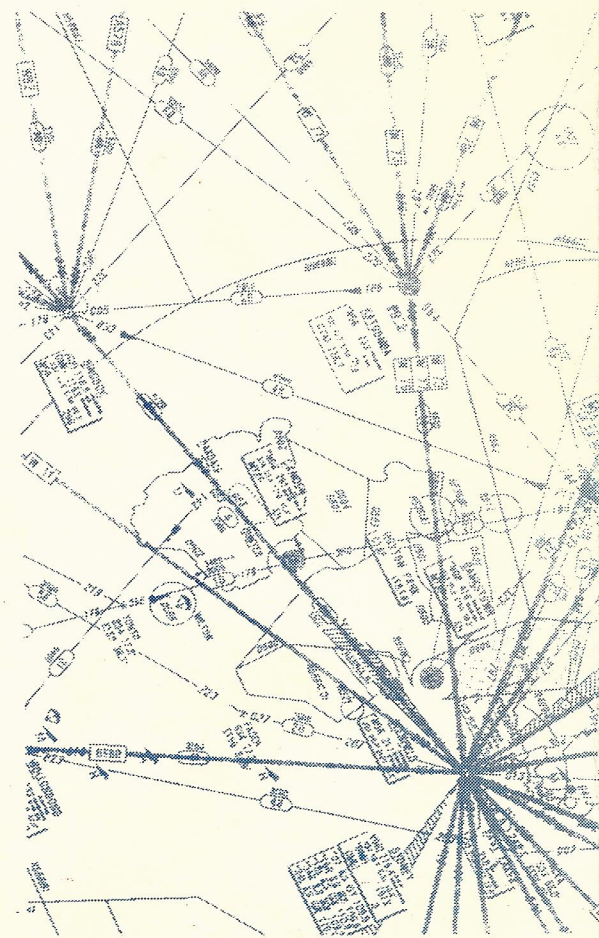

COMMERCIAL PILOT

The First 500 Hours

John Radge

- **The Industry**
- **Training**
- **Employment**
- **Interviews**
- **Operators Listing**
- **Flying in the USA**
- **Success Secrets**



WHAT YOU NEED TO KNOW TO SUCCEED AS A PROFESSIONAL PILOT

COMMERCIAL PILOT

The First 500 Hours

John Radge

This publication is designed to provide accurate and authoritative information in regard to the subject matter covered. It is sold with the understanding that the publisher is not engaged in rendering legal, accounting, or other professional services. If accounting advice or other expert assistance is required, the services of a competent professional person should be sought.

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About The Author

John Radge is a flight instructor out at Sydney's Bankstown airport. He commenced his flying career in 1990 as a charter pilot with a major computer company in Sydney. He then worked in the Northern Territory for various companies as a charter pilot and Acting Chief Pilot before settling back to Sydney.

Comments are welcome by telephoning John Radge direct on (018) 479898.

PREFACE

The purpose of this book is to assist you in maximising your potential for employment in the aviation industry and to provide you with some ideas that will strengthen your success potential as a pilot.

Aviation is a difficult and expensive industry to break into. The varied paths that one can follow is daunting enough for the budding pilot without the added frustration of knowing the wrong path could limit your career or waste a lot of your money.

What you're about to read is the collection of, what I consider to be, the basic groundwork knowledge required before embarking on a flying career. Unfortunately, it's not until one has committed a lot of time and money that they start to get a feel for how the industry operates. Attempting to plan any career without having experience or knowledge can be costly... more so with aviation. Hopefully this book will act as a guide to smooth your path and reduce mistakes.

The first 500 hours is considered to be the make or break period for pilots. The first 500 hours is the period that shapes or moulds your flying that carries you through your career. For this reason it is important that a plan is put together and followed to completion. Conducting training in a haphazard fashion can cost you dearly. Your first flying job after completion of the training is a very important step in your flying career. It is a sad fact that a large percentage of new commercial pilots *never* get a first flying job. That is to say that these same people are unable to get employment flying and seek employment in a different industry. To maximise your ability to secure the first job, you must have a plan of training to match your intended first job.

Commercial Pilot - The first 500 hours, walks you through all the stages leading from your first lesson to securing your first job. The first chapter looks at why you want to be a pilot. Chapter two deals with the General Aviation industry, it's health, trends and future. Chapter three deals with training. Chapter four deals with how you go about securing that first position as well who to contact. Chapter five looks at the Mecca of General Aviation, the United States of America. The USA has many training and employment opportunities that aren't available in Australia. Chapter six looks at setting up your own flying business. Chapter seven looks at success secrets and why some people succeed whilst others don't. Finally chapter eight heeds advice for the new commercial pilot working in the industry.

Prospective aviation operators are listed in Appendix Two who may be contacted to find that elusive first flying position. The information gleaned in this book will, hopefully, make the path to a career as a commercial pilot a lot smoother with less heartache.

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INTRODUCTION

As Wilbur Wright said "Flying more than anything else, is the sensation of perfect peace, mingled with an excitement that strains every nerve to the utmost, if you can imagine such a combination." Translation; "Flying is 99% boredom and 1% sheer terror". It is true that practically anyone can become a pilot; all it takes is commitment and genuine desire to learn. Flying can be a vocation regardless of sex, age or education. It does take tenacity and determination. A knowledge of physics and proficiency in mathematics will see you to completion of a typical commercial pilot course. Flying an aeroplane requires that hundreds of decisions are made during any one flight. It is this skill that is difficult to master.

CAREER PATHS

There are many ways that you can get yourself in the air and get paid for doing it. Traditionally the surest way to get to the highest levels of flying is through the military. Training with the military results in security of position, the chance to fly the hottest aircraft with the comfort in knowing that you will have been trained at the expense of the tax-payer. The training is considered to be the best in the world. Entry to military pilot training is highly selective, accepting people from a narrow band of education, age, physical condition and psychological profile. This applies not just to flying training either, but in the development of other general military officer qualities, which are highly desirable in a disciplined, structured environment like an airline. There are, however, also some negative points about the military route. From the pilots point of view, one of the biggest drawbacks is that he/she is generally committed to a fixed term of quite a few years. Most pilots will not have the opportunity to get out before they are aged around thirty, by which time their civilian counterparts should be well and truly established in their regional or commuter airline jobs, if not already with the major airlines. For more information on military training contact your local defence force recruitment office.

Training as an airline cadet could be an option you could pursue. The particular airline (Qantas or Ansett) trains you from scratch at their expense while paying you a wage. At the completion of training you may be offered a position with the company. The chance to train as a cadet is extremely competitive.

This book is concerned with assisting you with training and securing a flying position within General Aviation (light aircraft) on fixed wing aeroplanes.

ANALYSE - WHY YOU WANT TO BE A PILOT?

Most people who start flying as a career do so for other reasons than money. They see themselves as being permanently engaged in their favourite hobby and being paid for the privilege. Professional flying is not like that, as those same people rapidly find out. You must realise from the beginning that professional attitude is required in terms of financial rewards as well as your flying. In most cases you are better off pursuing another career and flying for recreation on the weekend. Overall, you would be more satisfied and have more money in your pocket.

The Sacrifices

Learning to fly by the standard path (not including military or, if your lucky to get selected, the airline cadet path) has sacrifices both in time and money.

Think about it this way: to gain a commercial pilots licence and instructor rating takes approximately 45 weeks full-time and costs about \$28,000 for the course let alone the fact that you still have to live, which costs money, for those 45 weeks. Forty five weeks as an eighteen year old equates to about \$15,000 in possible income lost. These qualifications that you have attained only just make you employable. Securing your first

flying position may take quite sometime. Typically your first position may be instructing on a casual basis. Working a 45 hour week with perhaps 2-5 hours per week flying in the first month or two equates too about \$50-\$150 per week (\$25 per flight hour). The cash flow required to repay your training is in the order of \$200 per week for 10 years.

So you can see, flying is the sort of profession where economics tend to take a back seat.

Location

Your first position generally is in a location that most experienced commercial pilots would prefer not to work. This location tends to be "out bush", in a remote area, under rough conditions. Lets face it, the majority of the population prefer to live on the eastern seaboard of Australia and pilots are not excluded. As soon as a pilot has the necessary qualifications, he/she moves to an area that has better opportunities and conditions.

What Sort Of People Are Pilots?

All sorts of people are pilots, and it is difficult to generalise, other than to say that pilot's are usually cautious, methodical, and risk averse people. Pilots are also usually more technically minded, as opposed to being artistically inclined. However, if we are looking at airline pilots, there are a few additional considerations.

It can take a special kind of person to stay alert and maintain concentration over sectors of eight hours or more, monitoring a fully automated aeroplane which is flying in a straight line and which is already monitoring it's own progress; and to keep doing it for years and years. By "special kind of person" this does not mean superman (whatever pilots themselves may wish you to believe) but it does require a certain personality type to do the job and not get bored or distracted. People of especially high intelligence are often not suited to being pilots - they tend to have difficulty in maintaining concentration over long periods when the task in hand is fairly simple and routine. Hard to believe though it may during the early stages, the novelty does wear off.



Pilot Image

The pilot is able to live a gratifying life... that is when he/she has progressed up the career ladder. For the first few years, things are tough. Somehow though you work it out and move into a position that is what you would call a possible career position.

The Rewards

The financial rewards in GA (General Aviation) are woeful. To be earning more than \$30,000 per year is considered excellent. By contrast the airlines offer substantially higher pay. At the bottom of the scale, a second officer (pilot under training) with Qantas earns around \$35,000 per year after he/she completes training. A Qantas Captain earns anything from \$150,000 to \$200,000 per year. These pilots fly around 700 hours per year.

THE AVIATION INDUSTRY

The aviation industry is dynamic and cyclical, expanding or receding with great sensitivity to the economy and to the profits of each company. While not the most stable of industries for newcomers, the aviation industry can be predictable. Understanding the history of aviation helps one to see how today's situation developed, but first a little about government bodies concerned with aviation.

The CAA (Civil Aviation Authority) was formed to enable more people to benefit from safe aviation through a focus on safety, efficiency and service. The CAA principle activities cover:

- Airspace management
- Air traffic control
- Traffic and flight information
- Navigation services
- Aeronautical information
- Safety and regulatory services
- Rescue and fire-fighting services.

The CAA was established by the Commonwealth Government as a semi-commercial statutory authority on 1 July, 1988, and became a Government Business Enterprise on 14 June, 1990.

The FAC (Federal Airports Corporation) operates FAC airports in Australia, including provision and maintenance of terminals, runways, taxiways and aprons.

INDUSTRY HEALTH AND CYCLES



Two decades ago, General Aviation was riding high. Traditionally regarded over many years as the basis for civil aviation as a whole and the key to overcoming the nation's tyranny of distance, it was a growth industry. The Department of Civil Aviation was continuing to develop improved facilities, light aircraft sales were booming, the pilot population was burgeoning, and all manner of commercial services were prospering.

Today the industry is in a substantially different state. The average age of GA aircraft is increasing. Spare parts and maintenance, government charges, fuel, are all getting more expensive while the market for GA services is in decline. The CAA's services and resources are badly stretched and unlikely to improve. Employers tend to hire less experienced pilots for less money. The aircraft that are operated today are on the whole far more sophisticated than those that were flown twenty years ago; they're therefore less tolerant to bad maintenance and operational malpractice. Operators have found that financial margins have reduced, putting pressure to cut

corners with maintenance and safety. In several cases there has been direct pressure on pilots to break the rules or else lose their jobs. Management in aviation generally is poor. This contributes significantly to lack of profitability within companies.

WHY IS IT THE WAY IT IS?

Recession

Aviation has always reflected the health of the economy. The recession had the effect of halting any movement of pilot's up the career ladder. The major airlines stopped recruiting, the entrepreneurs couldn't meet the repayments on their new executive jets, and all around the country, flying activity slowed down. The number of aircraft on the Australian Aircraft Register decreased. Freshly licensed commercial pilots were unable to find flying employment.

Gulf War

The Gulf War during 1990 created economic havoc. Meanwhile, aviation around the world faced bleak times. The common thread in the many contributing factors was the massive hike in fuel prices, besides creating jitters for travel in and around the region. The world's airlines collectively lost \$3.2 billion for that financial year.

Pilots Dispute

During August 24, 1989, 1648 domestic pilots of the AFAP (Australian Federation of Air Pilots) resigned en masse in support of a pay claim. The dispute lasted for eight months which was a watershed for the Australian airline industry. Relatively few have returned to the airlines with over 500 pilots taking jobs overseas. A large intake of foreign pilots into Australian airlines resulted.

The job market was dealt a severe blow. For the first time in the history of aviation in this country, a large number of pilots moved down the ladder from the airlines to secure low paying jobs in GA. The influx of these highly experienced pilots into what was traditionally a learning platform for many junior pilots, turned the norm upside down.

Cost Recovery

More than 85% of the CAA's income, totalling \$670 million in 1992/93, comes from aircraft operations which are directly related to the number of people flying. Aircraft owners/operators are charged on a user pays basis.

Increased operating charges have been crippling (aeronautical charts up from \$2.50 to \$8.50 as just one example). Avgas (aviation gasoline) aircraft pay an avgas excise of 23 cents per litre, meaning that a Cessna 172 flying from Melbourne to Sydney would pay about \$30. Avgas aircraft also pay terminal navigation charges at the six capital city primary airports. Aircraft landing at other airports listed in the ERSA (a CAA publication with airports in it) can expect to incur a landing charge based on the aircraft weight.

The CAA charges for a large range of regulatory services, mainly at specified rates. These services include:

- Flight crew examination and licensing.
- Air Operator's Certificate (AOC) approvals.
- Registration and certification of aircraft.
- Aeronautical information publications.
- Flight tests associated with licences and ratings.

Other regulatory services where work involved can vary significantly are fully cost-recovered on a quoted fee-for-service.

In conclusion, the CAA is trying to meet the Government demands to make the aviation industry carry all the costs of the country's aviation infrastructure.

Airline Cadet Scheme

Traditionally, pilot's for the airlines came from the Defence Force or from General Aviation. The GA pilots who were selected usually had considerable experience and their departure to the airlines meant that a position in GA had become available and everyone shuffled up the GA career ladder. As a result, a position at the bottom of the ladder became available for a fresh newly qualified commercial pilot. The introduction of the airline cadet scheme had the effect of bringing people straight from a non-flying background (usually school), putting them through flying training and straight into the airlines. This bypassed GA and, as a consequence, virtually halted any pilot movement through GA. Experienced pilots at the top of GA stayed at the top of GA instead of moving

into the airlines. The majority of pilots completing their flying training were unable to find employment. Steadily a huge oversupply of pilots in GA developed.

US Public Liability Laws On GA Aircraft Manufacturers

Product liability laws in the USA have reduced the once great North American light aircraft industry to a shadow of its former self with nowadays Piper and Mooney being the only GA manufacturers who are producing light aircraft in any numbers. While in 1978 the US industry delivered over 18,000 aircraft, in recent years they are battling to make the one thousand mark. Almost all of this demise is directly attributable to what is widely considered to be unfair, unethical and almost comically absurd product liability laws. Product liability payments increased from \$US24m to \$US210m in 1986, and this is the area that is considered to be the most important to revival of the GA industry. Legislation is now being considered which will limit the award of punitive damages in product liability cases.

Increasing Government Charges On Businesses

The implementation of various Government policies regarding small business have played havoc with GA operators. A small business has the burden of all sorts of taxes such as payroll tax, provisional tax and workers compensation to name but a few. Over the last few years, the Government has introduced FBT (Fringe Benefit Tax), Staff Training Levies (which has since been scrapped) and Compulsory Superannuation. For operators conducting business on wafer thin margins (which was the majority), these charges were the last straw that broke the camel's back. One of the largest flying school's at Sydney's Bankstown airport sacked all it's instructor's on the eve of the introduction of Compulsory Superannuation. The sacked instructors were asked to setup a shelf company the next day and come back as contractor's if they wanted to continue flying. If the operator had kept the instructors on full-time, the school would of had to close it's doors within a very short time.

DOA To CAA

All the above sounds gloomy however, positive things did happen within aviation. The most notable was the change of the old DOA (Department of Aviation) to the new CAA.

Much of the imputes for massive structural change came from Dick Smith's book "Two Years in the Aviation Hall of Doom" in which he went head to head with the unyielding bureaucrats that in his, and the industry's opinion were largely administering rules and regulations that were frequently outdated and in many cases actually reduced safety standards in real terms.

Change did occur and Dick Smith became chairman of the CAA in early 1990. Dick Smith worked relentlessly to bring Australian civil aviation in line with world practice. Dick Smith ended his two year term during February, 1992 after successfully tackling most of the deficiencies he listed in his book.

Dick Smith reduced CAA operational costs in areas considered to be inappropriate or superfluous to its charter, which is safety regulation and supervision, and of directing the savings thus achieved into providing a better safety management for the industry.

STATISTICS

Analysing statistics helps to form a picture of the industry. The following statistics will give you an overview of the cycles and state of the aviation industry.

Aircraft On Australian Register

The number of new entries onto the Australian aircraft register is listed below.

Year	70/74	75/79	80/84	85/89	90/91	92/93
No.	1159	2827	1289	589	264	193

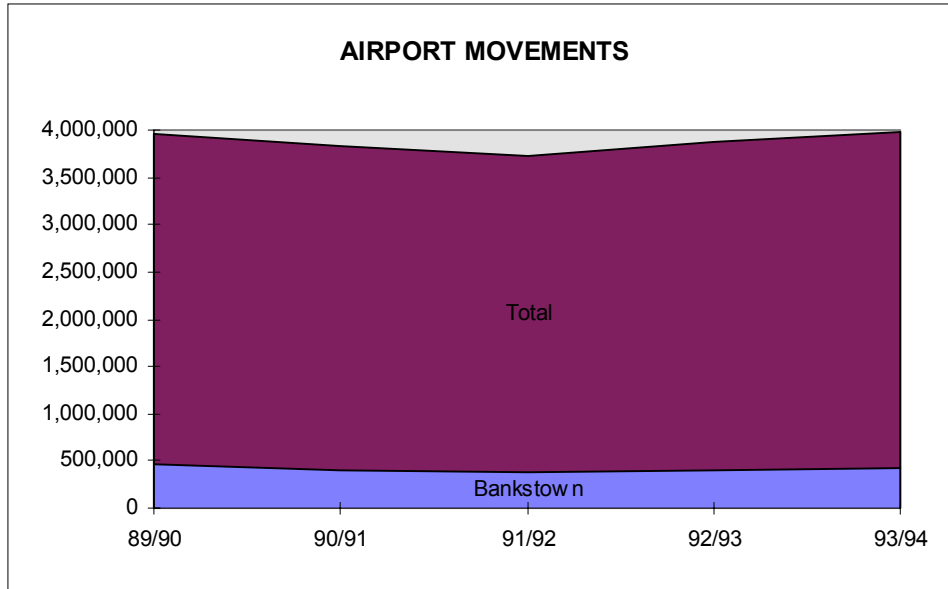
A decline in the number of new aircraft put on the register is evident. As at December 1994, there were a total number of 9,501 aircraft on the register.

Aircraft Movements

A trend of decline in the number of aircraft movements in Australia over 1991/1992 within GA is evident. Thereafter, movements increase indicating an increase in activity.

	89/90	90/91	91/92	92/93	93/94
Bankstown	457,461	399,875	375,306	405,446	417,605
Total	3,498,019	3,423,925	3,351,518	3,472,910	3,567,093

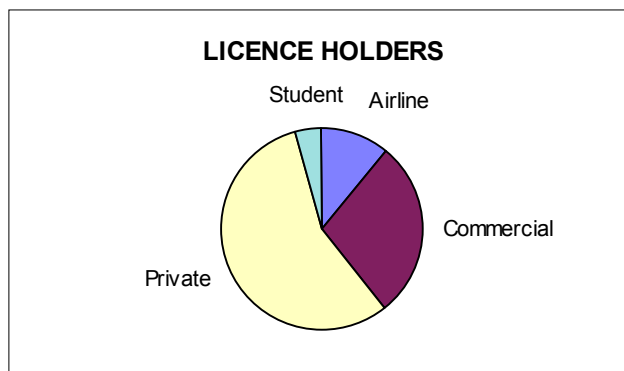
Bankstown is used here because it is Australia's busiest airport.



Flight Crew Licences

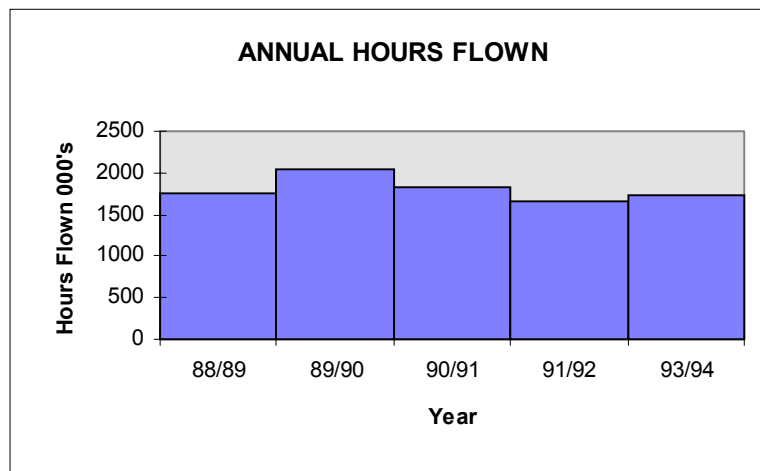
A snapshot of current holders of flight crew licences, October 1994.

Airline Transport	4,624
Commercial	11,600
Private	23,204
Student	1,753



General Aviation Activity

Hours Flown ('000)	88/89	89/90	90/91	91/92	93/94
Private	268.5	302.2	275.9	258.8	261.9
Business	239.6	284.6	269.1	214.6	202.7
Training	403.0	480.8	468.7	425.1	434.0
Agriculture	144.4	151.2	122.1	79.0	94.4
Aerial Work	281.1	299.8	295.1	261.7	294.6
Test/Ferry	33.5	33.9	30.6	29.6	26.3
Charter	391.0	485.3	366.5	387.2	413.1
Total	1761.2	2037.8	1828.1	1656.1	1727.1



The above statistics show a picture of an industry that has been in decline over the last few years but is now on the upturn. Now is probably the best time to start your training. In the next few years, opportunities will abound for the suitably qualified pilot.

To get the latest update on statistics that are shown here, ring "DoTC, "General Aviation" AVSTATS, (06) 274 7720.

TRAINING

This section will hopefully show how to plan the training section of your flying career. You've decided you want to go ahead and pursue an aviation career. How do you proceed? What qualifications do you need? How do you go about getting the necessary experience? Is there a reasonable way of working towards a flying career?

Good planning will entail laying out a well defined training program to minimise expense and time wastage while acquiring necessary qualifications. With any career field, one can accomplish goals via various paths. Flying takes no exception. Each licence entails completion of a syllabus. Each syllabus is a series of clearly defined lessons, each with specific performance targets. Initial training is designed to assist students to learn all the basic handling skills and rapidly improve those skills as the lesson progresses. As training progresses, emphasis is placed on making you a safe, competent pilot with a professional attitude.

THE AIRLINE CADET PATH

For airlines (Qantas and Ansett) to protect themselves against any pilot shortage they took the initiative to provide career tracks for pilots. This coincided with the realisation that qualified people coming from GA were not suitable for airline work. These people had flown single pilot (as opposed to a multi-crew environment such as an airline) for all of their commercial flying and to transition them into a multi-crew environment proved difficult. Teaching an old dog new tricks proved expensive, time consuming and not generally effective. The ab-initio program trains the zero time pilot aspirant, taking the individual through an intensive and comprehensive course that prepares him or her for airline flying. Although the ab-initio route is an efficient one, it probably will never prove to be the single best route to an airline for all pilots.

