" might include (without defining

Parameter ► Level ▼	Fees (\$)	Public Awareness	Visitors	Members	Facilities	Product / Others???
1	\$1: cover the full cost of professionally maintained fleet and facilities	A1: a high profile location, which the public readily identifies as a place to go and try gliding	V1: able to book a high value dedicated AEF package (minimum time guarantee)	M1: just turn up and fly, low member input, no expert skills	F1: a large well appointed multi-use aerodrome	???
2	<b>\$2: maintain and improve assets using a volunteer workforce</b>	<b>A2: close to a large target population base, but not well known</b>	<b>V2: welcomed and encouraged to be part of the daily operation</b>	<b>M2: only fix what is absolutely necessary to fly. Islands of expertise</b>	F2: well established but solely for the gliding club	???
3	\$3: cover operating costs only	A3: in a remote location with low target community awareness	V3: visitors interrupt the routine operation of the club	M3: a select few members hold the club together	<b>F3: the minimum required for a gliding club</b>	???
4	\$4: fees do not maintain bank balance		V4: not viable or are discouraged		F4: airfield only	???

levels) fleet (new and old/performance and training), type of flying (training or cross country) or something else, or might be discounted as all clubs basically conduct the same operations with a mix of training, cross country, joy flights and aerobatics. These are not a comprehensive list of parameters, each parameter has only been coarsely defined and so this could be further developed, which would best be done by including the views of others.

If we select a levels of each parameter we can build pictures of AUGC: \$2, A1, V2, M2, F3. It is evident that other clubs can be identified in the matrix. We might find some combinations that are mutually exclusive or not viable in the long term (M1 and \$4). Once we have identified those reasonable parameters and levels that describe gliding clubs, then we should realistically describe AUGC, and subsequently identify a club structure that would be viable to deliver the type of flying we want to offer and the means to deliver it.

For example, Waikerie have shifted from \$1 to \$3 in order to build membership levels, but probably intend to end up at \$2. F4 is great for a camp but not for a weekly flying operation, though that is how AUGC started out at Lochiel and would have returned to that level should AUGC have chosen to move our operation to a green-fields airfield site.

What would be a viable configuration for AUGC: A student maybe can't afford \$1; it would require \$2 to achieve a shift from F3 to F2, or marketing to V1 or being A1 by being more attractive and increasing the number of AEF's and trainees. AUGC has recently seen its membership eroded, VSU has forced a change in the basis of club funding (having revised flying and membership rates), and has committed to Stonefield. The impact of these changes and the work that members will need to do needs to be thoroughly considered, otherwise we may deter our existing members and fail to attract future members.

## Stonefield Aviation Association

Redmond Quinn

Meetings of the preliminary SAA management group are continuing. The latest was held on 1<sup>st</sup> June. The following progress has been made:

### Set Up Documentation:

The SAA constitution is gradually coming together. It's amazing how much attention gets given to a document when people realize the future of both clubs are significantly effected by the document. The document will be presented to both club committees for endorsement before it is set in cement. Once the constitution is finalized associated documents will need to be prepared.

### SAA Finances:

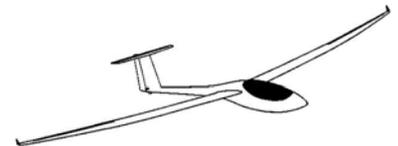
Trent has been doing a sterling job preparing forward income and expenditure budgets for SAA capital and operating costs. Significant associated work is a sorting out of insurance requirements.

### Development Plan:

It has been decided to go basically with plan A for hangar layout (initial hangars down the fence line), however, following a suggestion from Anthony a variation on the scheme will be looked at. This variation will not impact the placement of the 2 AUGC hangars, so now a building application can be raised to erect these buildings. A Department of Rec and Sport ACTIVE club grant application has already been submitted by AUGC in relation to the hangars.

