

Flight Training– 2018

We are pleased to announce no increase to the rental rate of the Cessna 172, or to the cost of Flight Instruction for Ab-Initio Flight Training for the start of 2018. We have been successful in keeping our costs down and are passing the savings on to our valued clients and customers. Our Sightseeing rates are also unaffected at this time, however a slight increase in the Charter rate has been applied.

There have been some changes to the structure of our rates, which we will outline below for clarification:

Aircraft

A Piper Aztec has been added to our fleet this year! We are excited to be once again offering advanced instruction on complex aircraft. Starting around March, 2018 we will be providing Multi Engine and Multi – IFR flight training! The Piper Aztec is not your grandmothers twin, this is a powerful machine running two IO-540 Engines with 250hp per side. She will cruise at 150kts while carrying a load of 1050 lbs of people and 800 pounds of fuel. Six passengers can go from Owen Sound to Toronto Island in about 35 minutes, though she is quite thirsty at about 26 GPH which is reflected in the training cost. The future role of this aircraft will be well suited to our expansion in the Multi-IFR Charter Market.

“Instructor” vs. “Instructor - Advanced Instruction”

Our previous structure for students working towards Instrument Ratings was to charge an additional fee for the aircraft in flight. This is now removed, and the rental rate remains the same across the board, which is good for students who have finished their IFR Ratings and wish to rent the aircraft for IFR Flights.

Our new policy will separate the training into basic and advanced categories and charge only more for advanced training. Flight Instruction for basic training remains unchanged at \$60/hr whereas advanced flight instruction will be charged at \$75/hr. This applies to both ground briefings and in-flight training.

Advanced Instruction - \$75/hr includes:

- Group 3 Instrument Rating
- Group 1 Instrument Rating
- Multi Engine Rating
- VFR OTT Rating

Basic Instruction - \$60/hr includes:

- Recreational Pilot Permit
- Private Pilot Licence
- Night Rating

The advanced instruction rate reflects offset for our costs of maintaining a higher level of infrastructure for instrument training. For advanced instruction, we want to bring you flight training that is second to none in the industry. This requires additional maintenance on our aircraft, upgraded avionics and regular database updates and subscriptions that comes at a cost.

We are certain that the value of the training for Instrument Flying will be quickly realized when you see the integration of our Flight Simulator, and advance GPS' in our Single and Multi Engine Aircraft. We have outfitted our instructors with the latest for IFR Instruction including I pads running Foreflight, Stratus 2S equipment for AHRS in the aircraft, Cloud Ahoj for outstanding debriefings and much much more. Our goal is to provide industry leading flight training for Instrument Ratings, and now with the Aztec coming online, we will have a comprehensive and immersive training platform for the Group 1 and Group 3 IFR Rating based around the Garmin 530 WAAS GPS integrated in our Simulator, Cessna 172 and Piper Aztec! With this equipment you will learn real world IFR, not just hood training on sunny days! We are training you to be IFR Pilots, not just IFR Rated.

After Hours Solo Supervision

We recognize that our students come from all walks of life, and have various commitments to family, friends and work and it may be difficult for them to fly during our regular business hours of 8:00 – 6:00. We want to accommodate these requests as we frequently do, however the structure of pay for flight schools and flight instructors is not salary based, but rather based on billed hours. Instructors are only paid when they are billing time, as it is the only affordable framework for flight training.

During the work day, instructors are committed to dispatching you for solo training flights when required as part of our job, and part of our commitment to ensure you are practicing the techniques we have taught you. We are also happy to stay later for dual flights to help accommodate your schedules, however it is challenging for an instructor to be at the airport late when they are not flying or briefing.

The charge for after hours solo supervision of \$25 per flight hour is 100% passed on to the instructor who is supervising, OSFS does not want or need any additional revenue for these flights, it is only to support the instructor who is giving their time to be at the airport late in the evening who would otherwise be earning no revenue when they could be home with their families or resting after a long day. This is less than half of the instructor rate, while the instructor supervising is committing to 100% of their time and liability monitoring your progress on your flight. We are very flexible with our schedule and are happy to accommodate yours as well, and this framework will facilitate a better learning environment for everyone.

We are constantly working hard to improve our services, and welcome all of your feedback and constructive criticism on the way we do things at present, and how we can improve our operations in future. Please feel free to discuss any thoughts with me personally, and share how you feel we are performing at any time! I look forward to hearing from you!

Thank you for being a valued client of Owen Sound Flight Services, we hope you have an outstanding year in 2018 and it is filled with humbling and inspiring learning experiences!

Sincerely,

Dave Kalistchuk



Chief Flight Instructor
Owen Sound Flight Services