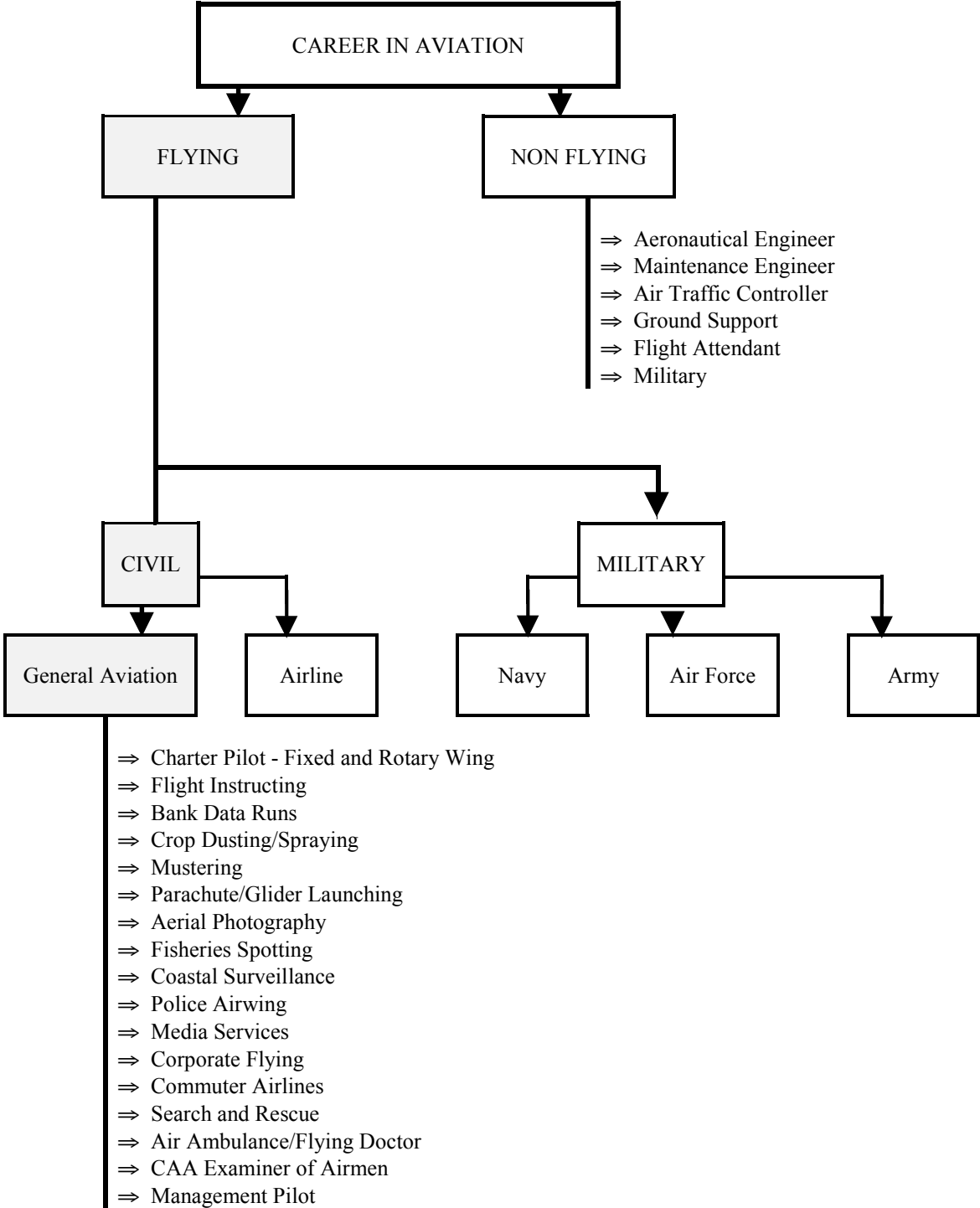
Entry into the Airline Cadet Pilot Scheme is very competitive; what's more, nobody involved with an ab-initio program is guaranteed a job at the completion of their training. To date, all Qantas cadets have been hired; some up to a year and half after completion of their course.

THE STANDARD PATH

The "Standard Path" way is the most trodden route where one pays to be trained to commercial licence standard. All pilots must progress from student pilot to private pilot to commercial pilot to earn wages. On top of this they may pay for additional training in the form of ratings. Ratings are extra areas of expertise added to a licence. The CAA is responsible for all civilian pilots and has developed a series of syllabi that a pilot must complete in full. Below is an outline of a typical sequence. Each level of training is explained at a comprehensive level in Appendix One; along with a matrix showing costs of training by taking different training paths.

When looking at flying training, you need to divide it up into the theory component and the flying component. The practical flying component can be completed at any flying school. The theory component can be completed usually at the same flying school or at various institutions i.e. TAFE. The completion of a commercial licence usually requires that about 200 hours of flight training be completed. However, there are several flying schools capable of "integrating" theory and flying together to create a superior level of training. The CAA recognises these schools and allows them to test pilot's to commercial standard after only 150 hours of flight training. This is cheaper and a more thorough way to complete a commercial licence, however, this may not be convenient to everybody.

CAREER IN AVIATION



Introduction

Initially you familiarise yourself with facilities and training schedule of your selected flying school. Then you embark on a first flight which generally covers familiarisation of the local training area. You complete a medical (explained in a later section) and if completed successfully, issued with a Student Pilot’s Licence (SPL). You can begin flight training at 16 years of age.

Student Pilot's Licence (SPL)

The first licence to be obtained. This is a misnomer as we are students our entire lives, assuming we are constantly learning new things. The SPL is required for all solo flights. When you have obtained a medical certificate, an application form, available from your flying school, is completed for the issue of a student licence. This is generally issued by the Chief Flying Instructor of the school. Once issued, a SPL is permanent but requires a current medical certificate to be valid. When the CAA has processed the results of your medical examination, they will mail out your Aviation Reference Number (ARN). This number must be quoted when applying for further licences, sitting for exams or when corresponding with the CAA.

You now begin your ab-initio (or basic) training. The syllabus takes approximately 28 hours of flight time to complete. At approximately the 12 flight hour mark...

First Solo

This is your first flight on your own. A huge milestone in your flying career. You take-off, fly the aircraft around the airport circuit and land. The time at which you go solo will depend on a number of factors including your ability, the time interval between flying lessons and the suitability of weather. On average, students take between eight and twenty hours of dual instruction before flying solo for the first time.

From this point on, your flying training will be divided up into "dual" flights with your instructor on board and "solo" flights by yourself to consolidate training. To avoid any bad habits from developing, you will not be allowed either to accumulate more than 3 hours consecutive solo flight time or go solo after a break of more than 30 days, without being checked out in the air by an instructor.

You'll need a minimum of 20 hours flight time to proceed to the next stage.

General Flying Proficiency Test (GFPT)

During this flight test you must competently demonstrate your ability to manage the aircraft in all phases of flight. The test is conducted with an approved testing officer. With successful completion of the test you can now carry passengers within 5 miles of the airport and to the local training area.

Private Pilot's Licence (PPL)

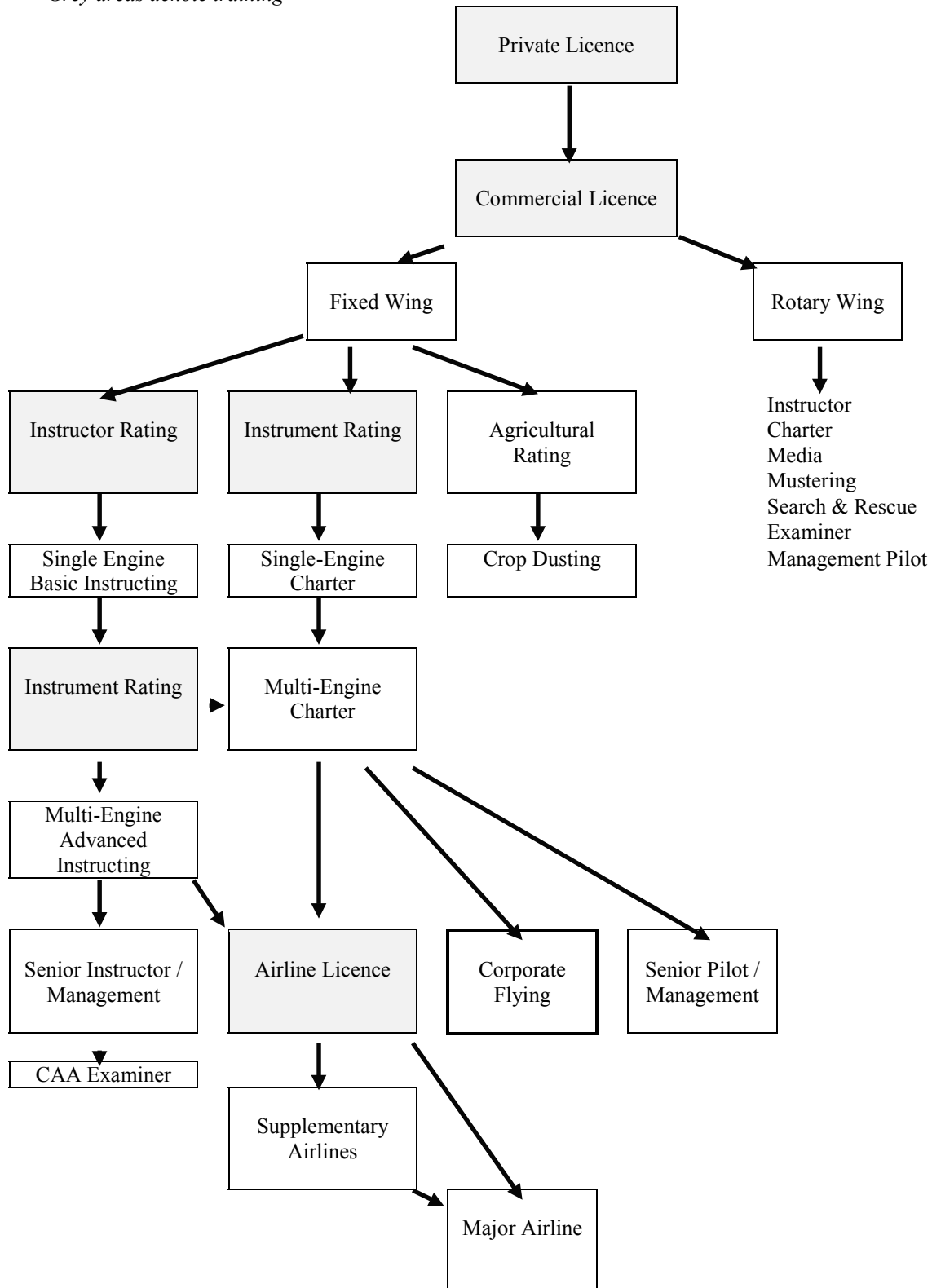
The PPL syllabus takes about 52 hours to complete. Essentially it is an extension of the GFPT. The navigation exercises (called navex's) now commence. You are taught the practical skills and airmanship required to safely fly to distant locations. You are also taught how to manage fuel, flight logs, radio communication and transition through different airspace. These are reinforced and consolidated before your PPL flight test. An approved testing officer conducts the flight test which lasts about 2.5 hours flight time. You demonstrate your skills by departing for a round trip, landing at several airfields en-route. You must show that you can divert to an alternate airfield enroute if the weather closes in. You must competently demonstrate planning and management of the flight, observing all procedures and rules, navigation and radio work. Airmanship must also be demonstrated. After passing the PPL flight test, all area restrictions will be lifted on your licence and in good daytime weather conditions, you can fly anywhere in Australia.

Various theory subjects must be completed before you sit for the PPL flight test. Theory subjects covered are:

- Flight Rules and Air Law.
- Aeroplane Performance.
- Navigation.
- Meteorology.
- Aircraft Systems.
- Flight Planning.
- Weight and Balance.

TYPICAL CAREER PATHS A GENERAL AVIATION PILOT CAN FOLLOW

* Grey areas denote training



The PPL theory exam lasts for 3.5 hours and is comprised of about 120 multiple choice questions. The number of questions varies due to the weighting of each question.

At completion of your PPL flight test, you have a number of options. You could complete a NVFR (Night Visual Flight Rules) syllabus. This allows you to fly at night in good weather. Alternatively you could progress directly to command time building.

Command Time Building

This is an important part of your training. It is here that you build confidence and skills necessary for commercial flying. It is the middle block of training between PPL and CPL.

Command time building can be done in a multitude of ways. To get the most out of command building it is suggested that you experience a multitude of flying conditions. Conditions should vary from the high altitudes of the Snowy region to the desolation of the Northern Territory. Flying around Australia is a popular option not always pursued by flying schools. Some students just hop in an aeroplane and travel on numerous flights that are within a few hundred kilometres of their training aerodrome.

One flying school at Bankstown undertook a month long flying tour to China. The total trip took approximately 80 hours. the aircraft departed from Bankstown before tracking to Darwin, the Philippines, Hong Kong, then up the east coast to Shanghai and Beijing, before returning along an inland route to Hong Kong for the trip home. This command building flight added substantially to the pilots flying experience.

The amount of flying time for this section depends on whether you take additional training in the form of ratings. Essentially you need a minimum of 180 hours flight time if on a CAO course or 130 hours flight time if on an integrated course to proceed to the next stage.

Commercial Pilot's Licence (CPL)

The commercial syllabus is an extension of the PPL syllabus except that the student is expected to complete syllabus items to a higher standard. The CPL flying part of the syllabus is approximately 20 hours of flight time in duration. A candidate is also required to complete a constant speed endorsement (training to use a variable pitch propeller). Candidates may also complete a retractable undercarriage endorsement which is for faster aircraft equipped with landing gear that retracts during flight.



Before a candidate completes a CPL flight test they may have already completed an instrument rating and/or a NVFR rating.

Various theory subjects must be completed before you sit for the CPL flight test. Theory subjects covered are:

- Aerodynamics.
- Flight Rules and Air Law.
- Aeroplane Performance.
- Navigation.
- Meteorology.
- Aircraft Systems.
- Flight Planning.

The commercial syllabus involves a navigation exercise covering a minimum of 300 nautical miles with 2 landings enroute. Before you attempt the CPL flight test you must do a recommendation flight.

For the CPL flight test you will fly with an approved testing officer under the same conditions as the PPL flight test but to a much higher standard. By this stage your performance is bright, polished and professional. Passing the CPL means that your flying will be at a standard where passengers will be prepared to pay money to fly them anywhere.

At the completion of the CPL flight test you should have approximately 150 flight hours if completing an integrated course or 200 hours flight time if completing a CAO course. You can increase your skill level by

completing an instrument rating if you have not already done so or perhaps completing an instructor rating. Alternatively you may just look for your first flying job.

Airline Transport Pilots Licence (ATPL)

A pilot must have acquired 1500 hours flying experience before he/she can qualify for the issue of an ATPL. A pilot therefore has to be flying on a commercial licence for usually a minimum of two years to accrue the experience. However a pass in the theory examination can be earned at any time once the candidate has a CPL. A pass in the ATPL theory is perpetual i.e. though it might take a candidate several years to accumulate 1500 flying hours, the theory pass will still be valid.

The theory subjects are:

- Instrument Flight.
- Multi-engine Aerodynamics.
- Aeroplane Performance.
- Gas Turbine Principles.
- Flight Rules and Air Law.
- Upper Level Meteorology.
- Navigation.
- Flight Planning.
- Human Factors.

The ATPL examination demands the very highest standards. Potential candidates are well advised to obtain a detailed syllabus from the Civil Aviation Authority or aviation publication supplier. All licences remain valid in perpetuity, but to exercise the privilege of a licence the pilot must hold a valid medical certificate and meet the specified recent experience requirements.

HOW MUCH? HOW LONG?

The information below is to be used as a guide only. Prices and duration vary significantly from school to school.

Individual Course Type	Duration	Approximate Cost
GFPT/PPL Syllabus	50 hours/20 weeks	\$7,500
Command Experience	Depends on the amount that you need to do.	
CPL Syllabus	20 hours/3 weeks	\$4,800
ATPL Theory	8 weeks	\$1,500
Command Instrument Rating	35 hours/4 weeks	\$6,800

Duration and Cost for Courses commenced from Ab-initio

CPL Advanced Certificate in Aviation	42 weeks	\$24,000
ATPL Associate Diploma in Aviation	84 weeks	\$33,000

WHICH AIRCRAFT?

For your GFPT and PPL flying training, you'll be using flying training aeroplanes. There is a fairly wide range of training aircraft available from flying schools throughout Australia. The difficulty is deciding which one is for you. Ultimately there is not much difference between them in terms of performance and handling.

Initial training is in a basic fixed undercarriage, fixed pitch propeller, two or four seat trainer, with simple systems and modest performance which serves very well. Training aircraft are low powered and reasonably economical, both in terms of maintenance and flying costs. They're very manoeuvrable and won't become unpredictable in normal circumstances. The beauty of the trainer characteristics is that it allows you to learn plenty in terms of handling. Ultimately the choice in trainers would come down to whether you want to learn to fly in a high wing (C152/C172) or low wing (Piper Warrior) and the cost per hour of the aircraft.

The C152 would be suitable for ab-initio training then progress onto something like the Piper Warrior for the navigation sequences. This larger aircraft is a touch more stable and rides the bumps a little better. Ample cockpit room allows easy reading of maps and charts.

The Cessna C150/152 is the world's most popular basic trainer. In sheer numbers produced, from 1958 until 1985, Cessna built over 30,000 of these aircraft. A very responsive aircraft, the C152 gives a cruise speed

of 95 knots and is ideally suited for pilot training. Perhaps you would feel more comfortable in a larger aeroplane like the Piper PA-28 Cherokee Warrior which seats four people and cruises at 105 knots.

The Piper Archer PA28-181 is ideal for cross country navigation sequences, an excellent 4 seat touring aircraft with a 120 knot cruise speed makes it ideally suited to PPL flying training.

TEXT BOOKS, DOCUMENTS AND PUBLICATIONS

Once you decide to become a pilot, the paper work starts. You'll require text books, documents and publications.

CAA Publications Centre

The CAA Publications Centre handles enquires, sales and distribution of aeronautical documentation like the AIP, ERSA, CARs, CAO's, syllabus of examination and study texts for Flight Crew. Phone enquires and orders are welcome on (freecall) 008 331 676 or 1800 331 676 (Australia- wide). The Publications Centre accepts most credit cards and despatches orders generally the next day. Mail orders to:

CAA Publications Centre
PO Box 1986,
Carlton South, VIC, 3053
or
Fax (03) 347 4407

Trevor Thom - Aviation Theory Centre

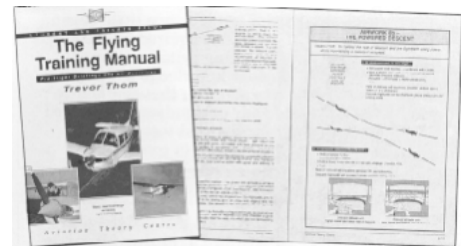
The finest text books in the country are produced by Trevor Thom. The Trevor Thom Pilot Training Manuals and Courses are produced and published by the Aviation Theory Centre. The texts are available from Pilot Supply Shops, most flying schools and Aero Clubs. Alternatively they may be obtained direct:

Aviation Theory Centre
131 Nelson Place
Williamstown, VIC, 3016
Ph: (03) 397 2011
Fax: (03) 397 1675

The information is put together by Captain Trevor Thom and his team in a style that is both comprehensive and easy to read. Available in two packs, every concept is logically and comprehensively explained within the kits with ample practice exercises.

The Student Pilot Kit contains the Student Pilot Manual, the Flying Training Manual, a Pilot's Logbook, The Flight Radio For Pilots Manual and a copy of the CAA Syllabus. There is sufficient study material to take the student up to the GFPT.

The Private Pilot/Commercial Pilot Kit in four volumes will ensure that students are well equipped for study, complementing their ground schooling. Included are: Aircraft General Knowledge and Aerodynamics, Meteorology and Navigation, Aircraft Operations, Performance and Planning (including performance charts, weight and balance data and flight planning and Flight Rules and Air Law). Also available are The Instrument Rating Manual's (one and two) to supplement your study toward the instrument rating.



ADDITIONAL TRAINING COSTS

The following is an *estimated* list of additional charges that are usually not included in course costs by flying schools for the cost of pilot training. This list should be taken as a guide only.

General Flying Proficiency Test

AIP's	\$50.00
Log Book	\$16.60

Aircraft Manual	\$20.00
Visual Terminal Chart (VTC)	\$ 6.50

Private Pilot Licence

CAO's	\$24.00
CAO's Binder	\$ 9.90
CAR's	\$29.50
ERSA	\$ 9.50
VEC/VTC Complete	\$18.00
PCA A and B	\$ 1.70
WAC	\$13.00
Plotter	\$13.90
Circulation Navigation Computer	\$35.00
Aircraft Manual	\$20.00

Commercial Pilot Licence

Aircraft Manual	\$35.00
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Command Instrument Rating

Beechcraft Duchess Manual	\$35.00
DAP's East or West	\$ 9.50
ERC/Area Chart Complete	\$ 8.50
ERC (Low) Complete Package	\$ 5.00

Airline Transport Theory Subjects

Manual of Meteorology Volumes 1 & 2	\$34.90
Boeing 727 Examination Manual	\$24.95

Instructors Rating

AOPA Flight Instructors Manual	\$ 75.00
Principles of Learning Booklet	\$ 25.00
Overheads/Briefing notes	\$200.00

CAA Amendment Services (12 months only)

AIP's	\$ nil
CAR's	\$ nil
CAO's	\$10.80
ERSA	\$42.00
DAP East or West	\$11.40
VEC/VTC	\$28.00
PCA A&B	\$ 5.40
ERC/Area Charts	\$19.00
ERC (Low) Complete	\$12.00

Additional Pilot Requirements

White shirts (three)	\$ 90.00
Blue Trousers (one pair)	\$ 80.00
Blue Jumper	\$ 60.00
Flight Bag	\$ 95.00
Headset	\$180.00

CAA Examination Fees

PPL	\$ 46.00
CPL	\$ 52.00
Instrument Rating	\$ 88.00

CAA Licence And Endorsement Fees

Student Pilot Licence	\$15.00
General Flying Proficiency Test	\$25.00
Private Pilot Licence	\$20.00

Commercial Pilot Licence	\$50.00
Endorsement (eg, Instrument Rating)	\$20.00

Accommodation (If required)

Some flying schools have accommodation on the aerodrome or within close proximity for those who have travelled considerable distance for the courses. Approximate costs are:

Bed and breakfast (hotel style)	\$120.00/week.
Bed and full breakfast (hotel style)	\$150.00/week.

THEORY

There are a number of Flying Schools offering tutoring or classes specialising in ground schooling. These are conducted after business hours or on the weekend. Theory can also be completed at various Universities as part of a tertiary course or done by correspondence through the Aviation Theory Centre. A syllabus for any licence or rating is available from the CAA Publications Centre.

Type of Exam	Course Duration (Full-time)
PPL	4 weeks
CPL	5 weeks
ATPL	6 weeks
Instrument Rating	4 days

The PPL, CPL and IREX (instrument rating) exams are conducted in a single seating and is of multiple-choice format. Caution has to be exercised to see that the school teaches you everything in the syllabus and not just enough to pass the exam.

Type of Exam	No of Parts	Time Allowed Hrs	% pass rate
PPL	1	3.5	70
CPL	3	6.0	75
ATPL	4	9.5	60 each part 70 overall
Instrument Rating	1	3.0	80

Note: The ATPL exam is arranged to run over two days.

It is prudent to point out at this stage that your ATPL (Airline Transport Pilot Licence) subjects need not be completed until you are ready to apply for the ATPL (you need a minimum of 1500 hours total flight time). Most commercial pilots don't complete their ATPL theory till they have been flying commercially for quite some time. Since an ATPL course is approximately 8 weeks in duration, it makes it difficult if one is employed to take the time off to complete the theory. It is for this reason that perhaps it is wise to complete your theory before you score your first commercial flying job.

WHERE DO I TRAIN?

Training in a controlled airspace environment especially with the congestion on weekends has its merits. Once a new pilot has trained under these conditions they will cope with a broader variety of flights into busier control zones.