Planning for long term layout of the clubhouse corner of the airfield is just beginning. Redmond will produce a series of concepts covering the following long term requirements:

- Bunkhouse
- Caravan Park
- Camping area
- Swimming Pool
- Clubhouse improvements/extension
- Outdoor BBQ area improvement.
- Fire Pit
- Winch and equipment shed
- Briefing room/operations centre
- Fuel facilities
- Workshop
- Electric power infrastructure
- Water supply infrastructure
- Trailer park
- Lay down area for building materials



Anthony has already made some suggestions on layout. Any constructive thoughts would be appreciated. Watch this space!

### Short Term Plans:

Short term plans include getting the pie cart completed (this will be handed over from AUGC to SAA when the job reaches "lock up" stage). A grass and tree planting campaign is planned for the spring. By then the clubhouse area development plan should be sufficiently advanced to allow a thought out series of plantings. The front veranda of the clubhouse is also being considered for some TLC. Finally a clean up exercise will be undertaken of the clubhouse/hangars area. Your help will be needed.

## Bulk Flying Deal A Year On

Tom Wilksch

Wow, a year already?

It has gone quickly, and I've had some damn fine flying from it. It was a bit more than a year ago, that the club started up the bulk flying deal. All the hours you could do for \$1000. Since this amounted to anything over 50 hours being free, I jumped on it. 50 hours was a figure I thought I could beat.

And did I? Well short answer, yes! I'm not about to work out exact figures, but I had around 82 hours when I started, and now have around 160. So about 80 hours on the deal, 30 of which were effectively free

Or to look at it another way, roughly a 37% discount on my flying. Excellent!

Unfortunately I didn't really fly as much as I wanted to, but this year should be different. More hours at the juniors (and less in paddocks) and more XC time should make 100 hours perfectly reachable. And I won't pay a penny more!

So would I recommend it? Well obviously yes. Anyone even remotely close to 50 hours should go for it! It is wonderful to be sitting at 8000' without worrying about the ticking clock. Maybe this isn't a problem with all our members, but it always has been foremost in my mind when flying. But not any more!

I can't emphasize how much I am looking forward to this summer's flying. The Pik's coming back, another excellent junior competition is drawing closer, and the knowledge that I can fly as much as I want without worrying about costs means I can't wait!

The package is great value. Hope to see more of you taking advantage! Happy flying.

*To find out more about the AUGC Bulk Flying deal contact Greg Newbold, club Treasurer.*



Tom making the most of his bulk flying deal in WVA. Photo: Justine Thompson

# Strategic Planning: Part 5.

Greg Newbold

## Determining the Chances of Success

It's not much good developing a strategic action plan somewhere up in the stratosphere if your feet aren't firmly planted on the ground. I would suggest that AUGC must make changes to the way it operates in order to survive, but would hope that a sensible plan would aim at growing the club. Any forward plan that the club develops needs to consider not only what we can afford, but also what our stakeholders are enthusiastic about. Our stakeholders include our members (who fly and volunteer to operate the club), the student community (so long as we are a student focused club), future members (including those from the wider community) and the AU Sports Assoc. (as we are partly funded by them). Not only should any actions we develop counter our weaknesses and threats, but we need to consider how our different stakeholders will view these changes.

As the club has committed to Stonefield, it is necessary to relocate the hangars, sheds and clubhouse from Lochiel to Stonefield. There is a finite timeline for our facilities to be removed from Lochiel (as agreed with the landowner). However the erection of these at Stonefield will be limited by available funds. The volunteer effort to complete these tasks must also occur with the ongoing construction of the pie-cart, maintenance of seven aircraft, club administration and finally the flying operation. Each task that the club undertakes impacts on each group of current or future stakeholders differently, through the effort (time and cost) involved and the perceived benefit.

