

Wing  
Tips



The CISS Membership Newsletter

January 2012  
NEXT MEETING

Volume 1, Issue 12  
Winter Banquet@The Mansion at Oak Hill

## From the President

### Welcome 2012!



Please attend annual dinner:  
Saturday 21 January 2012  
The Mansion at Oak Hill in Fishers Indiana  
Cocktails 6:00 pm  
Dinner 7:00 pm  
reservations: Mark Rottler [mark@rottler.org](mailto:mark@rottler.org)

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To the membership:

As you know we only did about 860 tows in 2011 while our 3 year average had been about 1000. These tows, along with membership dues is what makes the club work. We have about 60 members. We looked into the financial future and decided we might have to increase fees. After careful consideration the board has decided not to change our fee schedule in hopes we will “fly” ourselves out of this situation. Well we have do more than hope. We need goals and we need to measure our progress toward these goals on a regular basis to have any hope of success.

My goal for 2012 is 1200 tows and a net increase of 5 club members. I believe this is a very attainable goal. I believe enthusiasm comes and builds from accomplishing something. According to an article written by Alison Randle of the British Gliding Association, as she has traveled it seems the secret of a successful glider club is the flying. **The more flying, the more successful the club!** I will bet the more enthusiastic also. We are off to a good start!

On January 7th we had 15 flights, most with 3,000 ft tows. This was organized by Ron Clarke and the 17 or so members who signed up have agreed to fly at least 1 flight every month of the year! We have a board at the airport showing who flew when. Ron prepared hamburgers and we flew from 11:00 am till about 4:00 pm.

We have started a “Gift Certificate” program with about 10 sold so far. These certificates cost \$99 and are good for a normal guest flight or a FAST flight. As a benefit of membership in CISS you can buy these gift certificates for \$50 and our treasurer will bill you! These certificates are being mailed at this time and they will

be available at the airport when the season starts. We have placed the flyer on the website describing and posted it a quite a few airports. Please post at your local airport or mail to whomever.

I learned the only “sales” technique that ever worked for me years ago. I belonged to the boy scout troop that was new and we needed to raise money for tents, etc. One of the leaders could buy donuts wholesale (40 cents a dozen) and we boys would sell them door to door on Saturday mornings for 60 cents a dozen. We had a little spiel we would make to the potential customer about who we were, where we were from and why we needed the money bla bla and then “would you like to buy some donuts?”. We would sell till our supply was gone. One scout, Doug, sold more than the rest of us every week. When we realized this we cornered him and asked him his “secret”. We figured he had a better spiel. When the potential customer came to the door Doug would say “lady you want to buy some donuts”... period. He got a yes or no and moved on!

My point is this: if it takes 30 guest flights before we get a new member, then it takes 30 guest flights to get a new member. Therefore it takes 150 guest flights to get 5 new members. It’s a math thing. We still need to nurture and retain the members we have of course. John has suggested we get every member (60) to commit to do 1 additional flight per month.  $60 \times 7 = 420$ . Therefore  $860$  (last year’s number)  $+ 420 = 1280!$  Please remember you can fly on your crew day if its slow. If you want someone to ride with you just speak up. This commitment will take some adjustment and additional commitment by the membership. We will need the full crew compliment every crew day. The crew will need to put out our “glider flight” banners and insure that these guests are treated well and given their rides as quickly as conditions will permit. For example there is no reason a guest flight needs to be in the Grob. Everyone on the crew needs to know the rules about who can give what type ride, what paperwork is required and where it is etc. We will attend as many airshows etc. as makes sense in an effort to spread the word and sell gift certificates.

All ideas and suggestions are welcome with one caveat. If you think something is a good idea, please talk it up to the board or membership and then be ready to head it up or at least help out.

See you at the dinner,  
Mike

### Calender

January	21st	6:00pm	CISS Winter Banquet @ The Mansion at Oak Hill in Fishers
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Also in this Issue:

John Earlywine let's us know that all is not lost with Mike Reilage's retirement.

Tom Beckenbauer forwarded this to WingTips after finding it in the December 16th ePilot newsletter:

'AGING GRACEFULLY, FLYING SAFELY': ADVICE FOR OLDER PILOTS Like the nation as a whole, the pilot population is getting older. It's a fact that raises a number of questions, not only about the future of general aviation, but about more practical, here-and-now issues: What effects does aging have on piloting performance? How can we keep flying as safely as possible? And how, as individuals, do we know when it's time to say "when"? The Air Safety Institute's new online course, "Aging Gracefully, Flying Safely," is part of the institute's effort to address such questions. Built around a positive but honest discussion with five older pilots, the free course aims to increase awareness of common changes associated with aging, as well as practical ways to adjust. Get started >> ( [http://flash.aopa.org/asf/aginggracefully/swf/flash.cfm?WT.mc\\_id=111216epilot&WT.mc\\_sect=tts](http://flash.aopa.org/asf/aginggracefully/swf/flash.cfm?WT.mc_id=111216epilot&WT.mc_sect=tts) )

And also, have your CISS hats and sweaters gotten to the point where you're too embarrassed to wear them anymore? Then let David Colclasure know! He's taking orders for new sweatshirts and bucket hats. Sweaters will be \$20 each and come in White, Deep Navy, Light Steel, and Maroon. Bucket hats will be \$12 each and will be available in White, Navy, Khaki, and Denim. Orders will be charged to your CISS bill. Don't delay! Deadline for orders is January 31st.

## Instructors Corner

There have been questions regarding the impact of Mike Reilage's retirement as Designated Pilot Examiner on member's plans for check rides at CISS this spring.

We will certainly miss having Mike as our local examiner, and the Indianapolis FSDO does not have any other examiners approved for glider ratings at this time. The club will request that they proceed to provide an examiner within the local FSDO. However, this may take some time.

In the meantime, arrangements have been made to use the DPE's from the South Bend and the DuPage districts.

Ron Ridenour is the DuPage DPE and has been to Alexandria to do check rides in the past two years.

Dan Tannas is the South Bend DPE and has been to Alexandria to do check rides prior to Mike Reilage's appointment.

Both of these examiners are highly experienced glider pilots with excellent reputations.

The challenge to student pilots is Mike's retirement is not an excuse to delay your check ride. If you can find a way to get your knowledge test behind you, we can have 4 or 5 new CISS glider pilots early next spring.

Dan Tannas has a web site at: <http://tannaspilotcertification.com> He has indicated he would be willing to come to CISS for an informal meeting to get acquainted, provide an overview of his test process, and answer any questions if there is interest from the people ready for check rides.

Ron Ridenour does not have a web site, but you may have seen his articles in the Safety Corner in the SSA Magazine.

We also have test preparation guidelines from both of these examiners which I will be happy to forward to anyone who would like a copy. Email your request to [jke4034@aol.com](mailto:jke4034@aol.com).

Got an idea for a Wing Tips article? Send it in! Did you take a good photo at/above the field? Show it off! Found an interesting soaring-related link while web-surfing? Share it with the rest of us! Send your submissions to our Wing Tips editor, Chris Hall at [bestbrain@aol.com](mailto:bestbrain@aol.com). Deadline for our January issue is January 7th.