One also needs to consider the closeness of the Training Area. If the training area is considerable distance away then a lot of your money is going to be wasted by travel time to the Training Area. Length of taxi time also needs to be considered. It takes time to taxi to the end of a runway that is more than a kilometre long; this taxi time you are paying for.

Weather can have a considerable effect on your flying training. It's best to select a location where prevailing weather and visibility is reliable to allow continuity in flying training. Prolonged forced breaks in flying activities because of marginal weather does not do much for continuity in skill learning. Once you have decided what airport to train at, you must carefully look at what flying school you will train with.

WHAT TO LOOK FOR IN A FLYING SCHOOL



Go and check out the school. You may not initially be able to judge the technical proficiency of the instructors at their jobs, but you can certainly look for indicators which give you clues. Look for anything which indicates their approach to work. Telephone manner, physical appearance of the school, the state of its buildings, facilities, and its aircraft, are all valuable clues. Perhaps most important is the appearance, deportment and behaviour of the instructors. When you walk into the office are they standing upright or are they slumped behind the counter? Do they wear uniforms or not? Are they cheerful and helpful or do you get the impression that they

would prefer if you weren't there? Some may argue that any or all of these are cosmetic only, and of no real importance. Perhaps so. The novice, who cannot really judge how good the training is until possibly many years later, would be wise to use any indicators available and which can be readily comprehended. Aviation is a people business. The human factor is all important because the consequences of human error can be devastating. The basic features of people management are common to good flying schools everywhere: the nurturing of skills and self confidence; the pursuit of wisdom (as a pilot would understand the term); and the obsession with standards.

Beware of advice from people with vested interests. If the person providing the advice stands to make money out of the advice given, then a conflict of interest inevitably exists and the advice must be considered suspect. Think: "What's in it for them?" The usual traps are paying out a large amount of money up front, perhaps committing to a full CPL course if you are not sure that flying is for you, or doing extra ratings and endorsements which are unnecessary.

Beware of the flying schools using terms such as "Airline Pilot Intake" or "Airline Cadet Training Course". Although it may be technically correct that a graduate of such a course will be qualified for an airline position, students should not be misled into having the impression that this is what will happen on completion of their training.

Ensure the school operates on full proper briefings for each lesson - not "if time allows". Briefings are intended to help allow students acquire a clear understanding of the principles involved in flying. These should be provided for all students on a 1 on 1 basis. The lesson format should be:

- Long Brief
- Pre-flight Brief
- Flying Lesson
- Debrief.

Does the school offer training in an integrated format or does it only cater for students wishing to complete the CAO course? Does the school offer Associated Diploma Courses or Degree courses? Are the schools courses accepted by tertiary institutions? Are they approved by, for instance, The N.S.W. Vocational, Educational Training Accreditation Board (VETAB) as qualification for the Certificate of Aviation (PPL), Advance Certificate in Aviation (CPL) or the Associate Diploma of Applied Science (ATPL). Some Universities recognise CPL courses as the equivalent of a major in their BA award.

The best indication of a flying school's commitment to aviation is its flight department. If the flight department is well equipped, with simulators, recent vintage aircraft, a plentiful fleet relative to the size of the student body, a good sized instructional staff, an apparently fine maintenance program, and good marks from the CAA, you can be fairly well assured that your money and time will not be wasted there. The local Flight Standards Office of the CAA, which has to inspect and oversee any CAA approved school, can be of great help in evaluating.

Additional things to check are: good simulators, a provision for plenty of ground time with instructors, ample work space, an organised aircraft dispatch setup, single and multi-engine aircraft for advanced training, and reasonable access to facilities that assist with instrument flying. Ask around among professional aviators about the reputation of any school at which you are thinking of enrolling.

Having to fight for the attention of an under-staffed faculty or being obliged to use the over-utilised equipment can make your pursuit of an education difficult. Make sure the school you choose is adequate in all respects. Is there a low ratio of flying instructors to students or is it a meat market for instructors? Do you stay with one instructor for the duration of your training (preferred) or are you handed around to who ever is available?

Don't select your flying school on the basis of the lowest price. This is a particularly foolish and short sighted strategy. No future employer will care whether you saved \$150 on the price of a course which cost perhaps \$25,000 or more to complete. The only thing he/she will be interested in is the *reputation* of the school.

Comparing costs on the basis of hourly rates is pointless for two reasons:

- (1) It is a poor indicator of the quality of the school; and, in any case;
- (2) Higher quality training often means you end up reaching the required standard in less hours anyway, and therefore you save money overall.

Beware of schools that claim a fixed price to attain a licence. Individuals learn at different rates, and some people will learn more quickly than others. It is the completion standard which is important - not the number of hours flown.

Go for a half-hour Trial Instructional Flight (TIF) to gauge the professionalism of the school. Incidentally, this flying time should be put into your logbook.

PART-TIME? FULL-TIME?

Possibly one of the things that distinguishes aviation from other professions is that the student can choose to qualify at his or her own pace. It ought to be stated however, that it has been conclusively proved that the cheapest and most efficient way to learn to fly to an advanced stage is by an intensive, daily flying program. This is not to say that training part-time won't produce a professional pilot, but it makes it difficult.

TERTIARY COURSES

The simple fact about tertiary education is that you should get some sort of tertiary education because it will mean more money down the road. Airlines in the U.S., Japan and to some extent, the U.K. require airline pilot applicants to hold some kind of degree. Major airlines in Australia have indicated that in the near future they also will be heading in the direction of an applicant holding a degree.

It is interesting to note that pilots function quite well without a degree (how is an arts degree going to help a pilot fly a 747?). Airline companies require some sort of systematic filtering format to screen the "perfect pilot" from the general population. A study done by United Airlines in the U.S. showed this perfect pilot to be a good long term company man who followed orders, yet could think and make decisions, if he/she had to. This pilot was physically able to fly, and pass medicals for long periods of time, making himself a good investment for airline training. There were multitudes of other criterion United looked for. After all was said and done, they concluded that tertiary education had nothing to do with how perfect one would be as an airline pilot. Tertiary education hasn't proved anything but a filtering device for employers to use - relative to pilots.

Recently though, various institutions have taken the initiative to turn this around. The University of Western Sydney consulted with the aviation industry and basically asked "*If a tertiary qualified person applied for a position with your company, what would you have liked him/her to have studied?*" The UWS then put together a degree course based on this information and called it the Bachelor of Aviation Studies.

Broadening your education widens your opportunities... no doubt about that. If, for some reason, your licence is cancelled or temporarily revoked (possibly due to medical reasons) then one has the education to remain in aviation by taking up perhaps a management position in operations with an airline.

All sorts of different courses are run by all sorts of Universities and TAFE's. For instance, Griffith University and Queensland University of Technology offer Aviation under the Faculty of Applied Science. Bond University have the school of Information and Technology Science. At the end of three years, students emerge qualified not only for the ATPL but also a Bachelor of Information and Technology with Aviation as a Major plus an Associate Diploma of Applied Science - Aviation. A Diploma of Aviation Studies and Bachelor Of Aviation Studies is offered by University of Western Sydney.

To find out where courses are run, contact any University direct or peruse the University Course Directory available from most good book shops and newsagents.

Flying Schools can offer tertiary courses but ensure that the course is recognised by the government as being to tertiary standard. The Vocational Education Training and Employment Commission grant accreditation to flying schools who pass stringent criteria.

The Bachelor of Aviation Degree

To give you an example of a typical course we'll look at the UNSW course. The course offered by the University of New South Wales is of high quality and is cost effective, for it offers specialised academic tuition and personalised flying instruction in a variety of aircraft. The course takes three years to complete full-time. At the completion of the degree, the graduate should have:



**THE UNIVERSITY OF
NEW SOUTH WALES**

- Commercial Pilots Licence and ATPL Theory,
- Multi-Engine Command Instrument Rating and either,
- Grade Three Flight Instructor Rating or LightJet Endorsement.

Syllabus of study includes the following:

Science

- Dynamic Meteorology, Aviation Physics.
- Atmosphere Science.
- Mathematics for Aviation.
- Computing.

Engineering

- Aircraft Performance, Aviation Aerodynamics.
- Aviation Propulsion, Airframe Analysis.
- Engineering Experimentation.
- Principles of Instrumentation.
- Aircraft Systems, Mechanics of Aviation

Professional Studies

- Crew Resource Management.
- Human Factors in Aviation.
- Language of Management.
- International Studies.
- Economics of Management.
- Management Communication Skills.

Crew Resource Management

(This ensures the graduate pilots fully understand the interpersonal relationships between flight crew and human factors in flight, as well as the management skills necessary for command.

The Bachelor of Aviation Degree is recognised around the world. The degrees advantages include:-

- The Bachelor of Aviation degree INTEGRATES the theory and practice of flying. This is the optimum way of learning to fly.
- Aviation students spend a minimum of 250 hours flying. Training is conducted over block release each year so that techniques of piloting are re-enforced and flying skills are optimised.
- Aviation subjects normally associated with pilot licence requirements is undertaken during the block release periods for flying at the airport base.

For further details, apply to:-

Department Of Aviation
The University of New South Wales
Sydney, N.S.W, 2033.
Ph: (02) 385 5756
Fax: (02) 663 1222

The Bachelor of Aviation Studies Degree

The Bachelor of Aviation Studies differs from the Bachelor of Aviation in that it has a management emphasis as opposed to an engineering flavour that the Bachelor of Aviation degree has.

The University Centre for Aviation Studies (UCAS) is the aviation campus of the University of Western Sydney, Macarthur located at Bankstown Airport on the outskirts of Sydney. The University Centre for Aviation Studies was established to offer prospective pilots an improved educational foundation in the aviation disciplines while at the same time providing them with flying training of a high standard appropriate for a career as a professional pilot.



ii) Aviation Sequence (compulsory)

Aviation 1	0.250 SLF
Aviation 2	0.250 SLF
Aviation Environment 1	0.250 SLF
Aviation Environment 2	0.250 SLF
Aviation Psychology	0.125 SLF
Human Factors	0.125 SLF
Airline Transport 1	0.250 SLF
Airline Transport 2	0.250 SLF

iii) Open Electives

Open electives to the value of 0.250 SLF can be chosen from the offerings of the University of Western Sydney - Macarthur.

iv) Elective Major

Aviation Management

Note: This sequence is offered by UCAS at Bankstown Airport.

Introduction to Computers	0.125 SLF
Organisations and Management	0.125 SLF
Professional Practice in Aviation	0.125 SLF
Aviation Law	0.125 SLF

Any four of the following level 3 subjects:

Airline Business Management	0.125 SLF
Airport Management	0.125 SLF
Safety Management in Aviation	0.125 SLF
World Aviation Tourism	0.125 SLF
Information Management	0.125 SLF

Students who have previous flying qualifications or tertiary studies may apply for advanced standing on the basis of those qualifications. Advanced standing will be assessed by UCAS on an individual basis.

For further details, apply to:

University Centre For Aviation Studies,
501 Tower Road,
Bankstown Airport, N.S.W., 2200
Ph: (02) 792 1588
Fax: (02) 792 2927

Associate Diploma of Applied Science (Aviation)

The Associate Diploma of Applied Science (Aviation) is a 2 year full-time course. Let's look at what the Sydney Institute of Technology has to offer. Subjects are:

- Aviation Studies.
- Flight Computation.
- Mechanics of Flight.
- Principles of Flight.
- Engine, Systems and Instrumentation.
- Aeroplane Performance and Operation.
- Meteorology 1.
- Flight Rules 1.
- Navigation 1.
- Night Visual Flight.
- Aviation Medicine.
- Multi-Engine Flight.
- Flight Planning 1.

- Meteorology 2.
- Flight Rules 2.
- Navigation 2.
- Flight Planning 2.
- Gas Turbines.
- Instrument Rating.
- Simulator Practical.
- Aviation Law.
- Survival.
- Firefighting.
- Human Factors in Aviation.
- High Speed Flight.
- Flight Deck Management.
- Vocational Communication.
- Flight Instruction or Computer Applications.

The course runs for 2 years full-time and costs \$460 per semester. Full-time Courses are run during the day between 9:30am - 4:30pm with course length:

- APL - Aeroplanes 18 weeks
- APL - Commercial 8 weeks
- APL - Air Transport 16 weeks
- Instrument Rating 2 weeks

Part-time Courses are run in the evening between 6pm - 9pm with course length:

- APL - Aeroplanes 36 weeks
- APL - Air Transport 36 weeks
- APL - Commercial 27 weeks
- Instrument Rating 10 weeks

Short Courses are also available at Sydney Institute of Technology include Flight Deck Management, Aviation Law, Aviation Medicine and High Speed Flight. Course duration includes CAA examinations. For more information contact:

Aviation Operations
 Sydney Institute of Technology
 Level 7, Building W
 Broadway, N.S.W., 2007
 Ph: (02) 217 3402
 Fax: (02) 271 4021

SHORTCUTS

Shortcuts to train and secure employment in the aviation are out there... you just need to be open minded when seeking out opportunities. One shortcut is to work while you train. A program that has been running for sometime now is working as a security guard at night and train during the days. The security firm is liberal in its flexibility in working hours so its easy to adjust your work to suit your training.

Another option is to train with your prospective future employer. Executive Air Pty Ltd in Darwin is one such operator that generally only employ's pilots who have trained with them. They train them the way they want them and at the hiring stage they know exactly what product they are getting.

Doing an instructor rating with an expanding flying school generally puts you, if you produce quality results, at the forefront for employment with that flying school at the completion of your training.

Aircraft Ownership Syndicates

A cheap way to build up aeronautical experience is to buy a syndicate in a small aircraft such as a Skyfox. The Skyfox was built specifically for flying schools and recreation and is ideally suited to the role. The aircraft hires for about \$70 per hour. It is a tailwheel aircraft so flying this aircraft means a tailwheel endorsement would need to be completed. Syndicates are advertised in magazines or generally advertised by word of mouth.

Ultralight Training

An inexpensive way to build aeronautical experience is in an ultralight aircraft. From there you can progress to a small light trainer such as the Cessna 152.

An ultralight is an aircraft that is registered with the Australian Ultralight Federation (AUF) that has a maximum take-off weight of not more than 450 kg for two seaters, or of not more than 340 kg for single seaters. The AUF is the controlling body and is authorised by the CAA to provide pilot certification, act as a regulatory authority and to assume responsibility of aircraft registration.

To become an ultralight pilot you need to satisfy the following:

- Minimum age of 15 years.
- Membership of the AUF is mandatory.
- A member of some ultralight club.

The duration of flight training for someone with no previous flying experience is about 20 hours. Annual Membership to the AUF is \$75. To find out your closest AUF Approved Flying School contact the AUF. Pilot Certificates are price listed as:

- Student - \$20.
- Pilot - \$45.

The AUF can be contacted by writing to:

PO Box 286
Curtin, ACT, 2605

The head office is located at:

34 Fyshwick Plaza
59 Wollongong Street
Fyshwick, ACT, 2069
Ph: (06) 280 4702
Fax (06) 280 4775

ADDITIONAL TRAINING

Type Endorsements

For a commercial pilot to fly a particular multi-engine aircraft he/she must have completed appropriate training on that aircraft and be type endorsed on that aircraft. The endorsement training entails that you are taught all the systems of the aircraft and then given a few hours flying training on the aircraft. The type rating is only useful if the prospective employer uses that type of aircraft in the fleet. A popular endorsement is on the Beechcraft Baron. The Baron seats 6 people and travels at 175 knots. The training costs are around \$330 per hour and you would complete atleast 2 hours training if already multi-engine endorsed.

Type Ratings

A type rating is an addition to an existing licence that allows you to fly a particular aircraft weighing more than 5700 kg. A controversial issue is whether it is worthwhile for an individual to put an aircraft type rating on his/her licence at his/her own expense in the hope of securing a job. Conventional wisdom states that this is not wise. There is no guarantee of a job, a type rating is not much use without experience, and an operator/airline must still spend money to train a pilot to its own Standard Operating Procedures (SOP's). The economic climate at the moment has turned much conventional wisdom on it's head. A small number of people have had the foresight to put a 767 on their licence as a result. Putting a commercial aeroplane on your licence is not cheap. It is impossible to give general advice, and few chief pilots would offer a job on an individual promise of getting a type rating. On the other hand, some will offer to help, at a price, and look to see how an individual performs. Becoming known to potential employers is one of the big secrets of getting a job ahead of other people, provided of course, that the chief pilot likes what he sees.

Aerobatics Rating

Completion of an aerobatics rating gives you confidence to fly an aircraft throughout its entire flight performance envelope. It enables you to fly an aeroplane with confidence so that you can gain maximum enjoyment. Your standard of competence is enhanced thus making you a true competitor in the flying job market. Besides that it makes you a safe pilot by giving you the ultimate insurance policy - superior skill. Airlines tend to prefer pilots to have some aerobatic experience.

A basic aerobatics course costs around \$3,000 for a 15 flight hour course and covers such things as:

- Foundations of Aerobatics.
- Angle of Attack Control.
- “G” Stalling.
- Pitch and Roll Manoeuvres.
- Autorotation and Spinning.
- Escape from Mishandled Manoeuvres.

Multi-engine Endorsement

A multi-engine endorsement allows you to fly a particular multi-engine aircraft. The twin-engined aircraft is more complex and tends to fly faster and further than their single engine brothers. The initial endorsement takes approximately 7 hours to complete and is listed in detail in Appendix One. Flying a twin-engine aircraft is expensive; roughly \$195 per flight hour for a twin-engined Duchess. Completing a multi-engine endorsement makes you a lot more employable for a charter pilot position.

Command Instrument Rating

A command instrument rating allows a pilot to fly in cloud, night and poor weather conditions. The instrument rating allows a pilot to fly 99% of the time. A pilot without a rating can really only fly about 60-70% of the time, depending on the weather. The weather varies considerably from appalling in the south to excellent in the north. With an instrument rating, a pilot becomes more reliable. Just the requirement for a charter pilot. Having the skills to fly multi-engine aircraft in all weather does makes you more employable. However the chances of landing a position flying multi-engine aircraft from a raw commercial is low.

The entire rating is accomplished with a "hood" on the students head. This obscures your vision so you can only see the instruments and not outside the aircraft. Keeping your instrument rating current or recent is another factor to consider. Every year you need to do an IR renewal which costs anything from \$200 to \$500 to complete. If your first flying job is flying VFR in single engine aircraft (most likely) then it's an additional financial burden to carry a rating that you are not using.

The Command Instrument Rating syllabus is outlined in Appendix One. The course can be integrated with your CPL training if desired.

Night VFR Rating (NVFR)

A NVFR rating allows completion of flight after last light in good meteorological conditions. This rating a few years ago was mandatory for commercial pilots; now it's optional. It is highly advisable to complete a NVFR rating, preferably at completion of your PPL training.

The NVFR syllabus is outlined in Appendix One. The course can be integrated with your CPL training if desired.

Agricultural Rating

An agricultural rating allows you to use an aircraft for crop spraying, pest control and fertiliser spreading. Ag flying involves flying at very low level (<50ft) and spreading all sorts of chemicals over a certain area with high precision. If you don't mind a bit of hard work it can be financially rewarding. Ag flying requires flying to be completed with no error. You also carry a heavy environmental responsibility.

To qualify for agricultural spraying you must train through an approved ag flying school. Minimum training requirements are spelled out in the CAO's and normally require both top dressing and spraying experience. A typical Ag course costs approximately \$9,500. Though not compulsory in the industry, you may pass the Agricultural Aviation Association of Australia exam. The Four-A's exam tests students knowledge of spraying techniques, chemicals and general ag operations.

The low level approval course is designed for pilots with a need or interest in honing and formalising their low level flying skills. The approval can be specifically requested for boundary or power line inspection. A low level approval involves no less than eight hours flying.

Business is not at its best at the moment due to the battered rural economy. When the situation does start to turn you can expect a lot of new pilot opportunities to arise.

Instructor Rating

To become a flight instructor (Grade 3) you require at least a commercial pilots licence. The Grade III flight instructor syllabus is shown in detail in Appendix One.

The hardest part about getting the rating isn't the technical knowledge required, it's learning how to communicate effectively from the right hand seat. Truly a challenge, yet the most rewarding kind. As a flight instructor you develop better objectivity in your flying ability. This becomes even more important later on, concerning ethics, safety and emotion.

There is concern that instructing for any period of time without expanding into other areas of flying, for instance charter, can hinder your ability to get into an airline. If, at the completion of the course, you can produce students, it is most likely you will be permitted to train these students at that school. This makes instructing one of the best ways to break into the industry.

In Indonesia, Japan, Korea, Malaysia, Singapore, Taiwan and Thailand, there's virtually no general aviation as we know it. There's no ready source from which airlines can recruit licenced and experienced aircrew. Nor, in most cases, is the military allowed to be a training ground for the airline recruits.

The rapid economic growth of such countries means swift expansion of their airlines and a demand for thousands of trained pilots over the decade. In the longer term those countries governments are determined that their airline pilots will be nationals, not expatriates. That's where there is sizeable business and flying jobs to be won for Australia, which has what several requisite Asian countries don't have: ample airspace, runways and training staff, advanced ATC and favourable flying conditions. The need to train international airline pilots in an English speaking environment also points to Australia as geographically the closest place fitting the bill.

Every Asian country with a rapidly growing economy will add demand to the pilot training equation over the next decade at least. Boeing estimates say that over the next 10 years, airliners in the Asia Pacific region will increase from 1100 to 2800. That will create a need for at least another 20,000 trained airline pilots, not counting replacements for retirees and pilots wooed away by increasingly competitive recruiting as demand surges.

Some Australian operators are vigorously working on it and contracts are being written which give flying instruction the career potential it deserves, rather than being a stopover on the way to an airline career. Australian flying schools are now marketing products such as straight-through airline pilot training from ab-initio to right hand seat, recurrent simulator training on contract to airlines, military and corporate operators, type transition; virtually anything associated with flight training. The British Aerospace/Ansett Flying College at Tamworth and Hawker de Havilland's Australian Aviation College (AAC) at Adelaide have the infrastructure geared for substantial foreign business and growth.

Australia's weather, expertise, language and location, places us to benefit from Asia's unprecedented demand. This could only be beneficial for anyone contemplating flight instruction as a career path.

OTHER COURSES

Cockpit Resource Management (CRM)

Cockpit Resource Management training is that of using the available resources in decision making. One purpose of the training is to overcome a basic weakness that initial training has bred into pilots. Pilots have been taught to fly aircraft as sole crew members. CRM will teach how to use all the resources at your disposal to gather information, review the information, analyse that information, develop solutions, implement the decision and evaluate performance as an ongoing process of education.

Another part of CRM training is understanding communication. CRM teaches you to communicate with other people effectively and how other people react to certain styles of communication. CRM teaches how to analyse your own personality and recognise strengths and weaknesses. You are taught how to be assertive and avoid using aggressive behaviour and to see the fine line between the supportive and the submissive. CRM teaches how to properly assess the priorities and channel the team effort toward effective accomplishment of the prime task. CRM can reduce the pilot-preventable accident rate. It is for this reason that completing a CRM course makes you more employable.

A typical course is run over 2 days and includes factors such as human factors, flight safety and aviation psychology.

Dangerous Goods Awareness Course

Training in dangerous goods awareness (DGA) is mandatory for flight crews. The goods acceptance course is different from the awareness course in that it is more comprehensive and not required by aircrew. The DGA Certificate is valid for two years. Ensure you complete a course which is approved by IATA. The cost of a typical course is about \$70.

Flight Engineer Exams

The flight engineer (FE) at one time was the mandatory entry level position for all airlines. The 727 and 747 are among the declining number of aircraft utilising flight engineers. The flight engineer monitors all the flight systems of the aircraft. With the advent of computers the new generation of airliners have no flight engineers. The pilot who is going to use the FE as a stepping stone to the front seat can add this rating for a small fortune. The entire rating can be done in the simulator and is generally only available in the USA.