If we consider the changes that we want to make for AUGC to be a more viable club (or alternatively maintain the status quo), then we need to consider how our existing members and customers and future customers will respond to those changes. Will they "like it very much" (+++), "like it quite a lot" (++) , "like it a little" (+), "don't care", "don't like it" (-), "don't like it much" (--) and "don't like it very much" (---). Clearly

this is a non-linear scale. As shown in the table below, changing to a structured AEF day is probably attractive to future students and the Sports Assoc see us promoting gliding on campus, but current students forgo training and solo pilots maybe see it as a lot of work for little personal flying. Building a pie cart for the launch point is perhaps weakly supported by everybody, except the future students who are unaware of its benefit. However, these actions are those already undertaken by the club, and are not the result of a wide ranging action plan (even though I used them to illustrate the idea).

It is not realistic to add the individual plus's and minus's, but rather it is important to see the pattern. Firstly, one stakeholder might object to change (---'s) that could block change and secondly that with strong and wide support for change (a few +++'s) significant momentum (and therefore effort) might be generated. In the least, we might get a measure of how well any proposed actions might be received by our stakeholders.

Next, it would be beneficial to estimate the likelihood that a strategic action plan developed to establish the long term viability of AUGC was at succeeding. This is most readily achieved by determining if the actions we have developed would honestly overcome the threats and weaknesses that we previously identified from our SWOT. Do our actions truly counter our threats and weaknesses? If they don't we have a major problem.

Finally, we need to consider whether a strategic action plan developed, perhaps using the wyas described in this series of articles, is actually worthwhile implementing. This requires that we consider the likely level of support our members would give it and the likely success of our actions. Actions that meet these criteria are more likely to develop and grow the club.

From	To	Students	Future Students	Solo Members	Sports Assoc
AEFS fly as part of days ops	AEF days with a schedule and fixed package	--	++	-	++
No launch point shelter	Pie cart/launch point shelter	+		+	+
Winch	Aero-tow				
Volunteer Air-worthiness	Professional Airworthiness				



## Stay In Touch

The club has an email group address, [augc-people@lists.internode.on.net](mailto:augc-people@lists.internode.on.net), that is used to either discuss or arrange things within the club. If you want to stay in touch with the club, subscribe to the mailing list by filling out the online form at:

<http://lists.internode.on.net/mailman/listinfo/augc-people>

You can still send an email to the list even if you have not subscribed to it. There is also an 'augc-announce' list for official club announcements, courtesy of our friends at Internode. If you are an AUGC member and have provided your email address then you will already be on this list. If you want to join this list or want to change your subscription, go to:

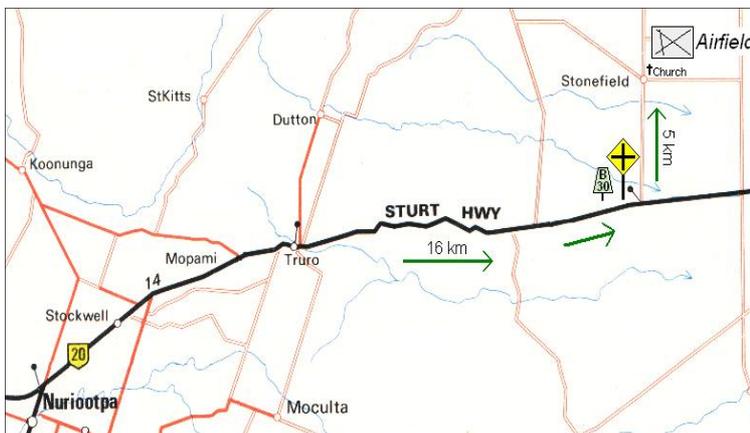
<http://lists.internode.on.net/mailman/listinfo/augc-announce>

You can also get the latest newsletter and up to date news on what is going on at the club's web page:

<http://www.augc.on.net/>

If your email address is on the membership database the club's Assistant Treasurer can send you your account updates over the internet. Send an email to: [accounts@augc.on.net](mailto:accounts@augc.on.net)

## Want to fly this weekend?



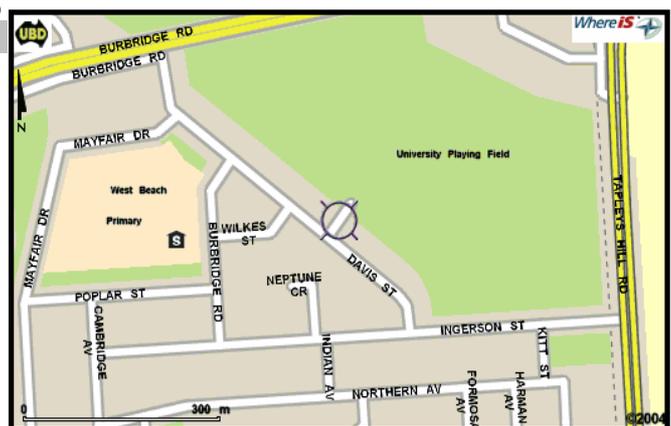
Want to go flying on the weekend? You must ring the club contact person, Tom, on the Thursday before between 8.00pm and 10:00 pm on 0412 870 963, (or by email: [contact@augc.on.net](mailto:contact@augc.on.net)) so that he can organise instructors and transport for those intending to fly. Members can book via the online booking system at: <http://www.harley.net.au/AUGC/index.asp>.

You can either drive up yourself by following the map at left, or Tom can arrange a lift to Stonefield either from the Adelaide University footbridge (meet at 7.15am to leave at 7:30 am), or from the Caltex Service station on the corner of Montague Road and Main North Road (meet at 7.45am to leave at 8:00 am).

## Want to help at West Beach?

West Beach is where we carry out the maintenance and repair on our gliders and equipment. There are usually volunteers working down there on Monday and Tuesday evenings. The entrance is at the end of Foreman St, West Beach.

So you want to help fix the gliders at West Beach, but can't get there? A lift can be arranged from the Adelaide University footbridge at 7.30pm via [augc-people@lists.internode.on.net](mailto:augc-people@lists.internode.on.net).



## Contact List

President:	Derek Spencer	0429 028 065	president@augc.on.net
Treasurer:	Greg Newbold	0403 224 970	treasurer@augc.on.net
Secretary:	Mark Tyler	8523 1358	secretary@augc.on.net
Social Convener:	Anne Philcox	0409 202 250	social@augc.on.net
Fifth Member:	Nick Gilbert	8357 7069	fifth-member@augc.on.net
Chief Flying Instructor:	Mark Newton	0416 202 223	cfi@augc.on.net
Airworthiness Officer:	Redmond Quinn	8344 5331	airworthiness@augc.on.net
Contact Person:	Tom Wilksch	0412 870 963	contact@augc.on.net
Newsletter Editor:	Sarah Allen	8363 2949	editor@augc.on.net

## Upcoming Events

### **Wed 7 June: General Meeting**

7.00 pm in the WP Rogers Room, Union House, Adelaide University.

I know it sounds far away now, but we'll be planning the Flinders Ranges Camp at this meeting.

### **Sat 10, Sun 11, Mon 12 June : Flinders Ranges Flying Camp**

Annual AUGC flying camp at the Flinders. Great fun for pilots and non pilots alike, a chance for some amazing flights over some of the most picturesque countryside our state has to offer.

For more information contact Justine Thompson at :  
Justine.Thompson@adelaide.on.net or phone  
8269 2687

### **Wed 21 June : SAGA Winter Lecture**

Room N123b, Engineering North Building, University of Adelaide

Second of the SAGA coaching winter lecture series. 'Personal Task Setting with an eye on the Weather' presented by Andrew Wright and Terry Cubley

A great way to learn more about gliding and keep motivated over the long winter months.

### **Tues 20 June: West Beach BBQ**

6.30 pm, West Beach maintenance shed.

Come down to West Beach for snags, socialising and sailplane maintenance. Snags, bread and sauce are available at \$1/snag (or 5 for \$3). Bring other food/drink yourself. Soft drinks and beer are available from the fridge at the usual prices.