TAX AND FLYING

A pilot undergoing commercial flying generally outlays atleast \$30,000 in training costs. A prudent trainee pilot should re-arrange their affairs to maximise their tax return when they commence commercial flying. First, one must be aware of what they can claim and then re-arrange their affairs to maximise their tax return.

As a general rule, the ATO will allow a tax deduction if a taxpayer incurs the claim in gaining or producing assessable income for themselves. So, the taxpayer must demonstrate how the claim was incurred. Once that hurdle is overcome, a more detailed examination of the claim may have to be undertaken.

Just because it is a work related expense will not necessarily mean that the ATO will allow the deduction. It may be surprising and disappointing to a taxpayer what the ATO allows and dismisses for deductions. Some examples are listed below.

Sun Glasses

UV filtered aviation spectacles are a popular purchase by pilots. If a pilot claimed a deduction for their glasses they would have to show that the glasses are not similar to conventional clothing or to eyewear intended to correct defective vision. In other words, the pilot must consider the glasses as a form of protective equipment and unnecessary in any of his other daily functions aside from flying the aircraft for his employer. So, at the end of a flight the glasses should remain in the aircraft.

The ATO, however, considers the use of anti-glare glasses as conventional protection from the natural environment, not from the hazards of the equipment used while working. The ATO has previously determined that sunglasses do not possess any special attributes to take them out of the category of private outlays. Therefore, the ATO will not allow a taxpayer's deduction for anti-glare glasses.

Depreciation of Pilot Equipment

Purchasing items such as navigation computer and fuel drain is a capital expenditure and their initial cost may not be deducted in only one year. The equipment must be depreciated progressively over their predetermined life according to depreciation tables the ATO publishes.

Stationery And Diaries

Flying charts and amendments are often a necessary expenditure by pilots if their employer does not supply them. Diaries are also a similar necessity for pilots in performing their daily duties. The ATO has determined that pilots' claims for log books, charts, binders and diaries are an allowable deduction. The ATO indicates that this is an expense necessarily incurred in earning assessable income and may be deducted.

Technical Journals and Periodicals

For magazines and journals to be deductible, the taxpayer must show a sufficient nexus between the nature of the purchase and his or her employment.

This issue has been addressed by the ATO on a couple of occasions. In one case the ATO denied an airtraffic controller's deduction for the purchase of aviation magazines. The ATO felt his work did not require him to buy the papers and magazines. The ATO determined that there was too remote a connection between the cost of aviation magazines and the type of knowledge necessary to be maintained for holding a flying licence.

So, unless you can demonstrate that a journal or periodical contains technical information relevant to your employment, expenses for journals and periodicals will not be allowed by the ATO.

Uniform and Uniform Maintenance

An employer usually require that pilots wear appropriate uniforms. These uniforms are certainly unique to the industry and to the job to be performed. An employee's deduction for the cost of cleaning and maintaining company uniforms is allowable.

Telephone Expenses

Pilots are permitted to deduct the expenses incurred in business calls and partial rental cost for maintaining a telephone connection. However, written records (e.g., diary entries) must be available to support the making of such calls. Installation costs of a telephone are considered a capital expense and may not be deducted. Although the purchase and maintenance of a mobile phone, beeper or answering machine is a modern convenience, the ATO has indicated that it is a personal choice made by the employee. These items are private in nature and the ATO will not allow a deduction for their purchase and maintenance.

Licence Renewal and Medical Exams

Licences issued by a government regulatory body are necessary for the lawful performance of some jobs in the aviation industry and to maintain employment with a company. In its draft ruling, the ATO has stated that if a taxpayer must take an exam to retain a licence, the costs associated with the exam are an allowable deduction provided the taxpayer's employer does not reimburse him. However, the cost of a pilot's medical examination is not an allowable deduction as the expense is of a private nature. The ATO has previously determined that the expenditure is neither relevant nor incidental to the taxpayer's duties as a pilot. This is even though the holding of the pilot's licence and the particular expenditure appear as essential prerequisites of the derivation of income.

Flying Training

As a general rule, you can claim all but your PPL training as a tax deduction. At the onset it is advisable to consult an accountant, preferably an accountant specialising in Aviation, to determine your best course. Your expenditure on flying training may fall in the year preceding the year you start earning income from aviation. In this case, your accountant may be able to defer the expenditure to maximise your tax return. Of course for all of this to be worthwhile you need to earn income that puts you in an appropriate income bracket i.e. above the taxable income threshold.

The above offers some guidance, however, in reviewing your own claims for deductions, always seek a qualified tax practitioners advice before claiming a deduction. That advice may save you a great deal of aggravation and expense later on.

PILOT MEDICAL

A list of approved doctors authorised by the CAA to carry out pilot medicals is available from your local flying school or from the local CAA district office. An appointment with the doctor is usually necessary and you should mention whether you require a Class 1 or Class 2 medical. A Class 2 medical is less stringent than a Class 1 medical and is suited to the private pilot. The Class 2 medical is valid for 4 years if you are younger than 40, and for 2 years if older than this. A class 1 medical is required for all professional flight crew (commercial pilots) and is valid for 1 year.

The flight medical takes special attention to a few areas that have proven to be sensitive to the flying environment. It's also just as important as your mental health. The medical is just as critical to your flying career as are the licence and education. The mandatory requirements to maintain your health, as a pilot, becomes the best health insurance you ever invest in.

The major areas observed in a flight medical are your vision, hearing, general observations of ears, nose, throat, pulse, blood pressure and other conditions. The standards required are not inhibiting for the average person. Most medicals cost about \$70 per visit. For initial issue you'll need an ECG (heart), optho (eye), audiogram (ear) and a general physical.

Wearing glasses and contacts, colour blindness and other abnormalities are reviewed on an individual basis. The medical standards are not as stringent as you may think so if in doubt whether you would pass or not then just go and complete a medical to find out.

It is advisable to complete a Class 1 medical before commencing training. Any problems with your medical will prevent you from flying commercially. It is better to find out early than spend the time and money training for a commercial licence that may not be issued on medical grounds.

FINANCIAL ASSISTANCE

There are several flying schools that offer Scholarships. The Scholarships vary in value and are used to support further training, such as instructor rating or instrument rating. The only requirement is that you must have completed the commercial pilot course with that organisation. Peruse flying magazines to see who currently has scholarships running.

AWAP

The Australian Women Pilot's Association (AWAP) offers approximately \$15,000 each year to help young women advance in their aviation careers. Since 1981, when the scholarship scheme began, AWAP has distributed more than \$75,000; most of it to members of the Association. The scholarships are often awarded to women who are new to flying.

A range of scholarships and financial incentives is available to members: from \$3,000 for IFR Twin or Instructor Rating, \$2,000 for IFR Single Rating, \$1,000 for renewal of licence to \$700 for a Night VFR Rating.

AWAP represents more than 500 licensed or previously licensed, women pilots; or a third of all licenced women pilots in Australia. Further details or applications for AWAP scholarships are available from:

AWAP Flying Scholarships
PO Box 11,
Drummoyne, N.S.W., 2047
Fax (02) 712 5134.

Austudy

You need to make an individual application but as a guide, general eligibility is based on the general AUSTUDY requirements. You should:

- be studying full time in an approved course;
- be an Australian Citizen or permanent resident;
- not be in prison or remand;
- not be receiving other Commonwealth assistance;
- be 16 years or older.

The Student Income Test is for students who are studying for the full academic year and can earn up to \$6000 before their AUSTUDY is affected. For every \$2 over this, \$1 will be subtracted from their total AUSTUDY. The amount they can earn is reduced if the period that they study is less than the full academic year.

The Assets Test takes into account personal, overseas, farm and/or business assets. It does not include the principal family home and a 50% discount applies to net business or farm assets. AUSTUDY is not payable if total assets are above:

- \$369,350 family assets
- \$110,000 single independent student
- \$156,800 student and spouse

Parent or Spouse Income Test is based on:

- Taxable income the previous financial year;
- Fringe benefit from an employer;
- Number of dependant children

Three AUSTUDY Rates

Rate	Who can Apply?	Tests Applied
Independent	Students who meet strict rules and cannot expect help from parents	Student income and asset Spouse income and asset
Away from Home	Students who need to live away from home to study	Student income Parental income Family assets
Standard	All other students, including those who live at home	Student income Parental income Family assets

How much can I get?

The maximum weekly rates of pay in 1994 were

	Standard	Away from home or independent
16-17	\$66.15	\$109.20
18-22	\$79.55	\$120.75
23+	n/a	\$120.75
Married with children	n/a	\$132.65
Sole parent	n/a	\$155.95
Special groups	\$97.60	\$146.70

Note: Check with your Local Student Assistance Centre or CES Office to ensure these figures are still current. For more information obtain an AUSTUDY information pack and application form from your Local Student Assistance Centre or CES.

EMPLOYMENT

Work is part of the cycle of life. The majority of Australians will work or have worked at some time in their life. So why do people work? In a modern economy work helps to meet financial commitments. However we work for more than money (as we find in aviation!). Some of the many needs satisfied by work are economic independence, security, social contact, satisfaction and stimulation. Some people derive social satisfaction and security from the work environment and for some, social life is often an extension of the work place. Others gain more satisfaction from the work itself, where the pleasures of the task and skill is more important than the working conditions or the wages, this is more so within aviation and aerospace industry.

Unemployment has forced many people to plan career paths more selectively and to examine the job market more carefully than in the past two decades. Prepare for the job seeking process by being willing to study the media and to contact employment agencies to find suitable positions. A well written application is an essential aid in the initial separation process. This application consists of the covering letter and the resume. Your goal is to identify businesses that are expanding or require pilots due to movement in the company. No job search is going to be truly comprehensive without research.

As might be expected, pilot qualification requirements vary with pilot supply and demand. In times of oversupply (which is now), companies can demand a much higher qualification level than during pilot shortages, where requirements are not as stringent. If you aspire to be an airline pilot you could expect to work in GA for a few years before having the experience to apply to the airlines for a position.

The current Qantas recruitment policy is that you must have:

- CPL.
- CIR.
- Twin Endorsement.
- Australian permanent resident status.
- Suitable education standard.
- 500 hours in command (of which 350 may be acting in command under supervision).
- Age 21-35.

Kendall Airlines (Regional) minimum qualifications for First Officer Entry stipulate:

- CPL.
- CIR.
- 400 Hours in Command on Multi-engine aircraft.
- Pass in ATPL subjects.

Realistically, your first job will most likely be in GA as a charter pilot or flight instructor. The working conditions in GA are vastly different from the airline environment. All companies have minimum pilot qualifications which is usually dictated by their insurance company. Interviewers today are continually asking for detailed examples of your past performance. The aviation pilot is one of the few occupations where a prospective employer can evaluate your experience to the hour.

GA AVERAGE CONDITIONS

Smaller companies cannot afford to spend too much time or money on training, although naturally they do meet minimum requirements (the emphasis being on minimum). Not only that, they tend to be rather short on staff as well, needing people who can be quite versatile. Flying an aeroplane is only half the job. You are expected to be a jack of all trades. Debt collector, operations manager, customer relations, salesman, freight handler (if charter) and aircraft cleaner.

When starting work with an operator, the first thing that usually happens is you are asked to peruse the Operations Manual. This is usually poorly written and generally a copy of someone else's. The contents of the Ops Manual will generally be scattered in a most illogical manner; the culmination of years of amendments. Generally you are given little time to read it as with learning the procedures of the operation.

You are responsible for ensuring that the aircraft is flown with prime consideration for safety while operating in accordance with the Operations Manual, Flight Manual, Check-lists, CAR's, CAO's, AIP, CAAP's, NOTAMs, AIC etc. You must also keep your licences and personal flying logbooks up to date and ensure that you are medically fit to complete your duties.

The aviation industry is tied in with flight and duty time limitations that the CAA stipulate. Having more than one day off in a row is considered luxury. Due to duty time limitations it is a requirement to have a minimum of one day off a week. It should be pointed out with respect to duty time limitations that very, very few companies below a certain level are actually honest with their duty hours. The reason is fairly simple in most cases - if you kept to the letter of the law you would duty-hour yourself out of business, especially when there is not a lot of staff around. In other cases, the operators simply have no respect for the law or their employees.

Due to the state of the aviation industry, oversupply of pilots and wafer thin profit margins that operators confront, there is a lot of pressure on the pilot to perform in a manner that is beyond the law. This is covered in more detail in the "A Final Note" chapter.

Wages in GA are woeful. A typical instructor gets paid approximately \$20 per flying hour. Most instructors are lucky to complete more than 500 hours a year. Charter pilots are not much better off. Award wages are given by the AFAP but are not adhered to by the majority of operators. If they were adhered too, most operators would go bankrupt in a very short time. The GA industry cannot support the pay structures which are in place within virtually every other industry.

With all this aside, let's see what an average charter pilot's work involves.

Charter Pilot

Charter is intensive, single handed and stressful work usually in the worst weather conditions in aircraft with minimal instrumentation. Essentially, you do all the work yourself for operations planning where you are also left hanging around airports while your passengers are away with consequent missed meals and end up being late getting home. While you may be on time to meet your passengers, your passengers will rarely be on time to meet you.

Charter flying is also an area where your other skills as salesman and/or diplomat come into play, as you'll be very much involved with your passengers. Your behaviour and representation of the Company in front of actual and potential customers must be flawless.

Some days can be very long. Businessmen invariably require a early departure as they need to be

where they are going at approximately the start of the working day and return at the end of it. You have the final responsibility for loading, checking and refuelling your aircraft. All passengers must be briefed on emergency procedures and equipment. The maintenance Release must be checked to ensure validity. Passenger manifests must be completed and left at departure point with a responsible person. You also are responsible for obtaining MET (TAF and Area) and NOTAMS for the particular flight route.

For any particular flight you are usually in a race to minimise duty hours which means you are racing to complete flight plans, check weather and NOTAMS, ensure the plane is fuelled and your passengers are kept happy. The flight itself is busy as being a single-pilot operation you need to aviate, navigate and communicate. By contrast your time spent at your destination is very quiet. After you've seen your passengers off, you have to then perform tasks such as tidying the aircraft, refuelling and prepare for the return journey.

If you're in a place you haven't been before, you could always see the sights, but aerodromes are usually well away from anything interesting. After a while you'll remember the same shops, so the general thing to do is join all the 'airport ghosts' (other charter pilots) find a quiet corner and read a book.



Flight Instructor

Flight instructors keep the aviation business going in a multitude of ways. In some cases, flight instructors can be seen washing aeroplanes, refuelling aircraft, and then teach flying lessons. This is one of the most truly responsible positions in aviation. The flight instructor is also the most underpaid position, considering all the responsibility associated with it. This underpaid part is rapidly changing for the better. The flight instructor is

considered, by many, to be a very lowly position. This type of attitude is not without warrant. Flight instructors use their position simply to build hours and nothing else. The flight instructor position is possibly the best way to break into the industry. From a practical sense it allows you to achieve your short term goals of building hours and experience. The flight instructor is also in the position of greatest learning in applied psychology. Imagine trying to decide how far and fast to let the student go with the aircraft, before you grab the controls and take over. As an ambitious commercial pilot, innocently seeking hours of experience, you soon realise that it's a fantastic learning opportunity for yourself. One learns more from teaching than any other phase of flight training; its a double dichotomy.

Instructing is one of the most responsible positions in flying. A lot of instructors use instructing as a stepping stone to something bigger and hence are just there to build hours. The temptation to sit in the aircraft while teaching and watch the new student fly all over the sky, and not teach him is high. This problem is starting to change as increasing pay and other rewards are realised. The pay scale will vary but expect \$20-\$25 per flight hour. Refer to information on the instructor rating in Chapter 3 (Training).

CONSIDERATIONS

Remote or Urban

The very best place to start looking for potential employers is the hundreds of different airports around Australia. Every airport has some kind of service potential. However this decision will depend very much on individual situations.

When making the decision you should consider the following words of advice and guidance.

Urban Benefits:

- Within striking distance for major airlines, very important when conducting series of interviews (eg Broome to Sydney for three or four Qantas interviews can be very expensive!)
- Modern facilities close at hand (facsimile, computers, consultancy services, etc)
- Ability to move quickly when opportunities arise.
- Of course the creature comforts associated with urban living!
- Ability to take advantage of self development courses

Urban Disadvantages:

- Very difficult for low hour CPL holders to find their initial break, unless instructing appeals to you.
- Remote area experience may be under par.
- Cut-throat areas exist, due to most pilots wishing to remain situated on the Eastern seaboard.

Remote Benefits:

- Ability for low hour CPL holders to obtain flying hours.
- See areas of the continent and experience life that few others can only imagine.

Remote Disadvantages:

- ISOLATION is the number one problem with working remote areas. You lose contact with the rest of the industry.
- Standards may slip due to lack of supervision and control. However always remember that you set your own standards, irrespective of whether you fly out of Meeka or Mascot.



Whether you choose urban or remote for your flying career start, the circumstances that bring you to your decision depend very much on your situation. If your are single with no commitments the decision is very simple, but if you have a family and financial commitments then the decision should be made only after a detailed analysis between you AND your spouse, you may be flying for the majority of the day (hopefully), but there may be very little to occupy your spouses time in a very desolate isolated part of the world.

Move Around Or Stay In One Spot?

This factor depends very much on each individual persons own situation. Sure there are more opportunities for low hour commercial pilots in the outback, but you may have other people to consider such as a wife and young child who may not appreciate being taken around the outback of Australia in search of a low paying job! But on the other hand if you are young, single, and do not have many commitments like a mortgage you may well have

a fantastic time seeing areas and meeting new friends, that many others only dream of. The choice is yours. But if you do make the decision ensure that you plan your trip well, this should then ensure that you do not end up drifting from airport to airport around the outback.

FACTORS AFFECTING EMPLOYMENT POTENTIAL

Married Or Single

Some operators look at married pilots as stable and secure. While other operators consider single pilots to be more flexible as far as positioning them at outstations on short notice.

Age

Older people often seem to think that age is important, but while it is a factor, it does not seem to be crucial. It seems that many people do slow down as they become older and are less receptive to new ideas. As with every generalisation there are exceptions, but for an interviewer to identify them may not always be easy. Age may be important if you are only a name on a piece of paper. If you are known to be good, it becomes irrelevant.

Some regional airlines have suggested they will only consider pilots over the age of 30 as one way of stopping attrition of their pilots to the major airlines.

Gender

Despite “equal opportunity” and contrary to what some people may believe, there is a difference in employment opportunities between male and female pilots. Certain Asian cultures and within some of the Aboriginal communities, women pilots may find it difficult to gain employment in these areas due to cultural customs and beliefs.

Generally, women pilots will not find themselves disadvantaged in employment opportunities within the aviation industry.

Being Contactable

Sounds quite obvious but you need to be contactable. Securing a job in aviation is all about being in the right place at the right time. You can't be in all places at the same time but a good communication tool can assist. It can make the difference between getting a position or not. For this reason, it is worthwhile investing in some hardware to increase your contactability.

Mobile phones are probably the most favoured of “communication tools”. For less than \$500 you can pick up an analogue mobile phone which will suit. Ensure you have an “electronic mail box” attached so that your phone can be diverted and a message left; much like an answering machine for your mobile. Subscribe to the analogue network as the coverage is greater, at the moment, than the digital network. You can drive from Melbourne to Cairns and still be within reception with an analogue phone, however, a digital phone can only be used in major cities. Just the thing when your moving around looking for work.

A pager may suit your needs. Small, resilient and cheap. A pager differs from a mobile phone in that it gives you time to collect your thoughts and work out what to say if you've been contacted by an operator.

STRATEGY OVERVIEW

Becoming known to a potential employer is a great advantage. The aviation world is not very big, and some people establish a less than flattering reputations which make it increasingly difficult to get jobs. Chief pilots will often prefer to go for the devil they know. They are also human, despite some evidence to the contrary, and have their own prejudices. Some may prefer people that trained at a particular institution. Others may prefer married people (security) or young people. Generally, they will tend to employ those who they think will blend in most easily into the company. Unfortunately, knowing a chief pilots preference is often only discovered by word of mouth.

While most of these factors are outside an individuals control, showing enthusiasm, being available and being contactable are all important and controllable. For many aviation companies, the personnel function is an exercise in crisis management. 'No requirement' yesterday can turn into a desperate need today. If you are in the right place at the right time you are in. But hanging on tight, waiting for weeks or months for a phone call, can be a depressing and demoralising experience.

You must take the initiative when it comes to finding a job. You must do so in a distinctive way. What is the first instinct when you must go look for a job? Read the positions vacant ads? Everybody else does. Send

resumes to companies on the off chance that they have a position that fits your resume? Everybody else does. Employ these tactics and you will be like how the majority started off and never get a job.

All companies have minimum pilot qualifications which is usually dictated by their insurance company. Interviewers today are continually asking for detailed examples of your past performance. The aviation pilot is one of the few occupations where a prospective employer can evaluate your experience to the hour.

Your goal is to identify businesses that are expanding or require pilots due to movement in the company. No job search is going to be truly comprehensive without research.

THE RESUME

Operator's see many resumes arrive in the mail each day. A number of operators see dozens each week. It is for this reason that your resume must offer the prospective employer something that few other job hunters can offer. This could be as simple as packaging your resume to reflect your strengths. Applying for a job involves selling yourself, by which I mean that you are the product to be marketed.

You need to distinguish yourself from the other job seekers. Chances are that the other job seekers will have aeronautical qualifications the same if not higher than yourself. What's the difference between two pilots; both of which have just obtained their commercial licence and seeking a job with the same operator? That is what you have to present to the prospective employer; in a manner that favours you of course!

For the best presentation your documentation should always be submitted in a folder or binder. This should appear expensive as you're trying to convey to your prospective employer that you are a pro with a totally professional outlook in everything you do and that the contents are very important. The resume with cover letter is a most effective way to achieve this.

The resume is the most important document in your search for a flying job. The sad fact is that the average time spent reading a resume is 20 seconds; therefore a two page resume is best. The resume should:

- Be easy to read.
- Not be repetitive; most important it should be specific and consistent.
- Be well organised. Major topics should be listed in order of importance.

The resume is to be presented as a professional document to introduce a professional pilot so have the resume professionally prepared. You need to use quality paper - a minimum standard would be 'Conqueror'. It should be A4 and white, and therefore inoffensive.

Like most other pilots, you will find after a few years that your resume will read like a patchwork quilt but don't be too perturbed with this as majority of other pilots are in the same predicament.

There is a clear distinction between the functions of the resume and the covering letter, you should take the time to ensure they are both right. A resume is the summary of your personal data, education, skills and qualifications, work experience, references and hobbies; it may also be referred to as a Curriculum Vitae or C.V. The most common types of resumes are:

- Chronological
- Functional
- Combinational

Regardless of which type of resume you choose to use, prepare and plan a structured resume to create a profile of your qualifications, knowledge, experience, and any special attributes or achievements.

JOHN PILOT

71 Kingsford Smith Road,
Mascot, N.S.W., 2100

Phone (02) 747 0011
Mobile (018) 767 737

POSITION SOUGHT Charter Pilot with Av-a-go Airways.

FLIGHT TIME	Total Flying Time	203.4	Night	12.8
	Pilot in Command	135.8	Instrument	30.5
	Cross Country	80.7	Multi-Engine	29.5
	Simulator	19.5		

ENDORSEMENTS BE76 (25.0hrs), BE55/BE58 (4.5hrs)

CERTIFICATES Commercial Pilots Licence (CAA Australia)
Airline Transport - Written
CAA Class 1 Medical

EDUCATION *Currently studying:*
Bachelor of Aviation Studies
University of Western Sydney (78% completed)

Multi-Engine Command Instrument Rating, 1995
Whitworth Aviation, Sydney

Commercial Pilots Licence, 1994
Australian Flying Training School, Sydney

Private Pilots Licence, 1993
Navair Pty Ltd, Sydney

Higher School Certificate, December 1989
Mascot High School, Sydney

School Certificate, December 1987
Balmain High School, Sydney

HISTORY

December 1994 to Present

AXEL AVIATION
P.O. Box 45
Condell Park NSW 2200

Employment Duties:
- Casual Charter Pilot
- Operations Administration.

Referee: Wal Chitty
Position: Acting Chief Pilot
Phone Contact: (02) 791 0000

June 1993 to November 1994

ARDVARK CHARTER PTY LTD
Hanger 210
Bankstown Airport, NSW, 2200

Employment Duties:
- Assistant Fleet Maintenance Controller

Referee: Bill Smudge
Position: Chief LAME
Phone Contact: Home (02) 210 9999

December 1989 to May 1993

DICK IRKS COMPUTERS PTY LTD
Duties included minor repair of electronic components to board level. Administrative tasks included inventory administration and customer liaison.

PERSONAL DATA

Date of Birth: 15 May, 1969
Place of Birth: Australia
Passport Held: Australian
Weight: 78 kgs (167 lbs)
Height: 178cms (5'8")
Marital Status: Single
Health: Excellent / Non Smoker
Hobbies: Cycling, Weight Training

Available Immediately
References Available on Request.

Order the information in the resume under headings such as listed below.

1. Name, address, telephone number.
2. Employment objective.
3. Educational qualifications
4. Work experience.
5. Achievements.
6. Activities and interests.
7. Referees.

You may want to vary the order of the headings and indeed the layout of the resume itself, to suit the criteria of the position sought or to highlight any extra special achievements. Before deciding the layout of the resume, you should research the position sought and then evaluate your qualifications and suitability to the position.

An important inclusion in the resume will be references, more of which will be discussed later, or the names of people prepared to speak in support of your professional career.

CHRONOLOGICAL RESUME

A chronological resume includes each part of a resume under different headings. However it is simpler and shorter than either a functional or combinational resume. This style of resume suits those who have experience within the industry and are able to score a position purely on this experience.

Layout And Function Of The Chronological Resume

NAME:

ADDRESS:

TELEPHONE:

DATE:

POSITION SOUGHT:

State the position you are seeking. Tailor it to the targeted operator.

FLIGHT TIME:

List your exact flight time here. Don't round up.

ENDORSEMENTS:

List any multi-engine endorsements.

CERTIFICATES:

Identify each qualification fully. Include such things as St Johns Ambulance Certificate etc.

EDUCATION:

Ensure that you emphasise any qualification important to the position sought.

EMPLOYMENT EXPERIENCE:

Present employment history from the most recent position first, to when you were first employed. Always highlight the position title and then briefly describe each duties of the position.

PROFESSIONAL MEMBERSHIPS:

List any memberships of professional associations.

PERSONAL DATA:

Include activities and interests. Show employers any ability that you may have to be able to mix with others and any special activities that are pertinent to the position sought.

FUNCTIONAL RESUME

A functional resume suits a person with a wide range of skills and experiences as this kind of resume emphasises employment experience and the range of job functions completed (Senior Check and Training Captain for a major world airline). To emphasise this experience a different layout must be utilised.

Think about the order in which you present your employment history and the way you want to describe it. Most employers are interested in your most recent experience and in seeing how your experience matches their needs. So present your work experience first, and place information in reverse order. This order places the main focus on your present level of skill.

The functional resume can be used by a new commercial pilot if they have additional skills in another industry (for instance managerial skills). The operator is looking for someone that can not only pilot an aircraft but has additional skills that could contribute to profitability of the company.

JOHN PILOT

71 Kingsford Smith Road,
Mascot, N.S.W., 2100

Phone (02) 747 0011
Mobile (018) 767 737

OBJECTIVE A position as pilot with involvement in administrative tasks at the operations level.

SUMMARY Over three years flying in various environments from the congestion of Sydney to remote Queensland. My skills acquired from five years in the computer industry have been effectively utilised to improve operations and contribute to company profits.

ACHIEVEMENTS

Operations

Developed a computerised student database which provided management with essential information on their core business activity of Flight Instruction from which strategic decisions were made.

Assisted in tender submissions by minimising management time by converting the rough ideas of management into an accurate professional document for submission.

Charter

Developed an improved charter quoting system which not only reduced quote time but significantly improved accuracy and eliminated errors.

Increased charter activity by developing a charter database to focus and track prospective clients with efficiency.

FLIGHT TIME	Total Flying Time	203.4	Night	12.8
	Pilot in Command	135.8	Instrument	30.5
	Cross Country	80.7	Multi-Engine	29.5
	Simulator	19.5		

ENDORSEMENTS BE76 (25.0hrs), BE55/BE58 (4.5hrs)

CERTIFICATES Commercial Pilots Licence (CAA Australia)
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EDUCATION Bachelor of Aviation Studies (*Currently studying*)
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Referee: Wal Chitty, Acting Chief Pilot
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Employment Duties:
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PERSONAL DATA

Date of Birth: 15 May, 1969
Place of Birth: Australia
Passport Held: Australian
Weight: 78 kgs (167 lbs)
Height: 178cms (5'8")
Marital Status: Single
Health: Excellent / Non Smoker
Hobbies: Cycling, Weight Training

Available Immediately

Layout And Function Of The Functional Resume

NAME:

ADDRESS:

TELEPHONE:

DATE:

EMPLOYMENT OBJECTIVE: Open your resume with a statement of the position you want.

SUMMARY: Open with a summary of your experience and how it can help the targeted employer.

ACHIEVEMENTS: Identify any special achievements. Identify any command or leadership qualities. Show yourself as a problem solver. Explain how you improved profitability of a business.

FLIGHT TIME: List your exact flight time here. Don't round up.

ENDORSEMENTS: List any multi-engine endorsements.

CERTIFICATES: All ratings and certificates should be listed, including your medical certificate. You should include any written exams you have completed without obtaining a full rating. Identify each qualification fully. Include such things as St Johns Ambulance Certificate etc.

PROFESSIONAL MEMBERSHIPS: List any memberships of professional associations

EDUCATIONAL QUALIFICATIONS: Take the time to list each of the certificates obtained and the year each was completed. The names of the institutions and subjects studied. Always show the most recent qualification and work backwards from there.

WORK EXPERIENCE: Mention all duties performed but do not include actual dates or companies.

PERSONAL DATA: Include activities and interests. Show employers any ability that you may have to be able to mix with others and any special activities that are pertinent to the position sought.

AVAILABILITY: Be flexible and available to suit the requirements of the job; however, you should not give the impression that you would leave your present employer without notice.

REFEREES: These should be recent and relate to your skills and abilities. Ensure that atleast one is professional and that one is a character reference. An academic reference could also be useful.

COMBINATIONAL RESUME

A combinational resume combines the advantages of both the chronological and functional resume. This type of resume is best suited to a person with a raw commercial licence. The resume can be tailored to hide you lack of flying experience and to highlight your problem solving capabilities. A wide range of skills and experiences can be put on this type of resume which may be just enough to sway the prospective employer to hire you.

COVER LETTER

A professional, well constructed cover letter will interest the reader and make him or her want to read your resume. The cover letter will give the reader that all important first impression.

Every resume should be accompanied by a cover letter. Addressing the cover letter to a specific person will distinguish it from general correspondence. A typical cover letter could say:

Dear Sir/Madam,

According to what I have heard within the industry, Av-a-go Airways is planning to expand with the acquisition of 3 additional C210's. I am extremely interested in flying for your company and would appreciate the opportunity to talk with you in person.

In anticipation I have enclosed my resume for your perusal. I will be in contact shortly about arranging a convenient meeting time but can be contacted in the mean time on (018) 767 737.

Thank-you for your time and consideration.

REFERENCES

A reference is a form of report from a previous employer or colleague supporting you and your strengths and substantiating your claims to the position. Some positions may also require personal and academic references.

Work related references are documents which highlight and support certain skills and experiences gained and are usually written by a work colleague such as an immediate supervisor.

References relevant to the position support the claims in the resume. In the application you may choose to include photocopies of references, however be prepared to produce the originals at any interview.

It is courteous to let the referee know you are using the reference for the position as this gives the referee time to think about you in terms of the position. Then if the prospective employer makes contact the referee is ready to speak on your behalf.

References are crucial to career planning. Prospective employers will rarely accept a reference at face value. They prefer to check extensively by telephone with the named referees to establish the true character and work history of a potential employee.

The report given by past employers is generally the key to obtaining employment, overriding any qualifications or experience. A favourite question asked by prospective employers is "would you employ this person again?" This one question instantly provides a reference to the suitability of the candidate.

WHO TO CONTACT

Advertisements are usually the last resort for companies that need staff - the best jobs are filled by word of mouth. In fact, the way an advert is worded can tell you much about the company you may be working for.

Newspapers occasionally run ads for pilots. The Australian newspaper has an Aviation Section each Friday which occasionally has positions available. Unfortunately the qualifications required for these jobs tend to be excessive (this is why they are advertised in the first place). Local newspapers are also a good source. The Cairns Post, a local newspaper, sometimes run jobs for PNG positions.

Purchasing mailing lists can be cheap and effective. Unfortunately the most up to date lists of operators are out of date by the time you receive them. This also refers to operators listed in Appendix Two. Therefore to be accurate you must ring the operator and establish the name you are sending the resume to. When ringing you mention that you've "heard through the grapevine that the company might be looking" or that you "have been intrigued by their company and hope they might be looking for..."

By the way, putting your own advert in the paper or a magazine generally only brings enquires from other job hunters wondering how successful you have been!

Your career does not take care of itself; you must go out and grab opportunities.

Employment Agencies

Generally speaking, agencies tend to be a waste of time. They mainly place experienced people who are looking for big pay packets in big companies so they can charge a big service fee. One agency worth contacting is GAAPS (Global Aviation And Aerospace Placement Service). GAAPS cover placement in the following:

- Government, Airport and Airline Industry.
- Airline and Aerospace Management.
- Aircrew.
- Engineering: Maintenance Personnel/Management.
- Airline Planning, Analysis and Research.
- Finance and Legal.
- Ground Support Activities.

GAAPS produce an Aerospace placement magazine called WORKFLOW. This is provided to all registered potential employees at regular intervals. There is a small charge for registration with GAAPS. For more information contact GAAPS:

GAAPS
PO Box N777,
Grosvenor Place,
Sydney, NSW, 2000
Fax: (02) 258 6791

Professional Associations

Aircraft Owner's and Pilots Association (AOPA) is Australia's largest industry association, representing over 10,000 owners and pilots nation-wide. AOPA's aim is to promote its members' right to fly without unnecessary restrictions and costs. For an annual membership fee, AOPA members enjoy these privileges:

- Representation to Government to actively promote beneficial legislation, and to oppose detrimental restrictions.
- The informative monthly AOPA magazine which has interesting articles on flying, aircraft, safety and lots more.
- The IAOPA Air-Crew card is internationally recognised, allowing the enjoyment of substantial discounts, services and privileges both in Australia and abroad.
- Free accidental death cover whilst flying in certified private aircraft or in a recognised airline up to \$1000 per person.
- Discounted car rentals.
- Discounted accommodation.
- Discounted aircraft and life insurance for AOPA members.

Free legal referral service for members where AOPA can provide you with the names of pilot-solicitors/barristers who specialise in aviation matters.

For more information contact:

AOPA
PO Box 1065,
Fyshwick, ACT, 2609
Ph: (06) 280 4221
Fax: (06) 239 1366

Magazines

Perusing aviation magazines you'll discover:

- Articles about interesting companies, which can alert you to specific growth opportunities
- Articles by industry professionals.
- Articles about contracts won.
- Companies buying additional aircraft.

With this information you are in a better position to make the correct decision in obtaining employment. The more knowledgeable job hunter has a better chance.

Remember that while the aviation magazines contain very good articles, many publications have substantial 'lead in' times which may mean that the information may be a couple of months old by the time you read the particular article.

Australian Publications

- Australian Flying Dedicated to flying schools and General Aviation
- Australian Aviation Total industry magazine with Australia's largest circulation.
- Aircraft & Aerospace Provides very good topical information.
- Aviation Trader Sometimes overlooked by pilots but it does occasionally contain opportunities.

Overseas Publications

- Flight International Dedicated to aviation industry and is published weekly, it usually contains advertisements from world airlines.
- Airline Business This magazine provides very accurate up to date information and is available by invited subscription only.
- Asian Aviation Provides interesting articles on airlines and military movements within South East Asia. Available by subscription only.

Networking

By far the dominant information source is by word of mouth and it doesn't take long before you find out whose doing what and when. The aviation industry is a small industry. Take time to meet people and listen to them empathically. Though short term gains appear negligible, you'll be surprised how you keep meeting the same

people in the strangest places at the strangest times. Meeting people helps establish a network within the industry.

Surveys show that the majority of all jobs are filled through informal social contact—in other words, networking. A recent survey of more than 1,500 successful job hunters showed that 61 percent found new positions by networking. In comparison, 18 percent found jobs by answering ads and only 2 percent by sending unsolicited resumes to company recruiters (Drake Beam Morin Inc).

Every day operators around the country receive hundreds of resumes from pilots using a scattergun approach of resume sending. This is not effective. The majority of resumes end up in the circular filing cabinet and the rest get scrutinised for only a few seconds. There must be a better way.

Networking has proven to be the most productive technique for unearthing opportunities and landing employment. Facts about networking are:

1. The information gathered by networking is informal, anecdotal, potentially biased and frequently distorted or incomplete.
2. The world of gossip is completely disorganised and unpredictable. Months of networking may produce little useful information; then a snatch of information may lead to the job you've been wanting.

The fundamental principle behind successful networking is familiar: what goes around comes around. A group of people exchange information amongst themselves to help target certain operators. Unlike the cut-throat competitiveness of the traditional method, in networking there is no hugging of secrets close to your chest. It is just the opposite in fact - the more you share your experiences with other pilots in the industry, perhaps in the same predicament as you, the more successful the entire network becomes. The heart of networking is helping other people.

With a network established, you are able to obtain information about the industry more easily to answer questions such as: who, what, where, when, why, when and how. A network also helps you to focus your job search objectives, learning about trends, events or facts relevant to your search and hearing about existing job openings.

One could write a whole book dedicated to this subject. You'll find there are a few books around devoted to the subject of networks. Seek them out, research and put networking skills into action.

Aviation On Line

For many professional aviators, on-line services are just another way to stay connected in this increasingly disconnected jet lagged world. As one pilot put it “ the net has been a great source of knowledge over the past few years, I have met people I would never had contact with and both personal and business relationships have been formed. On-line is a great place for aviators to hang out and swap information”.

The on-line concept of providing information on the latest job opportunities is quite staggering. One only has to enter the aviation databases that exist to find out just how many positions are floating around in cyberspace! Call it the NET or the WEB it's where the digital action is, and more and more aviators are logging on!

Cyberspace is everywhere. It's all around you at any one time. It is where 3 out of every 10 U.S dollars are at any one time suspended hanging in space, Cyberspace is the new digital dimension for the late twentieth century. Those strange E-mail addresses that are appearing on business cards are cyberspace addresses up to the minute information is being exchanged within seconds.

Example E-mail address: *aopa@ozemail.com.au*

What do you need to access this whole new world of information?

- 1) Up to date computer (486DX processor).
- 2) High speed modem at least 14,400 baud.
- 3) Telephone line.
- 4) Subscription to an on-line provider.
- 5) Knowledge to drive it all.

There are numerous books on the Internet and Compuserv in bookshops. Get yourself well ahead in the information race and check them out.

NOW APPLY

Work at getting a job. Work a 45 hour week (that is what your average week will be when you get a job). Research the companies you've contacted. The more knowledgeable job hunter has a better chance.

Target operators with individual letters from the contacts acquired above. Send multiple submissions of your resume and cover letter to the chief pilot (if a larger company then also the operations manager and the managing director). At the initial stage, don't carpet bomb to every possible employer.

Contact and recontact your job leads. Follow up the resumes you send out. Change the format of your resume and send again. Use regular business hours for making contacts. Maintain records of your contacts; they will benefit not only this job search but maybe those in the future too.

Remember it's all up to you. There are many excuses not to make calls or send resumes on any given day. There are many excuses to get up late or knock off early. There are many excuses to back off because this one is dead cert. There are no real reasons. There are no jobs out there for those who won't look.

Contact Trackers

Job hunting requires multiple contacts with employers and different types of contacts. You will call an employer and schedule a follow up conversation for a specific time and date, you will send a resume today, and you will have to schedule a follow-up call four to eight days later. When you get up to speed, important opportunities will fall through the cracks unless you maintain a contact tracker (an organised folder) with loose plastic A4 pages.

Follow-up is the key.

THE PHONE CALL

The aviation marketplace, due to its small size, requires a different approach than that used in larger industries. You must go out and grab opportunities. You must be more personal. You must talk directly to the employers.

Being prepared for a telephone interview takes organisation. Before calling write out a guide-line of your work experience and accomplishments. Knowing what you are going to say and what you wish to achieve is the only way to get a leg in.

Take notes when talking on the telephone. Before making the first phone call you must be prepared to achieve one of these three goals. They are listed in priority:

- I will arrange a meeting.
- I will arrange a time to talk further on the phone.
- I will ask for a lead on a promising job opening elsewhere.

Always keep these goals in mind. The picture you paint needs to be specifically vague, brief yet thorough. Specific enough to arouse interest yet vague enough to promote questions. The aim is to paint a representation of your skills in broad brush strokes with examples of your accomplishments. The interest you demonstrate will be displayed by the questions asked. i.e. Where did you train? The types of questions you are asked also enable you to identify the operators specific needs, and once they are identified, you can gear the ongoing conversation toward those needs.

- First step.

Establish who you are and what you do. This gets attention and serves as an introduction. Also mention *"Have I caught you at a good time?"* Never say at a bad time because they then have an excuse to say yes.

"Good morning Mr Smith. My name is John Jones. I am a commercial pilot with mechanical skills. Have I caught you at a good time?"

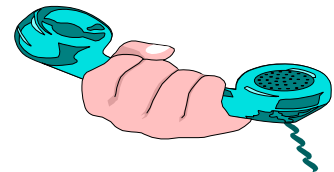
- Second step.

Generate interest, sell one or two achievements or accomplishments. Keep them brief and to the point.

- Third step.

Include a reason for your call that will bring a positive result. It should be carefully constructed to finish with a question that will bring a positive response which will get you into the main part of the discussion.

"The reason I'm calling Mr Smith is that I'm looking for a new challenge and having researched your business, I felt we might have some areas for discussion. Are these the types of skills and accomplishments you look for in your staff?" Your statement ends with a question that guarantees a positive response, and the conversation gets moving.



Be patient. The employer requires time to digest your words. Resist the temptation to break the silence; you'll only break the person's train of thought and the ball will be back in your court.

When the employer responds only three things can happen:

1. The employer agrees with you and arranges a meeting.
2. The employer can ask questions that show interest. *"Do you have an instrument rating?"* Any question because it shows interest is considered good and if handled properly will enable you to arrange a meeting.
3. The employer can raise an objection. *"We don't need anyone. Send a resume."*

The conversation should progress with that kind of give and take. Your questions show interest, carry the conversation forward, and teach you more about the operators needs. The interviewer may ask standard questions that are designed to cull certain types of applicants and save the interviewer time. Don't be discouraged by these.

After a few positive signals are given, ask for a meeting. Don't say *"Would you like to meet with me"* as there are two outcomes: "yes" or "no". It is best to say *"I'll be in the area on Wednesday or Thursday"* not whether to meet you or not meet you. By presuming the "yes" you reduce the chances of hearing a "no".

Handling Objections

With objections such as *"send me a resume"* or *"I don't have time"* first gain appreciation of the others viewpoint by first demonstrating your understanding of the others viewpoint. Always start your response with *"I understand"*, or, *"I appreciate your position"*, or, *"of course"* followed by *"however"*, or, *"also consider"*, or a similar line that brings you back into consideration.

"Why don't you send me a resume?"

The employer may be just aiming to get you off the phone or could be genuinely interested in you. To identify the real reason you want to open the conversation. Reply *"Of course Mr Smith. Would you give me your exact spelling of your Christian name and full address?... Thank you. So that I'm sure my qualifications fit your requirements, what skills are you looking for in this position?"*

- Apparent agreement to start.
- A show of consideration.
- A question to further the conversation.

Mr Smith will give you the aspects of the job that are important to him, and with this knowledge, you can sell Mr Smith your skills over the phone. The information you gather will be able to be used in the future in the form of:

- Following conversations.
- The cover letter of your resume.
- Your face-to-face meeting.

"I don't have time to see you."

Say *"I understand how busy you must be; perhaps I could be of some assistance. Perhaps I could call you back at a better time. When are you least busy, the morning or the afternoon?"*

"We only give employment to people who have trained with us."

Your response could be: *"I understand. The way that you develop your pilots is the prime reason why I want to get in. I am bright and motivated. When you do hire from the outside what assets are you looking for?"* The response finished with a question to carry the conversation forward. Notice how you have turned his words around but in a professional, inoffensive manner.

"I don't need anyone like you now."

Chances of getting an interview are slim. With the right question though, the person will give you a personal introduction to someone else who could use your talents.

When it looks like no jobs are available with the company ask *"Whom do you know in the area who might have a lead for me?"* *"Whom should I speak to there?"* *"When do you anticipate an opening in your company?"* *"Are you planning any expansion or new projects that might create an opening?"* *"When do you anticipate a change in your manpower needs?"* Each of these questions can gain you an introduction or lead to a fresh opportunity.

Avoid questions like *"How's business these days?"* Time is valuable.

Make a commitment to sell yourself, to make the telephone calls, to make a referral network. Make a commitment to ask interview development questions at every seemingly dead end.

THE INTERVIEW



you will help solve their problem.

The interview is not about your competence as a pilot but rather whether your face will fit. The fact that you are in an interview indicates that your flying abilities are recognised (there are some employers that do not even look at log books or licences, taking qualifications for granted). They are about to let your personality loose on their customers and they want to see if

Self Image

Work on your self image. Remember 90% of someone's opinion of you is made within the first 60 seconds of introduction. What you see is what you get. Dress sharp. Traditional and conservative. Remember our clothes are sending a message about your image. We want to look capable, responsible, reliable, trustworthy with attention to detail. Convey a clean and responsible image. Pay attention to posture, personal hygiene (bad breath). Get physically fit. Remember, you'll be piloting an expensive piece of equipment so you must fit the bill.

Attitude is paramount. It can make or break the interview. Every pilot who is interviewed is qualified for the job. Therefore, you must display a positive attitude to succeed. They generally look for a person who presents:

- Self-confidence.
- A strong and positive attitude.
- An ability to perform well under stress and pressure.
- Ability to work well in a team.
- Effective communication skills.
- Compatibility and is conversant.
- A good sense of humour.
- Professionalism in the way they look, act and speak.
- A professional manner when handling people and situations.
- A good public image.

It will not pay to be pre-occupied with what the interviewer wants to hear. Instead you must compete by using your communication skills and achievements. Both mental and physical preparation is important. The more you know about the operator you are interviewing with, the more comfortable you will be during the interview.

Physical preparation includes that you:

- Plan your trip to the interview carefully.
- Allow extra time for delays and unforeseen emergencies.
- Always have a back-up plan.
- Make sure you have logbooks and other important documents within easy reach.
- Bring along a current copy of your resume.
- Arrive at least 15 minutes early. This allows time to relax and freshen up.

Practice the interview in front of the mirror. I know this sounds ridiculous but being prepared simply means knowing what to expect. This preparation will make you feel more comfortable and at ease. Trying to play a part will defeat the purpose. Trying to remember lines will make you nervous. One way to relieve stress is to imagine that if this interview does not go well and you don't get a position, life will still go on.

Interviewing techniques are getting very sophisticated these days with some of the larger companies. However for your first job or two in aviation you most likely will be with smaller outfits where it is likely that the chief pilot lacks skills in interviewing. This could work to your advantage. The chief pilot is most probably as nervous as you are and anxious to finish the interview. The interview is about sales technique. You must present a picture of a problem solver or peace of mind rather than as a pilot. The basics of being interviewed are:

- Don't talk to much.
- Don't be pushy or negative.
- Don't break silences.
- Don't slander other companies.

- Don't be too eager to leave your present flying job (if you have one). The interviewer may think that you will leave this job with minimal notice and cause disruption.
- Do not sit until invited, or if you are not, wait till the interviewer sits down.
- Do not smoke or swear.
- Do not interview the interviewer.
- Don't argue, be familiar or apologise for yourself.

The tactic is to avoid extremes and place you and your opinions in the “middle”. The interviewer is not interested in your personal problems. Don't mention personality clashes.

Your mobility is your biggest advantage at a interview. You should be willing to move nearly anywhere there is an acceptable job offer.

WORKING IN OTHER COUNTRIES

Looking for employment opportunities in other countries can be exciting.

New Zealand, due to its topography, has a respectable size GA industry. An Australian can move to New Zealand anytime and work without the need for a visa. In fact, you only require a passport to get back into Australia! Lack of disposable income in the adverse New Zealand economy has been a contributing factor in the decline of flight training. In 1992, the NZ CAA issued 270 CPL's which is a dramatic increase on the pre-deregulated civil aviation era when every aspiring commercial pilot could be expected to disappear overseas; more often than not, to Australia and PNG.

These days, aspiring pilots are remaining in New Zealand and there are even Australians crossing the Tasman to enrol in New Zealand aviation's largest growth sector - flying academies that offer world-class tuition from ab-initio right through to airline integration, with first and second officer programs.

New Zealand presently attracts 1.1 million visitors per year, a figure that is likely to treble by the end of the decade. The charter market in NZ is over serviced. New Zealand has a very good network of scheduled services with Eagle Air, Air Nelson and Air New Zealand who fly to a lot of places cheaply; often with duplicated services.

Sending resumes to NZ operators won't get you anywhere. The personalised approach is required; more so than in Australia. Pick an area that you feel offers promise and stick to it. Get to know all the operators and keep up maximum contact. Check out every opportunity and follow it up. Don't let anything happen that you don't know about. Its the determination, combined with expertise that will get you a position. Initiative and independence are exactly what employers are looking for; counting for more than flying experience.

Canada has a lot of employment opportunities in the northern part of the country for those who have float qualifications. Unfortunately obtaining a working visa is difficult. For a person under the age of 26 years of age, there is a Student Working Vocation Visa available. Approximately 1000 visa's are issued around October each year. Enquire at the Canadian Consulate.

Papua New Guinea these days require 1000 hours for the issue of a working permit. This is in contrast with 3 years ago when you turned up in P.N.G. with a raw commercial and usually scored a job on the spot. P.N.G. operators are now finding it difficult to find pilot's with more than 1000 hours willing to fly some of the smaller aeroplanes around the country. It is for this reason that the P.N.G. Government may overturn the “1000 Hour requirement” in the near future.

USA is covered in its own chapter.

COST SHARING

One way to build up flying time is cost sharing. A cost sharing flight must not carry more than six people, including the operating crew. They must all share equally in the cost of the flight, which must not be advertised publicly and not run for profit. The level of operation for a private operator is lower than that of a commercial operator therefore the passengers on such flights are not covered by normal insurances demanded by law for commercial operations.

HELP

While I'm waiting For A Flying Job

While you are waiting for a position, you are under psychological strain. Your activity level is depressed at a time when you need to be most active. Pilots tend to limit themselves psychologically in their efforts to get a job. They have preconceptions about what they can and cannot do.

You may find that you become more depressed during your job search because of the small return you seem to be getting from your initial effort of sending out resumes. Remember though that in any job search, results generally take some time to see.

The mental attitude of a job seeker can be the key that bolts the door against securing a flying position. Enthusiasm during unemployment is difficult to achieve when the pilot is feeling intense pressure to get a job. You have invested a lot of time and money and now you want to see a return.

Establish a return to prevent feelings of disorientation and loss of control over your life. Choose a quiet place at home, near a telephone, as a base from which you can conduct your job search. You should also establish a definite period of time each day to search for a job, then put the search away after that daily period, just as if you had a job. Your job at this time is to find a job.

You should plan an exercise program to keep physically fit, to reinforce the daily routine and most importantly, to relieve the stress. There is nothing like exercise to release pent-up frustration's. A physical routine is important and now is the best time to start; away from the average working day. Caution has to be exercised so that you don't fall into the soap opera syndrome (physical and mental isolation). Fight the practice by getting out of the house every day to be with people, even if only to the library or to the park. You could go to the airport and talk to people who may have information about job openings.

Take time for recreation with the family or friends, a practice that will allow you to return home refreshed, ready for the job search.

Also suggested is the buddy system. Connect regularly with another person who can help you vent your frustration's. Family members often do not make good "buddies". The best help may come from another pilot looking for work; someone who knows the pressures and the ensuing job search, someone who can empathise. Keeping in touch with other pilots looking for work is important from the networking aspect. If one pilot gets a job offer, he may be able to recommend his "buddies" for other piloting positions, or at least notify his "buddies" that the company is hiring.

Some pilots may find non-flight jobs with an operator, using other professional skills they may have; perhaps working in freight or operations. Pilots who take this route often find some way to continue flying regularly. Even a non-aviation related job assists greatly to relieve the pressure and reduce the hopelessness.

Non-Flying Jobs While You Are Looking

A non flying job while you are looking needs to fulfil certain criteria.

- Little to no notice is required when leaving your job for a new aviation job. Essentially most casual jobs fall under this heading. Taking up a full time job that requires a months notice is not good practice. If a position comes up with an operator you are generally required to start immediately. Leaving a job before working out your notice period could lead you into legal problems.
- You'll need least one business day a week to contact operators.

There are certain casual jobs around that fulfil the above criteria. Taxi driving is very popular as is pumping petrol in a service station. Perhaps delivering pizza's at night would suit.

Combining Non-Aviation Job With Flying

Sometimes people have the initiative to combine non-flying occupations with flying. A classic example is the Royal Flying Doctor Service. During 1929, Dr John Flynn combined his piloting ability with his medical experience and founded what is today the R.F.D.S. Vets, builders, electricians, plumbers and other tradesmen have contracts in remote areas and justify the use of an aircraft as a transportation tool along the same lines as one would justify the use of a company car. The author got his start in the industry working as a computer engineer maintaining large computer systems in N.S.W. The task of driving to remote country towns at minimal notice to fix computer systems got rather tiresome. After a while a light twin-engined aeroplane was used instead to accomplish the same job but with less pain.

The opportunities are limitless. Brainstorm and see what you come up with.

What If I Never Get A Job? Flying Career Needs A Back-up

The world of the career pilot has changed. You should be considering what you will do if the bottom suddenly drops out of your career. You should have alternatives in mind. This reality has led many pilots to develop sidelines to their aviation careers.

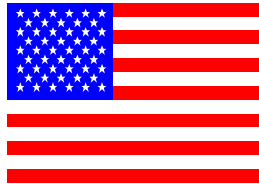
The pilot has always an excellent reason to be thinking beyond his/her flying days. For instance, without a Class 1 medical certificate, the pilot is grounded, suffering permanent loss of licence - a potentially disastrous scenario. One of the best ways to assure that you can land on your feet after a fall is by developing a sideline to your aviation career. This could be anything from AMWAY to a part-time position.

If you have completed an aviation degree, you would have covered aviation management, so theoretically you should be a good managerial candidate. There are some fine career possibilities for a pilot in management. Not everyone with a MBA, however, is a good manager, and the same holds true for graduates of aviation degree's. Regional airlines may look at a pilot's management abilities a bit more quickly than the larger airlines do. The smaller airlines have to make do on fewer resources, and the gung-ho pilot with a positive attitude about the company and some administrative ability is likely to find management opportunities do exist.

Nothing that has been said in this chapter is meant to imply that piloting is anymore insecure than any other line of human endeavour. The pilot is in a dynamic industry that draws its participants into contact with a great many people, ideas and opportunities. Of course, the road to a flying job is arduous and demands a great deal of your time and effort. Until you land a position that you are able to regard as a career objective, you may have little time left over for other kinds of endeavour. But once there, you need not wear blinkers. Opportunity is all around you.

USA

The USA is the wealthiest and most powerful country in the world. Approximately 290 million Americans enjoy one of the highest standards of living in the world in a country a little larger than Australia. Aviation was pioneered in the USA.



The skies in the USA are some of the least regulated, their aviation facilities and airspace infrastructure is amongst the most advanced, and the operating expenses of the aircraft is the least expensive anywhere in the world.

FAA statistics show 215,000 civilian aircraft were on the USA register in 1990. Approximately 13,000 airports scatter the country. Most cities have numerous airfields; Los Angeles has 22 airports. Flight training in the USA is a bargain. The majority of the flying schools offer cheap flying training, low cost or free accommodation and employment for those training with the school. Even with the cost of the airfare and visas, it could still be more cost effective to train in the USA.

TRAINING

The flying training in the USA is fairly similar to Australia, however, it is not as in-depth or thorough in general. Nearly 90% of the USA is radar controlled, with VOR's generously spread across the country. Navigation and 'dead reckoning' skills taught are minimal.

The USA can be an enjoyable and economic country to study in as a pilot, as long as the proper precautions are taken. Australians may find it as a cheap alternative, mixing it with the opportunity to have an overseas vacation at the same time. Additional flying training and ground work will be required to meet the necessary CAA licence requirements when you return back to Australia.

Perusing the advertisement section of any American Flying magazine reveals all sorts of fantastic training courses.

- Career Pilot Courses - 0 to 1500 hour Airline Courses US\$29,986
- Build multi-engine command time at US\$49/hr (as opposed to AUS\$200/hr here).
100 Hours of Seneca Time (wet) US\$5500.
- Commuter Airline First Officer Program - US\$8500.
100 hours flight time/(Flights to Caribbean and Florida).
- Turbo-Prop First Officer Program - US\$15,000 - 100 hours flight time.
- B-727 Air Carrier - First Officer Program - US\$19,800.
100 hours actual flight time/Ground School/727 Simulator.

The USA has some fantastic flying schools of which the most notable to enquire about are:

FlightSafety International
Vero Beach Airport
P.O Box 2708
Vero Beach, Florida 32961-2708
Ph: (407) 567-5178
Fax (407) 567 5228

Sierra Academy of Aeronautics
Oakland International Airport
Oakland, California 94614
Ph: (415) 568 6100

Bolivar Aviation
International School of Aeronautics
P.O Box 229
Bolivar, Tennessee 38008
Tel (901) 658-622
Fax (901) 658-6782

Probably a good place to start looking for US flying schools is the US Embassy. While you're looking around the US Embassy, ask the staff about pilot training in the US. The person who issues the student visas may know where most of your compatriots are headed for their flight training.

Some flying schools include manuals, test fees, housing, food and transportation costs in their package programs for foreigners; others do not. Read the application and promotional material carefully and try to speak with someone who has seen or attended the flight school your interested in or see whether you'll be living in a house, a dormitory, a hotel, or a shack by the side of the runway. These extra costs vary widely from location to location. You can expect to spend the most money living in the urban areas of the USA.

Avoid agreeing to an "all up front" payment plan for flight training. It is reasonable, however, to expect to pay for some of your training in advance. Some flying schools require a first and last month's payment, and then accept the rest of the funds on a month-to-month basis.

Also look for a fair refund policy. An honest school won't try to keep money you've paid for training or extras you haven't received.

There are many schools in the USA which derive the majority of their business from overseas markets. There are several pitfalls to attending such a school:

- The school may take advantage of the fact you don't know the USA regulations. You may find yourself signing a variety of contracts and paying money which you'll later discover (too late), you need not have spent.
- The school will be aware you are extremely vulnerable. Having paid the airfare to the USA as well as the logistics involved, they know you'll be reluctant to leave without a licence. Once you've walked in the door, you won't turn back. They can risk treating you unprofessionally, knowing you'll probably stay to complete training.
- If the majority of the students are foreign, yet the school is open to USA students as well, this can often indicate a bad reputation within the USA. American students won't attend a school if they've heard bad reports. These reports unfortunately are rarely heard overseas.

For more information about flying training in the USA contact:

Federal Aviation Administration Headquarters
Public Information Centre
800 Independence Avenue SW
Washington, DC, 20591
Ph: (202) 267-3484
Fax: (202) 267-5039

Future Aviation Professionals of America
4959 Massachusetts Boulevard
Atlanta, Georgia, 30337
Ph: (404) 997-8097
Fax: (404) 997-8111

University Aviation Association
3410 Skyway Drive
Opelika, Alabama, 36801
Ph: (205) 844-2434
Fax (205) 844-2432

FAA MEDICAL

It is generally a good idea to complete a FAA medical before heading to the USA. Various aviation doctors are able to complete medicals to FAA standards. In Sydney contact either:

Dr Terence English, M.D.
Level 8, Australia Square,
George Street, Sydney
Tel: (02) 241 2148

or

Aviation Medicine Services
Dr Graeme Maclarn
Suite 5, 621 Airport Avenue,
Bankstown Airport, N.S.W., 2200
Ph: (bh) (02) 824 7511
Ph: (ah) (02) 451 1960
Fax (02) 452 1985

Incidentally, Aviation Medicine Services provides a wide range of Clinical Aviation Medicine related services including:

- All classes of Aircrew medical examinations for:
Civil Aviation Authority - Australia
Civil Aviation Authority - United Kingdom
Department of Transport - Papua New Guinea and Malaysia
Federal Aviation Administration - USA
Ministry of Transport - New Zealand
- Clinical Aviation Medicine opinions for:
CAR 6.10 Waivers
Submissions to Administrative Appeals Tribunal

NONIMMIGRANT VISA'S

Only accredited schools can send you the proper visa application form, known as an I-20. Fill out and return the I-20 form to the US Embassy in Australia. If you have provided the proper documents, including proof of education and proof of your ability to pay for the training and other incidental expenses (housing, transportation and food), you will probably be issued a visa for study in the USA. Visas for study come in three forms: F-1 for students attending a college program, M-1 for students attending an approved flight school, and J-1 for students in an exchange program. Don't even consider a school that says it is okay to come over and train on a tourist visa. If your caught you will be sent home. Your M-1 or F-1 isn't valid if your not actively matriculated in a flight school, so you'll be sent home if you drop out of your program too.

An *M-1* visa is suited for the vocational student and is issued to those who undertake a full course of study and is issued generally for the full period of study. It is difficult to change schools or get an extension as well as difficult to obtain work authorisation.

A *J-1* visa is usually not granted for more than 1 year, though it can be extended for up to 6 months. You can work on a J-1 visa. The terms of the visa include a 2-year foreign residence requirement, which means you must leave USA for 2 years after visa expires.

The flying school arranges the visa and therefore charge what they want. Around \$200 for a visa is reasonable. It is a long and difficult process to change schools on the visa. Employment other than flying is strictly prohibited. Caution has to be exercised with schools offering employment. This is usually nothing more than bait to lure you into the establishment.

The best way to organise your visa is to start off with an M1. It's much cheaper and until you have employment, it's all you need. Once you've almost completed your training and are assured of employment, it is time to get the J-1. Doing this you won't have wasted valuable 'work visa time' studying. It essentially gives you an extra six months in the USA.

EMPLOYMENT

To be eligible for employment in the USA you are required to be in receipt of a Greencard or visa as covered in the visa section.

Agencies

The simplest way to find out who is hiring and whether you are eligible is to register with an aviation employment agency. The USA has numerous employment agencies of which the most notable are:

IASCO - International Air Service Company
950 Tower Lane, Suite 1500
Foster City CA 94404 USA
Tel: (415) 358 0200
or (415) 378 7484
Fax: (415) 358 0250
or (415) 345 5360

or

Flight Crews Worldwide Inc.
11360 66th Street, Suite 101
Largo FL 34643 USA
Tel: (813) 545 8963

or

AIRMARK
27392 Calle Arroyo
San Juan, Capistrano
CA 92675 USA
Tel (714) 661 7976
Fax (714) 661 2473

Contact the agencies for an employment application form. The form allows you to fill in information relating to your previous employment, your unemployment intervals, flight times, education, military records, biographical information, mechanical skills, clerical skills along with a supplement on alcohol and drug policy. You then forward the application along with copies of Flight Crew Licence, Medical Certificate, Flight Telephone Operators Certificate and the identification page of your passport. You will then be notified when your application has been received. You now are on file.

CONVERSION OF FOREIGN LICENCE TO AN AUSTRALIAN LICENCE

When you return to Australia you must convert your FAA pilots licence to an Australian CAA licence. The CAA rules and regulations are strict and as a consequence the standards of Australian licences are regarded highly by world authorities. The CAA retains the right to determine policy in relation to recognition of foreign flight crew licences and ratings granted by other countries. Consequently, the requirements and conditions outlined here may vary from time to time. Further information can be obtained by contacting the Flying Operations Section of the appropriate Regional CAA Office.

Generally an applicant for the issue of an Australian licence is required to pass a written examination in Flight Rules and Procedures and meet all aeronautical experience requirements up to and including those

prescribed for that particular class of licence. They must also meet the age requirements specified for the licence category and be able to speak, write and understand the English Language. With either an instrument rating or instructor rating the applicant is required to pass the relevant written examinations and a practical flight test.

SETTING UP A FLYING BUSINESS

Opportunities do occur where you could conduct your own flying business with your own AOC (Air Operators Certificate). A typical scenario may be when you come across a lot of money, unable to secure employment and have an idea to develop some business. Scepticism in the early stages of such situations could save you a lot of money and aggravation. The whole idea of doing a job is to earn money. You're doing yourself and other pilots a disservice by underselling yourself just because you are keen to fly. You'll suffer the same fate as companies who undercut - in the end, the waters just get stirred up, nobody makes any money at all and very few survive.

The object of a flying business is not to fly but to make a profit. The magic figure to survive in the small charter world is 500 hours utilisation per aircraft per year. That is 10 revenue hours per week. Any business that operates aircraft must have high utilisation... the higher the better. The higher the utilisation the higher the cost effectiveness.

Planning is the first function as it lays the groundwork for all other functions. It identifies goals and alternatives. It maps out a course of action. Planning also achieves in setting in motion the following processes:

- Determination of what resources will be needed.
- Identification of the number of personnel the operation will need.
- Develop the foundation for the operation to work.

Organising involves assembling all the resources necessary to achieve the companies objectives.

LOOK AT THE MARKET

Far too many people forget about marketing. They set themselves up on an airfield, having done no research, don't market their product and because they have an aeroplane expect the customers to beat a path to their door.

If work does come its usually by accident. The same people unfortunately undercut everybody else around thinking that they can put the competition out of business then put the prices up again. It doesn't work like that. The person who undercuts usually goes out of business first because they have no cash flow.

Any business survives due to a market being serviced. No market, no business. The first step is to evaluate the market. Market research include such things as:

- The economy.
- Technology.
- Society.
- Politics and law.
- Customers.
- Available Resources.

From here you need to establish if a business opportunity exists and if so in what segment? Perhaps there is a niche market you could operate in (like aerobatics) or perhaps market share you could grab for specialised IF training.

You need to look at whether you have a market advantage. What opportunities are there? You need a market focus not a product focus. Just because you open a flying school does not automatically mean students will beat a path to your door.

You need to also evaluate the competition in the market and establish what advantages your business would have over theirs. If there are already competitors in the market place then what gives you the confidence that your product or service will capture the appropriate market share? Look at what the competition is selling. If a competitor is not selling a certain product, could that be that there is no work?

A business plan needs to be completed at this stage. A business plan helps you to clarify your thinking and gives you a vision for the business having regard for the environmental factors and a range of other considerations. The business plan translates this vision into a practical format and is customarily used when seeking allocation of resources or for raising venture or shareholder capital for a new business opportunity. Any good bookshop has books specifically on business plans for those unfamiliar with them. A business plan can be relatively inexpensive to complete but may definitely convince you not to proceed into an area where you could lose a lot of money (and hair).

ECONOMIC TIMES

A word of warning on the current economic climate in Australia. Many well established, competently managed, well positioned flying schools and charter operators have gone under. The recession reduced the disposable income of the average Australian thus flying schools customers dwindled. Charter operators saw their annual flying hours reduce to a fraction of what is required to remain profitable. It is very, very tough. The CAA also have ever increasing costs that nibble at wafer thin profit margins.

BUSINESS STRUCTURE

So you have decided it is viable... where do you go from here.

As per CAR 213, the operator must provide an adequate organisation, including trained staff, together with workshop and other equipment and facilities in such quantities and at such places as the Authority directs in order to ensure that airframes, engines, propellers, instruments, equipment and accessories are properly maintained at all times when they are in use.

A company or organisation structure must be established and details placed in the operations manual. The operator must provide an infrastructure of aeroplanes and personnel. The responsibilities of the company personnel must be established. Personalities include:

- Chief Pilot (CP).
- Chief Flight Instructor (CFI).

A syllabus for all training courses must be provided and included in the operations manual. Insurance is acquired. Administration procedures need to be put in place. Hangarage needs to be organised.

CHIEF PILOT

The Chief Pilot is the main point of reference for the CAA. They expect the CP to have some control over the day-to-day running of the business. Technically his/her job is to keep things legal. The CP is responsible for such things as bi-annual flight checks and annual emergency proficiency checks. The CP must ensure that each pilot undertakes a dangerous goods awareness course every 2 years. Requirements for the CP is stated in CAO 82.0.

FLYING SCHOOL LICENCE

Details for flying school licences are stated in CAO 80. A flying school licence details such things as class rating (private, commercial or integrated). Several things must be satisfied to operate a flying school:

- Documents and facilities.
- Maps
- Briefing facilities - white board in an ATCO shed is sufficient.
- Must have Aircraft of suitable type.
- Means of simulating IF (Hood).
- Exam room must have security.

- Detailed syllabus.
- Staff required are:
 - Qualified staff (Instructor rating)
 - CFI Grade 1 (750 hours) and an interview by CAA to be approved
 - Theory instructor(s).

CONDUCT OF INSTRUCTING OPERATIONS

The CAA specifies that the flying school be run to satisfy the following:

- Must display flying school licence in a prominent place.
- Keep student records.
- Must integrate the theory and flying (if an integrated flying school).
- CFI must periodically check instructors.
- Students to be briefed (we know this doesn't always happen).
- Operate within Flight and Duty Times as per CAO 48.
- Keep records of flight tests.

COSTS

Aviation is a very expensive business. You may need to borrow money... lots of it. You need money not only to cover the cost of equipment but also to cover the slack periods in cash flow when the customers just aren't walking through the door. It is beyond the scope of this book to go into avenues for acquiring money.

Lets look at typical cost for a typical charter scenario:

Aircraft Operating Cost - Charter (Chieftain)

Direct

Fuel 185 litres/hr @ \$.80/ltr =	148.00
<i>Periodic Maintenance</i>	
\$7000 per 100 hourly	70.00
Engine \$48,000 per 2000hr	24.00
Props \$7000 per 2000hr	3.50
Unscheduled Maintenance	70.00
	<u><u>315.50/hr</u></u>

Fixed

Insurance (Hull)	9,000
Liability Insurance	1,500
GAIT Charges	2,000
Airframe (\$18,000 every 3 years)	6,000
Finance costs (Based on \$300,000)	60,300
Wages	28,000
	<u><u>\$106,800</u></u>

Utilisation Direct + Fixed = Operating Cost

200	315.50 + 534.00 = \$849.50/hr
400	315.50 + 267.00 = \$582.50/hr
600	315.50 + 178.00 = \$493.50/hr
800	315.50 + 133.50 = \$449.00/hr

You also need to consider such things as landing charges.

Aircraft Operating Cost - Flying Training (Warrior)

Direct

Fuel 40 litres/hr @ \$.80/ltr =	32.00
<i>Periodic Maintenance</i>	
\$1000 per 100 hourly	10.00
Engine \$15,000 per 2000hr	7.50
Prop \$400 per 2000hr	5.50
Unscheduled Maintenance	2.70
	<hr/> <hr/>
	\$57.70/hr

Fixed

Insurance (Hull)	4,400
Liability Insurance	600
GAIT Charges	1,200
Finance costs (Based on \$50,000)	10,500
Wages	28,000
	<hr/> <hr/>
	\$44,700

Utilisation Direct + Fixed = Operating Cost

400	57.70 + 195.00 = \$252.70/hr
600	57.70 + 130.00 = \$187.70/hr
800	57.70 + 97.50 = \$155.20/hr
1000	57.70 + 78.00 = \$135.70/hr

FINDING AN AEROPLANE

Any flying business must have an aeroplane to operate. You may decide whether you buy, cross-hire or lease. Take time to talk to pilots and engineers who work on the type you are looking for.

Look around for the best finance rate. Under the current economic climate, banks at the moment are very reluctant to lend money to purchase aeroplanes.

Aircraft manufacturers offer excellent terms to approved customers. Typically Piper finance rates read:

- Term - 5 year / 50% residual (Australian dollars).
- Monthly repayment (monthly in advance) \$16.75 per \$1000 borrowed.

Example

Warrior ex Vero Beach US\$128,500 converted at say 0.7731:

$$A\$166,214 = 166.214 \times \$16.75 = A\$2784 \text{ per month} + \text{a residual payment of } \$83,107.$$

The above is only an indication of finance costs and should be used as a guide only. Of course buying from the USA you must include delivery costs, local taxes and domestic CoA.

Incidentally, any commercial pilots should be able to work out the operating costs, break even points for operations and a finance plan. You also should be able to interpret the log books for engines, propellers and avionics.

Buying is very tricky business and should be left to the professionals. The extra expense it costs to buy an aeroplane through a vendor is a tiny price to pay than if you buy a lemon. The average age of aeroplanes is increasing so the chances of securing a lemon also increase.

Finding an aeroplane is a complicated process. Search:

- Auctions
- Newspapers.
- Aircraft Registration Handbook.

OPERATIONS MANUAL

The operations manual is usually the first document that a new commercial pilot reviews when he/she starts work with a company. The operations manual is for the use and guidance of the operations personnel of the operator. The CAA's prime objective in requiring the operations manual to be written in the first place is to promote safety in the company. The operations manual must contain such information, procedures and

instructions with respect to the flight operations of all types of aircraft operated by the operator as are necessary to ensure the safe conduct of the flight operations (other than information, procedures or instructions that are set out in other documents required to be carried in the aircraft in pursuance of the CAR's).

Make an enquiry to the CAA and they will furnish a guide to the preparation of operations manuals. A standardised format for the operations manual is usually used as this has the advantages of ease of compilation, speed of CAA assessment, efficiency of use by staff and ease of amendment, update and extension. Its not surprising that most operations manual are photocopies of someone else's.

The operations manual generally is indexed into parts:

- Part A: General operating procedures.
- Part B: Specific aircraft operating procedures.
- Part C: Training and checking under CAR 217.
- Part D: Specialised operations.
- Part E: Flying School operation (if applicable).

There is no reason why you cannot deviate from the standardised format to make the operations manual more concise, intelligible and relevant. You just need to put in instructions that are applicable to your company.

Specialist companies specialise in creating operations manual for both start-up and existing companies. One such company is Bondesco. The Bondesco operations manual is a comprehensive, yet easily read guide to all operations, from general to specialised. Compact in size, the Bondesco operations manual has been designed to accept updates to procedures (12 months at no extra cost). A fast turnaround means the Bondesco operations manual can be acquired in just 7 days. Bondesco will also assist with your AOC application if required. For more details call Ross Bond at Bondesco Pty Ltd on (07) 848 2624, or (018) 740 683.

AIR OPERATORS CERTIFICATE (A.O.C.)

Essentially you must not advertise commercial operations unless you are the holder of an AOC. When enquiring to the CAA about AOC application they will send out an application form together with a copy of Civil Aviation Order 82.0 and a guide to the preparation of an operations manual. The requirements are set out below for the application and subsequent issue of an Air Operators Certificate.

1. The aircraft(s) should be placed in the appropriate category on the Australian Civil Register.
2. A suitably qualified pilot acting as Chief Pilot will need to be nominated who will have to be interviewed and approved by the CAA to supervise operations.
3. For flying training operations, a suitably qualified pilot acting as Chief Flying Instructor must be nominated also adequate briefing room facilities will need to be provided, including cutaway models and training aids.
4. For charter operations appropriate third party insurance required by the Civil Aviation (Carrier's Liability) Act will need to be carried.
5. If trading as a company or under a trade name, a copy of the Certificate of Incorporation, Certificate of Business Trading Name, and the names, nationalities and shareholdings of any shareholders will need to be provided.
6. With regard to maintenance of the aircraft, maintenance arrangements for compliance with sub-division B, of Part 4A of the Civil Aviation Regulations will need to be stated.
7. You will have to submit an operations manual covering the operation of the Organisation and the aircraft utilised.

The issue of an Air Operators Certificate attracts a fee (usually minimal) which is determined by the CAA based on the cost to the CAA to assess the application. The completed application form and associated documentation should be forwarded to your appropriate local CAA office. You now wait. The CAA can take quite a long time (3 months) to process an AOC application depending on their work load at the time. To speed up the process, you can forewarn the CAA of your submission and they will allocate resources at the suggested date of application. A quality application by this method could be processed in 2 weeks.

The CAA may then give a direction requiring the operator to include particular information, procedures and instructions in the operations manual or requiring the operator to revise or vary the information, procedures and instructions contained in the operations manual. Copies of the completed and approved operations manual must be available to the personnel of the operation.

Commercial air services operations within the States of Queensland, New South Wales, Tasmania, Western Australia and the Northern Territory must also be conducted in accordance with licences issued by those State Governments. Contact the relevant State Department of Transport for more information.

OPERATING UNDER SOMEONE ELSE'S AOC

If obtaining an AOC appears insurmountable you could think of operating under someone else's AOC. You basically are taken under wing of an already established operator and therefore must comply with their operations manual and all procedures. They may charge a token amount for using their AOC but if your not sure if your venture is viable this could be the path to follow. Changes must be made to the operations manual to reflect the change in aircraft and procedures. Most operators are not to keen to do this but with the present economic climate they may consider it.

SUCCESS

Success means different things to different people. If your desire is to do nothing with your life other than earn sufficient money to live on by flying in any aeroplane, have an average house, and go on holiday for two weeks a year and that is truly what you want in your heart - then do it. Conversely, if you desire to live in a mansion and to travel the world as an airline pilot - and this is truly your desire, not just a fanciful whim - then you should take the brakes off your life and fulfil your dream. Neither course of action is intrinsically better than the other. They are different, that's all. Doing that which makes you happy, doing it well, and being satisfied with your achievement is what equates to a successful life. But within many of us are psychological barriers which must be overcome before we can be successful to any degree.

The message is that success in life is a decision, not an accident of birth or a lucky break. Your future depends on the actions you take from now on. What you have done in the past is of no importance.

This may be your first introduction to the subject of success. To pick this book up and read it most probably means that you are looking for clues to start you on the right path. The path to become a pilot, or for that matter, the path of life is well worn around the bottom trails. The trails higher up are less trodden and quiet along with a fantastic view. How can you climb this mountain?



Success is available for you if you know how to achieve it.

Success Is For You

Success in life is not dependent on what your background is, what happened to you in the past, how intelligent you are, or how good looking you are or how much luck comes your way.

Certainly people are born with different talents but there is always a compensating factor. Certain people find everything is easy at first and never learn the important habits of patience and persistence. So forget about using your background as an excuse and remember that we all have potential to be what we want to be and also to do what we want to do. Success in life is predictable and it can almost always be achieved if you follow certain rules.

There are two major steps: learn what has to be done, then put it in practice. You can do both if you want to.

Goal Setting

To secure success you must set goals. Ask any successful person how they achieved their success and they will most likely say through hard work and goal setting. People who study success agree that the one factor that all successful people have in common is that they set goals. All successful people create, and then attain, goals. In 1952 Harvard University in the USA began a study. They took that year's graduating class and asked them how many students had written down their goals. The figure was 3 per cent. Twenty years later that same 3 per cent had a greater net worth than the other 97 per cent combined. Their goals had changed over the years as their lives had changed, but they had always kept a written list of those things they wanted to achieve.

Develop an ability to decide what you want then make a detailed plan about how to go after it. If you can master that, your success is guaranteed, for you have literally given yourself the power to plan your future. When you learn to fly, you flightplan to fly from A to B. You look at such things as MET conditions, fuel, lighting, nav aids, aircraft serviceability, alternate aerodromes etc. You then climb into your aircraft and fly from A to B as planned. The sad fact is the planning is not applied to their life.

When you set a goal you make a statement, a commitment. Goals differ from wishes. You hear people all the time saying "I wish I could work for Hazelton's/Qantas/Ansett", "I wish I was earning good money", "I wish I was happy". These people unfortunately have not planned for these things to happen. Setting goals allows you to focus on the problem. This focus keeps you motivated.

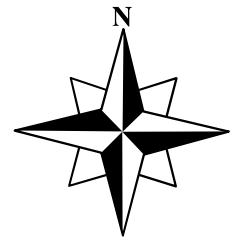
When setting a major goal, divide it into a series of little goals to be achieved. For instance you may set a goal to be employed as a flight instructor by Christmas. Your goal could be divided into smaller goals:

- I will work at night delivering pizzas to earn money for my instructor rating.
- This weekend I will peruse every flying school offering instructor ratings to find the one I will train with.
- I will start my course part-time in 5 weeks time.
- I will produce the highest quality briefing notes on the course.
- I will strive for the highest discipline in manner, conduct and appearance.
- I will constantly take time to listen to people about the industry to find the best way to acquire students.
- Not only will I strive to pass the instructor course but I will read up on marketing and salesmanship to enhance my skills toward obtaining students.

Goal setting is an integral part of a successful person's life. Goal setting is about planning. Setting a time when you do something helps eliminate disorientation and reduces disillusionment. By setting goals it helps motivates you to do the necessary things that often don't get done by a chronic procrastinator. A goal could be a deadline such as "At Christmas time I'm heading to the N.T."

Here are some of the advantages of having goals:

- Goals impart a sense of purpose to your actions. They give you your "reason why". Few of us are born with any degree of self motivation. Goals give you something to aim for.
- Goals enable you to monitor your progress as you achieve one target after another.
- Goals increase your feelings of self-worth and improve your self-image. As you progressively achieve one goal after another, you come to realise the extent of your accomplishments and you will feel good about yourself and about what you are doing.
- Goals help boost your self-confidence. As you achieve each goal that you set yourself, your confidence that you can achieve your next goal will increase.



How To Create Your Goals

First decide what you really want out of life. Until you know what you want, how can you set about achieving it? Interestingly, when we sit down to seriously contemplate our future, the things we so often say we want don't seem so attractive any more. An example of this might be a desire to win lotto. Many people, if they are really honest, do not want to win the lotto, simply because they would not know what to do with the money or the leisure time it would bring.

So think deeply about what you want from life and your flying career. Then set your goals accordingly. Set short, medium, and long-term goals. If you only set yourself targets which will take years of work to achieve you will more than likely become disillusioned before you accomplish them. Self-confidence comes largely from succeeding at what you do. If your only goal is so high and distant that it would take Superman ten years to bring it to fruition you will be in for a lot of heartache. You do need those expansive, long-term goals, of course. They are the stars you steer by.

When the going gets tough - as it will from time to time - you need to have something distant to work towards to help give a sense of purpose to your endeavours. But you must create smaller, more easily attainable goals too. Decide on how much flying you want this month or how many operators you are going to target for employment. Then do the same for next month. Give yourself something concrete to aim for and which can be achieved in the near future. These short-term goals will encourage you because you will soon see the results of your efforts. This is important.

Medium-term goals are exactly as they sound. They will help you develop stamina. After working for six months it will feel good to see that you have achieved an objective which once seemed alarmingly distant. The achievement of these mid-range goals will help to sustain your belief that you can bring about the realisation of those really big dreams.

Some of the goals you need to set if you are unemployed in the aviation industry are as follows.

- The amount of time you are going to allocate to your employment seeking activities.
- The number of operators with prospective vacant positions you are going to talk to each day. If you only talk to two people each day, that means you will have presented yourself fourteen times in one week. That's 728 times in one year! Does it seem reasonable that, by the law of averages, out of that number of contacts you should be able to land a job?
- The target dates for making the various levels in your career.

You must write your goals down. This solidifies your thoughts into a material form. It is always good to link mental and physical actions. Constant referral to your written list of goals will cement them in your mind.

Long term goals must be specific. A vague idea like "I want an airline job" will not do. Your mind brings things into your life only when instructed accurately. There is a saying among computer programmers - if you feed garbage into a computer, you get garbage out! The mind can be paralleled with a computer, albeit an organic one. You need to be as specific when feeding your mind as the programmer has to be when writing his program.

You need to give yourself time-related tasks. Set yourself specific dates by which you expect to have achieved your goals. This imparts a sense of urgency to your actions and the time factor will give you something to race against.

You must visualise your goals. The images you hold in your mind, of where you want to go and what you want to achieve, are of great importance. Your physical life is a reflection of those thoughts you hold most strongly and consistently in your mind.

Fear

Fear can manifest itself in several ways. It is quite natural to experience a certain apprehension when starting any new project. Contacting operators for employment opportunities is full of fear for some pilots. After all, you will be coming into contact with a number of people you have never met before, and will have to absorb a quantity of new information. You wouldn't be human if you did not feel some form of tension simply at the thought of what you are going to be doing. Even the greatest actors get stage fright; Formula One racing drivers frequently cannot talk to anyone immediately before a race because they are so tense; and many eloquent public speakers never lose that initial trepidation they feel when beginning a talk.

The important point - and its importance cannot be overemphasised - is that although these people experience a degree of fear, they are in control of that fear. It does not rule their lives.

Fear can be a life-saving factor. It serves a real and necessary purpose and you will never be entirely rid of it. Fear enables us to survive in a hostile and dangerous world. Soldiers who felt no fear would walk calmly up to the enemy's guns - and be cut to pieces in the crossfire. But most soldiers going into battle will feel fear and that fear will cause them to take actions and make decisions which may save their lives. It is the exaggerated, unhelpful fear which we are concerned about here.

It is often said that the hardest door to get through is your own. We will now take a look at the reasons behind this, and at the types of fear you will most commonly come across when looking for employment.

Failure

As you strive for success you will no doubt come across failure. Don't let the first defeat put you off trying again. Just because an operator has said that they are not interested in employing someone today doesn't mean they are not going to be interested next month.

There is nothing wrong with making a mistake, nor is there anything wrong with failing. An integral part of success is failure. The only real failure is failing to try.

Those who never attempt anything, never fail at anything! Of course, the easy option is to spend your evenings staring at the television, living your life vicariously through other people's dreams. Not for you will be the humiliation of having tried and failed; not for you the financial loss incurred - and not for you will be the rewards and glory of success.

Those who never take the risk of venturing through their own front door will never see their own dreams realised, and will never have the satisfaction of creating something new. An action which fails can also be called a mistake. If you learn from those mistakes and continue to put one foot in front of the other as you follow your chosen path, you must eventually be successful.

If you look at the lives of most successful people you will find that they have often made a greater than average share of mistakes. Look at Jeffrey Archer for example. He was an English millionaire businessman who lost all his money and ended up nearly half a million pounds in debt. What did he do? Did he give up in despair, thinking that life would never work for him? No! He sat down and wrote a novel. And another. Then another. His third book, not his first as many believe, became a smash-hit best-seller. After reading Kane and Abel people went back to the first two books and made them best-sellers too. It took seven years for Jeffrey Archer to pay off all his debt. But by then he had made another million.

Fear Of Rejection

In looking for employment you will face a lot of "no's". Your attitude towards this constant rejection will shape the whole future of career. The average Chief Pilot/Chief Flying Instructor is usually an ordinary, pleasant, intelligent human being. Fears can be unjustifiably blown up out of all proportion by your own imagination.

Eventually, you will learn how to detach yourself from the hurt of people saying 'no'. When you learn not to take their dismissal personally, when you see the whole situation in a clear light unclouded by imaginary fears, you will become extremely proficient at marketing yourself.

Action is the antidote for fear. You will find that the more you confront the thing of which you are afraid, the less that fear will exert its stranglehold on your life. If you continually do something of which you are afraid and remain in control of that situation - even if you are screaming inside - your brain will build up a store of success-oriented memories. The next time you enter a similar situation your mind will be able to draw on those success memories and will feed you confidence instead of paranoia.

Fear Of What Others Might Think

Which is of greater concern to you: what others may, or may not, think about your flying aspirations and your methods for achieving your goals - or the realisation of your dreams? No matter what you do, or do not do, there will be some people who wish you well, and some who will not. If the negative opinions of other people are of concern to you, you must learn to turn yourself off from them.

Some people, unable or unwilling to create successful lives for themselves, delight in destroying others hopes as well. They will do this by making disparaging remarks about your career aspirations, your manners or what they can think of. In effect, these people are attempting to steal your dream away from you. If you allow these negative people to invade your space often enough, some of those poisonous seeds may take root, and before you know it your enthusiasm will have died.

Positive Mental Attitude



It is interesting to note that you usually get in life what you expect. It's important to constantly maintain a positive mental attitude. Practice it long enough and it becomes second nature. Operators sense your attitude when they interview you and usually are not interested in people with a poor outlook in life. Applying the psychology of success without the correct mental attitude, the chances of becoming successful are slim. But the power of the mind to affect changes over our physical environment is now becoming more accepted. The greater your acceptance of this power, and the more you apply it to your life, the greater will be your chances of making your dreams come true.

People with a positive mental attitude expect the best for themselves and other people in all situations. Positive thinkers do not refuse to recognise the negative, they refuse to dwell on it. Positive thinking is a form of thought which habitually looks for the best results from the worst conditions. It is possible to look for something to build on; it is possible to expect the best for yourself even though things look bad. And the remarkable fact is that when you seek good, you are very likely to find it.

In simple terms if you have a positive mental attitude you are an optimist who looks on the bright side of life and who expects most of the situations you face in life to have a favourable outcome.

We tend to get conditioned by the generally negative world around us. Because people don't make it, they create a world where they will be comfortable. That is why newspapers, radio and TV stations prefer bad news to good news. If you look at the news or read the paper there is generally a headline on bad economic news or a disaster overseas, details of a car crash or a story about a murder.

It is important to keep a positive mental attitude. Qantas only hire people with a positive mental attitude. This quality is evident in the psychological tests conducted during recruitment tests. Recruitment personnel much prefer to hire a low hour person with a positive mental attitude than a high hour person without a positive mental attitude.

You will find that life seems to work in circles that go round and round to lift you up, or round and round to pull you down. Negative thinkers fear the worst and therefore subconsciously probably don't try as hard. It usually takes time and effort to produce a worthwhile result and there are often setbacks along the way. How could you possibly stick with a project if you believed you would fail?

Now think about those who have read what is in this chapter and are putting it in practice. They have set practical goals, they are discovering how to make them happen and they are working hard to develop those skills which is building their self esteem. They don't worry about following the crowd because they understand that "most people" are going in the wrong direction. They are not concerned with making mistakes because they know that failure is at worst, an opportunity to learn. They can therefore face the future with confidence.

One of the most important success rules to follow is to take command of your mind and therefore your life. Many people take positive thinking to mean nothing more than developing their will-power. But, although a strong positive will is to be admired, you will not achieve much in the way of results using your will alone. And what you do achieve will be hard won.

Self Image

Many people suffer from a poor self-image. They think of themselves as not being good enough, or clever enough, or attractive enough. But consider this: you are a unique individual, there has never been anyone like you before in the history of the universe, and there will never be anyone quite like you again. Isn't that incredible? Don't you think someone as unique and special as you ought to be feeling pretty good about themselves?

A lot of people are waiting for someone to give them permission to be happy and permission to be successful. This often stems from childhood, when we had to gain our parents permission for everything we did. But why wait for someone else to tell you? You could wait a long time and by then it may be too late. In truth you are the only one who can give yourself the permission to be successful and happy. You have the right to expect the best in life for yourself and those you love.

Give 120 per cent commitment to living. Go on training courses, read motivational literature, listen to motivational and self development tapes, participate in life skills and personal growth. Improve your self-image.

Reframing

You have the power to control your actions to achieve virtually anything in life. You are the one who has full responsibility for your life. You live your life as you see it. Therefore your life can be changed by the way you look at it. There are many points of view to any topic. And many of these points are right. It just depends on the set of glasses you are looking through at the time. Depending what pair of glasses you are wearing at the time has an enormous effect on your life. Changing the way you look at something is called reframing. One person might say that 20% of pilots are unemployed; we must be in a recession. Another might say 80% of pilots are employed; we must be in a boom. I'm not playing with words here. You choose the way you see it. This changes the way you respond to it. This will then change the way you act which in turn leads to a more favourable outcome. With the right pair of glasses you can turn any unwanted incident into a positive learning experience. This happens quite frequently when you are learning to fly. You make a mistake and learn from it. If you miss out on a job, no problems. You now have more knowledge to help you get the next job that comes along. Think to yourself "How can I turn this situation into a positive one?"

Other People's Perceptions

The GA industry is full of people that spend the majority of their time complaining and trying to negatively program people. This negative programming is then passed on to other people involved in the industry. Don't succumb to what a few people with weak characters think. Your response could be one of motivation. If someone said "There is no point sending a resume to XYZ company because the industry is in poor shape" your response could be "I'm going to send a resume because I consider it to be a challenge and not only that, if I get knocked back, I'll know one more way not to approach an application". Never underestimate the power of your words on other people. Always encourage. Always compliment.

Some people say that they have nothing to be grateful for. When we are going through some of life's hard times it can be hard to see the good things. But think of this: virtually every person in the industrialised world has a higher standard of health and education than even the aristocracy had a hundred years ago. We live in a degree of comfort and warmth which would have been inconceivable to our grandparents. And what about the starving masses in today's Third World? You are certainly better off than them.

When life looks bleak take a while to stand back and look sensibly at your situation. Develop a feeling of gratitude that it is not you who is hungry and suffering from malnutrition. In everyone's life there is something for which they can be grateful, even if it is only the simple gift of life itself.

Law Of The Farm

We only get out of life what we put into it. How many times have you seen people trying to take short cuts to achieve something and have usually failed on a large scale. The law of the farm states that:

- You cannot reap before you have sown.
and a less obvious one is:
- You always reap far more than you sow.

You can't plant corn seeds today and expect to reap corn tomorrow. But plant corn seeds today and be patient till harvest time and you will be handsomely rewarded. Make the effort before you enjoy the results.

Go The Extra Mile

Get into the habit of going the extra mile. Employers look for people that have done extra curricular activities at school. They are not after someone who thinks life is a 9 to 5 job. By going the extra mile you will be noticed. This means you'll be presented with chances to learn new skills and to show more of your ability to others which all helps getting along that road to success.

Strive to get the big picture. Show an interest in things not directly related to flying an aeroplane such as:

- look at aircraft maintenance and what a LAME does
- look at aircraft sales
- look at ATC.

Don't just focus on doing the minimum that a pilot is expected to do.

Acquire Sales Skills

Sales skills is not about being a shonky second-hand car dealer. Its about identifying a problem, finding a solution and convincing the customer the solution is suitable for them. When you apply for a job you are essentially trying to sell yourself (a solution) to the employer (the customer) because he needs employees (to solve problems).

By developing sales skills you are learning to gain others trust, to ask probing questions to get to the heart of a problem, and to persuade others to a course of action. Another term for this is leadership. Leadership skills will lead you to the top. Your local library or bookshop will have many excellent texts on selling. See what you can find.

Be A Non-Stop Learner

You have many skills that are not yet developed. If you could develop your skills you will expand the value of the service you can offer which will increase the rewards in life. The solution to almost any problem is to educate yourself to handle it better. This process is called self development. Make time and put in the effort to learn new skills. New skills boost your self esteem. New skills open up a new world of opportunities. Your improved skills enable you to deliver a better service. Continual self development is one of the best ways to provide security because it ensures you will not be left behind.

Be different - most won't do it. Unfortunately most people just aren't interested in self development so if you take the time to improve your skills you will be in the minority. Self development takes time and effort, as discussed with sowing and reaping, the rewards always far outweigh the effort. Only by working on your skills can you bring out the potential in you. Practise continual self development. Your rewards are in proportion to the way you develop your skills and as the world changes these skills will be in demand.

Entry into aviation is simply not a matter of choosing what you want to do. You have to persuade employers to choose you. Your career options will be limited to some extent by your personality, your abilities, your financial resources, and fluctuations in the job market and economy. For this reason it is important to keep self improving (making yourself more marketable). This can be achieved through reading widely and completing any course on any subject.

Self development is made easier with the reading of wisdom (or success) literature. Wisdom literature deals with the art of living. There is significant benefits to be gained by looking for the most general themes in these books. Devote effort to learn from authors of good books who have devoted tremendous effort putting experiences to paper. Become a more rounded person. Use the vast body of human experience as a resource in educating. Read autobiographies and biographies to develop intuitions as to how successful people have achieved success.

Failure (Again)

As mentioned before, an essential ingredient to success is failure. You need to stand apart from the herd, to find the courage to gain success. To do this you need to improve your skills and knowledge. To do this you move out of your comfort zone. This entails trying a whole lot of new things that your not accustomed to.

The only way to become competent in the area you choose is to learn about it and try and do it. Unless you are an exceptional person, you are not going to get it right first time. Even if you did get it right first time, by some stroke of luck, you would learn little by it - a real learning experience comes when it all goes wrong.

Successful people are not those people who have been insulated from failure but those who have faced and overcome failure. Certainly it can be hard to handle unhappy experiences and projects that turned bad on us

but it is the most effective way we can learn. Just as a piece of iron is made hard by being plunged into a tub of cold water so a person is made tough by facing and overcoming set-backs and problems. You'll never reach your potential if you try to dodge life's challenges by avoiding new experiences.

You'll find that life continually sets you exams to try to find out what went wrong. If you fail the exam you are doomed to repeat the lesson until you know it. To get the most out of your set-backs try the following:

- (1) Analyse the situation and try to find out what went wrong. When you are doing this be strictly honest with yourself and don't fall into the habit of blaming others for the mishap. Once you can face that instead of trying to camouflage the reality by blaming others you are well on the way to finding permanent solutions.
- (2) Practise the technique of reframing and tell yourself that what happened was obviously meant to happen. Ask if the incident has shown you a new direction.
- (3) Set out to find something good about the situation.
- (4) Treat it as an opportunity to re-assess your goals. Does this mean that some of your goals are unrealistic or is the problem a minor detour on your path to success. For example if you fail to gain admission to the tertiary institution of your choice you may want to consider alternative routes to get where you want to go.
- (5) Be aware that failure is only a temporary condition and there are many roads leading to where you want to go.

While you must accept failure if you are to succeed it is also true that you need to set up a series of successes to boost your self esteem and put you on a success path. Therefore, while it is important that you try new things it is also vital that you don't put too great a burden on yourself by setting yourself almost impossible tasks. If you keep at it you will soon learn the difference.

Keep a smile on your face when the going gets tough.

Give It A Try

If you were to just sit around and wait for your career to unfold in front of you, you could be in for a long wait. Before anything will come into existence in your life you must make a commitment to doing something physical.

You may have heard the saying "luck is what happens when preparedness meets opportunity" therefore it should follow that the better and wider the preparation the more the chance there is for opportunity to pop up with "luck" to follow.

Life has many situations where you strike a barrier and are initially put off by the apparent difficulty of it. However you finally find the courage to cross it and then almost always discover it wasn't nearly as hard as you thought it was going to be. These barriers are important points in your life and you will keep striking them as long as you keep growing. They are important because your reaction when you meet each one affects the way you face other barriers.

If you stop and refuse to take the plunge you are reinforcing behaviour that will probably happen again at the next barrier. You will find it harder and harder to make progress. On the other hand, if you do act, the next barrier will be easier to attack because you are forming habits that will help you make progress.

Learning is an exciting process because the moment you acquire a new skill, or a piece of knowledge, a chance usually comes up to put it into use.

Most people will never get out of their comfort zone and try something new, yet it is only by trying new experiences that we can reach our full potential. It doesn't matter if the experience is cleaning aeroplanes or doing administrative work for a flying school. Somewhere, someday it will be useful to you even if it shows you what you don't want to do.

Universal Laws

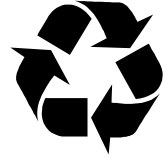
The law of giving and receiving states that what goes around comes back. Let me introduce a concept called the emotional bank account. If you do good turns whenever you have the opportunity you are making deposits into the emotional bank account. Then when the time comes, as it always does, that you need a good turn or a helping hand you will find that somebody will be waiting to help you; in other words you would be making a withdrawal from this emotional bank account. Usually the good turns don't come from the same people you have helped but they certainly come back. The converse is also true.

The principle of sowing and reaping ensures that you will reap more than you sow both positive and negative. If this is so obvious why do so many people fail to practice it? Probably because there are two types of people - those who focus on scarcity and those who focus on abundance.

The ones who focus on scarcity see the world as a dangerous jungle. They work on the principle that everything is in short supply and only those who jump in quickly and knock everybody aside will survive. They spend their lives in constant fear. Fear they won't have enough to live on, fear somebody else will beat them to a

promotion, fear they will get sick. You can recognise them because their lives are in such conflict that they seldom achieve any sort of happiness.

The opposites are the people that focus on abundance. They have acquired a positive mental attitude which helps them reframe a bad situation, they understand that failure is no more than a learning experience and they believe that somehow things will work out for the best. Because they feel this way they are usually optimistic, happy people who are always ready to share with others. Those who focus on abundance attract prosperity; those who focus on luck attract all the negative things. Notice how this goes round and round. Because the prosperity thinkers have an optimistic view of the world they automatically practise the law of giving and therefore are assured of receiving.



It's Up To You

If you continue along the path of self-development a moment will come when you understand that you are in charge of your life. Once it clicks you will never be the same again.

The difference between winners and losers is that the losers believe that anything good that happens to them is a lucky break and blame everything bad that happens on somebody or something else. As a result they never take responsibility for what happens in their lives and forever deny themselves the chance to learn.

In contrast the winners take full credit for their successes and treat their failures as a learning experience.

The above is probably obvious when you think about it. If so, why do so many people fail to take control of their lives? There are four reasons:

- (1) They don't believe they have the ability.
- (2) They don't want to put in the effort.
- (3) They have been conditioned to believe they are victims.
- (4) They don't know how to get started.

Let's now look at each in turn.

No Faith In Your Ability

This is caused by a faulty self perception which is probably the result of a previous failure pattern created by past failures in life or because you have always been too frightened to try anything. It can also be caused by your comparing yourself to others in an unfavourable light.

A good way to start is to stop comparing yourself with others. Then concentrate on becoming an authority on something.

Not Wanting To Put In The Effort

Often it is said that winners are those who do what losers are unwilling to do and the cold reality is that making the effort is one of the factors that sets the winners apart. It is usually lack of motivation, not laziness, that afflicts so many.

Bad Conditioning

If you have come from a family background where it is normal practice to blame everybody else for what goes wrong you will have to do some quiet thinking. Try to find some positive people to mix with.

Not Knowing How To Get Started

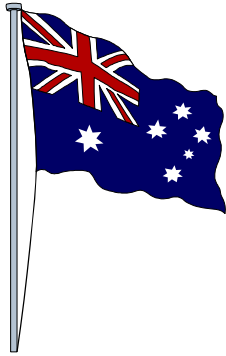
Maybe you don't know how to start. Perhaps you have so many things on your plate that you can't make the time to start or perhaps you are just the victim of good old procrastination. Whatever it is you should understand that commencing any project is nearly always difficult. The reason why so little gets done is generally because so little is attempted.

Keeping Life In Perspective

Due to the economic climate there is a high ratio of pilots to positions available. It's tough out there but there are some outstanding opportunities. If you can't find a position you could take this two ways:

- Complain about how unfair the GA system has become, give up trying and despair about ever getting anywhere in such a difficult and changing industry.

- Take the situation as a challenge, learn new skills, self improve, refocus and make the best of it. People of all walks of life have always faced challenges and have problems much the same as you do.



Australia is one of the best countries in the world to start an aviation career. Imagine living in an overcrowded third world country. Australia has massive opportunities, its up to you to make the best of it.

Successful people have used these challenges to springboard them to success. To do this they have used some simple, universal and timeless principles. What does this have to do with flying? The simple answer is that these principles are not hard to learn yet once put in place make a massive difference to your life; of which flying is a part.

It can be difficult to move out of the comfort zone and start to accept full responsibility for your actions. However, only by doing this can you take charge of your life and direct it to where you want to go. Your future is safer in your hands than in the hands of somebody else and infinitely more fulfilling.

The problem is that usually we float about like ships on the high seas which have lost their rudders. We are like Flotsam and Jetsam, at the mercy of any ill wind which blows our way. Many people have minds which contain so much junk of a negative nature that it is no wonder all they get is negative experiences. These people then proceed to go around bemoaning their "bad luck". But the only luck which exists in this world is the luck we create for ourselves. Fear, worry and undue concern about the future, all these feelings create a mental picture of what is not desired. What happens? The things we do not desire of course! Then we become enmeshed in a downward spiral of negative events breeding negative thoughts, which in turn breed further negative events, and so on.

The more you control your thoughts and harness your emotions and the more you direct your energy into purposeful activity, the more your outer life will reflect that inner attitude. What I am suggesting is nothing more or less than taking hold of the helm of your ship, in other words, your life, and steering a positive course for your own, individual, promised land.

The knowledge you are gaining with your self development will enable you to be different from the herd and be able to work towards a goal. Human beings can choose success, that success is predictable and that success involves carrying out certain steps and it requires that you develop appropriate skills. If that is not true then it's all a matter of luck or being born to the right parents in which case we're all wading our time trying to change what can't be changed. There is no doubt the future will present extraordinary opportunities to those who are prepared.

A FINAL NOTE

The greatest test of character and determination in the aviation industry is no doubt the period from when you receive your new commercial licence. For some the period till 500 hours may take 7 months (minority) for others two to three years (majority). All industries have this "apprentice" period or "settling" in period. Unfortunately in this industry there are far more new commercials than positions available.

This produces an alarming and dangerous scenario which is very prevalent in this industry. The flying schools do an excellent job of producing skilled pilots but unfortunately they don't teach these same students about self worth, self respect or self awareness for the individual employed as pilot. New commercial graduate with big ambitions as they venture out into the savage world of general aviation employment. Little do they know that future employers are rubbing their hands together crying "slave labour".

Most new commercial pilots head bush and work in conditions that are in line with third world countries. Stories are abound of slave labour wages, mental and physical abuse and living in appalling conditions throughout the country. It's true, ask around. Experienced pilots say "It's not exactly like that" or "we had to put up with conditions like that to start". Both are correct. The industry has excellent people, operators and businesses who are an absolute joy to be employed with. But for the remainder new commercial pilots they will do anything for a job even if it means compromising morals.

The tragic state of employment in the industry is due to numerous problems which will not go away if we ignore them. Problems seldom do. A considerable problem is due to the scarcity of positions and the abundance of these new commercial pilots.

The more new commercial pilots ignore their integrity and accept a position that under any other profession would have people running in the opposite direction, when common-sense is compromised, when safety is compromised by unsafe training practises, when machine maintenance is slack and dangerous then yes, this is a poor situation.

What follows is a story which is quite hard to believe, but shows a good illustration of maintaining your own high standards despite what may be required by you due to commercial pressures:

Evidence of this nature came to light in 1987 during the testimony of two pilots who were appearing before a US senate committee, convened to investigate deregulation. One had been a loyal servant to his employer for seventeen years, yet he had to report that twelve of his colleagues had been suspended for refusing to take planes from the terminal because the lives of passengers might be endangered. He told the committee that he had received a warning from his Chief Pilot for refusing to fly an aircraft which needed several major parts replaced including hydraulic pumps. The other pilot before the committee reported that he was admonished and sent home for refusing to sign off an aircraft after landing. During the flight one of the INS systems had become unservicable.

One pilot with another North American airline has also confided that he had been regularly flying dangerous aircraft since deregulation 'and before'. His reasons for doing so were exclusively pragmatic.

"You don't win any friends or do your career any good by grounding aircraft. I found that out the hard way. If you refuse to fly a plane after the passengers are loaded, your costing the company money; lots of it. No one comes up and says, congratulations! You may well have saved the lives of 400 people, let me pin a medal on your chest. You don't get that, what you do get is the Chief Pilot screaming at you' what the hell do you think your doing? Are you single handedly trying to bankrupt the company? Don't you realise that most of the opposition are flying with an unserviceable compasses? Do you think you'll get any thanks from all those passengers who have missed meetings or are late for the sunshine? If you do your nuts! They're more likely to sue you. If you wont fly that aircraft there are a thousand out of work hungry pilots who will. Have you given thought to your pension? If I have to bomb you, I'll see that you are blackballed throughout the aviation industry"

This story occurred to a major US airline, not some backyard operator, however, is just as relevant to a one aircraft operation in remote Australia.

Someone is always willing to sell their soul for their own profit. For the sake of the industry, your passengers and the fellow new commercial pilot following behind you, don't accept anything substandard.

OVER THE HORIZON

No matter what profession you decide to compare yours with, piloting will come out quite well. Your career choice is excellent. The worst drawbacks that your career can face will come from you, not from the nature of the game. To play the game fully, you must do the "extra's". Go the extra mile in making your skills and flight record exemplary. Take the extra trouble to be completely prepared for a crucial job interview; do everything possible to enhance your instrument skills constantly, rather than letting them erode from too frequent reliance on the autopilot; take care of your health and fitness; put together a survival plan in case of job loss; and be developing other interests and skills, even a full-blown business, in case the unthinkable should happen and you should wind up without a licence. If you do not do all these things, you are falling short of the full game plan.

I hope the information in "Commercial Pilot - The First 500 hours" has been helpful to you in moulding your flying career plans. If it has, the book's goal has been accomplished, just as you undoubtedly will achieve your goals if you give them total effort. Happy flying.



Appendix One

NOTE:

A summary of flying syllabi for various stages of your training. The costs, length of courses and syllabi content vary from flying school to flying school. Therefore the material is presented as a guide only as to what typical courses comprise. The sequence listed can be altered to suit a person's career objective.

General Flying Proficiency Test (GFPT)

Upon successful completion of the General Flying Progress Test (GFPT) you will be able to fly with passengers to the training area nearby although you will be restricted to a maximum of 15 hours of solo flight between checks.

Before undergoing the GFPT flight test, the candidate shall have the following:

- () Current Class 2 Medical
- () Pass in the BAK (Basic Aeronautical Knowledge) examination
- () A minimum of 28 hours total flight time
- () 2 hours IF (instrument flight).

Flying Syllabus

Sequence	Dual (hours)	Solo (hours)	Simulator
Effects of Controls	1.0		
Straight & Level	1.0		
Climbing & Descending	1.0		
Medium Level Turning	1.0		
Stalling	1.0		
Circuits	6.0		
First Solo	0.8	0.2	
Second Solo	0.5	0.7	
Third Solo	0.2	1.1	
Emergency Landings	1.0		
Advanced Turning	1.0		
Area Solo Check	0.5	0.5	
Solo Forced Landings		1.0	
Crosswind Circuits	1.0		
Advanced Circuits	1.0	1.0	
Basic Instrument Flight	1.0 (0.5 IF)		1.0 (IF)
Precautionary Search	1.0 (0.5 IF)		
Solo Practice		2.0	
Pre GFPT Check Flight	1.0		
Pre GFPT Solo Practice	1.0	1.5	
	<u>20.0</u>	<u>8.0</u>	<u>1.0</u>
GFPT Flight Test	1.5		

Cost

21.5 hrs in the C152 at the dual rate of \$128/hr	= \$2752
8.0 hrs in the C152 at the solo rate of \$108/hr	= \$ 864
1.0 hr in the simulator at the rate of \$65/hr	= <u>\$ 65</u>
Total	<u>\$3681</u>

The BAK theory can be integrated with your flying training or completed separately. The BAK theory courses are usually run either part-time or full-time at an approximate cost of \$150.

NOTE: The prices indicated can vary and are intended as a guide only.

Private Pilot Licence (PPL)

Upon successful completion of the PPPL flight test you will be able to fly with passengers anywhere in Australia.

Prerequisite: Completion of GFPT syllabus.

Before attempting the PPL flight test, the candidate shall have the following:

- () Current Class 2 Medical
- () Pass in PPLA examination.
- () 40 hours total time (maximum 5 hours simulator)
- () 1 hour solo NAV of at least 150 nm including takeoff and landing at two or more airfields enroute
- () 5 hours general flying as pilot in command (PIC), including 2 hours of circuits
- () 5 hours cross-country flight as PIC
- () 1 hour IF aircraft flight time.

Flying Syllabus

Sequence	Dual (hours)	Solo (hours)	Simulator
Nav 1	2.5		
Nav 2	2.5		
Nav 3	3.5 (0.4 IF)		
Nav 4		2.5	
Nav 5	2.5 (0.3 IF)		
Nav 6	3.0		
Nav 6a	2.0		
Nav 7		2.0	
Nav 8	3.5 (0.3 IF)		
Nav 9	19.5	3.5 8.0	1.0 1.0
PPL Flight Test	2.5		

Cost

19.5 hours in the C152 at the dual rate of \$128/hr	= \$2496
8.0 hours in the C152 at the solo rate of \$108/hr	= \$ 864
1.0 hr in the simulator at the rate of \$65/hr	= \$ 65
2.5 hours in the C152 at the advanced dual rate of \$137/hr	= \$ <u>342</u>
Total	\$3767

The PPL theory can be integrated with your flying training or completed separately. The PPLA theory courses are usually run either part-time or full-time and cost approximately \$700.

From here you can progress your training by commencing the NVFR course.

NOTE: The prices indicated can vary from school to school and are intended as a guide only.

Aircraft Conversion Endorsement

Upon successful completion of the endorsement you will be able to fly with passengers in the aircraft endorsed on, in this case the Socata Tobago TB10.

To commence training for a commercial pilots licence you must be endorsed on a aircraft fitted with a CSU (Constant Speed Unit) and capable of a cruising speed of atleast 120 knots. The example in this case, the Socata Tobago, has this design feature and as a four seat aircraft is very popular for commercial and Night VFR training.

Flying Syllabus

Sequence	Dual (hours)	Solo (hours)
General Handling	1.5	
Circuits	1.5	
Emergency Procedures	1.0	
Aircraft Conversion	— 4.0	<u>1.0</u> 1.0

Cost

4.0 hours in the TB10 at the dual rate of \$157/hr = \$ 588
1.0 hour in the TB10 at the solo rate of \$132/hr = <u>\$ 132</u>
Total \$ 720

NOTE: The prices indicated can vary from school to school and are intended as a guide only

Night VFR (NVFR)

Upon successful completion of the Night VFR (Visual Flight Rules) Flight Test you will be able to fly with passengers at night in clear weather.

Prerequisite: Current PPL.

Before undergoing the NVFR flight test, the candidate shall have the following:

- () 10 hours flight time at night
- () 5 hours night navigation flight time, including one 3 hour cross country exercise. This shall be over a distance greater than 100nm and include a landing at an airfield remote from extensive lighting.
- () Be fully briefed on all requirements of NVFR as per the NVFR test pro-forma.

Flying Syllabus

Sequence	Dual (hours)	Simulator
Circuits (1)	1.0	
Circuits (2)	1.5	
Circuit Emergencies	1.5	
Basic IF (Instrument Flight)		1.0
Radio nav aids (1)		1.0
Radio nav aids (2)		1.0
Radio nav aids (3)		1.0
Nav 1	2.5 (0.2 IF)	
Nav 2	<u>3.5 (0.3 IF)</u>	
	10.0	<u>4.0</u>
NVFR Flight Test	2.5	

Cost

12.5 hrs in the TB10 at the dual rate of \$157/hr =	\$1963
4.0 hr simulator at the rate of \$65/hr	= <u>\$ 260</u>
Total	\$2223

The theory required for the NVFR test is usually taught during the long briefs preceding each flight sequence.

From here you can progress your training by commencing the CIR course.

NOTE: The prices indicated can vary from school to school and are intended as a guide only.

Multi-Engine Endorsement

Upon successful completion of the multi-engine endorsement you will be able to fly with passengers in a twin-engine aeroplane.

Flying Syllabus

Sequence	Dual (hours)
NORMAL Flight	
Introduction - Twin Engine Aircraft	1.0
Manoeuvres	1.0
Circuits	1.0
ASYMMETRIC Flight	
Engine Failure	1.0
Airspeeds - VMCA, VYSE	1.0
Engine Failure During Takeoff	1.0
Revision	<u>1.0</u>
	7.0

Cost

7.0 hrs in the BE76 at the dual rate of \$225/hr = \$1575

The BE76, Beechcraft Duchess, is a 4 place touring aeroplane that cruises at 145 knots. It is very well suited to initial training on multi-engine aircraft.

NOTE: The prices indicated can vary from school to school and are intended as a guide only.

Command Instrument Rating (CIR)

Upon successful completion of the CIR Flight Test you will be able to fly with passengers in IMC (Instrument Meteorological Conditions i.e. in cloud).

Prerequisite: Current PPL.

Before attempting the CIR flight test, the candidate shall have the following:

- () Multi-engine Endorsement (*if the CIR is to be flown on the BE76*).
- () 50 hours cross country flight in command
- () Pass in IREX examination.

Flying Syllabus

Sequence	Dual (hours)	Simulator
General IF	2.0	20.0
Nav 1	2.0	
Nav 2 (ADF/VOR)	2.5	
Nav 3 (ADF/VOR/ILS)	3.0	
Nav 4 (ADF/VOR/ILS)	3.0	
Nav 5 (ADF/VOR/ILS)	3.0	
Nav 6 (ADF/VOR/ILS)	3.0	
Nav7 (Simulated Test)	<u>3.0</u>	
	21.5	<u>20.0</u>
 CIR Flight Test	 3.0	

Cost (Multi-engine)

24.5 hours in the BE76 at the dual rate of \$225/hr = \$ 5512	
20.0 hours in the simulator at the rate of \$65/hr = <u>\$ 1300</u>	
Total	<u>\$ 6812</u>

Cost (Single-engine)

24.5 hours in the TB10 at the dual rate of \$157/hr = \$ 3847	
20.0 hours in the simulator at the rate of \$65/hr = <u>\$ 1300</u>	
Total	<u>\$ 5147</u>

The Instrument Rating Theory (IREX) can be integrated with your flying training or completed separately. These courses are run either part-time or full-time at a cost of approximately \$250.

NOTE: The prices indicated can vary from school to school and are intended as a guide only.

Commercial Pilots Licence (CPL)

Upon successful completion of the CPL Flight Test you will be able to fly for hire or reward.

Prerequisite: PPL and sufficient aeronautical experience.

Before undergoing the CPL flight test, the candidate shall have the following:

- () Current Class 1 Medical
- () Pass in CPLA exam.
- () 150 hours (*if doing an integrated course or else 200 hours required*) total flight time which must comprise atleast;
- () 70 hours Pilot in Command
- () 10 hours Instrument Flight (*maximum 5 hours simulator*).

Flying Syllabus

Sequence	Dual (hours)	Solo (hours)	Simulator
Basic Revision	5.0 (1.0 IF)		
Advanced Procedures	5.0 (1.0 IF)		
Instrument Flight			3.0
Nav 1	5.0 (1.0 IF)		
Nav 2		5.0	
Nav 3	5.0		
Pretest Check	<u>2.0</u>		
	22.0	<u>5.0</u>	<u>3.0</u>
 CPL Flight Test	 2.5 (ICUS)		

Cost (Single-engine)

24.5 hours in the TB10 at the dual rate of \$157/hr = \$ 3847
 5.0 hours in the TB10 at the solo rate of \$132/hr = \$ 660
 3.0 hours in the simulator at \$65/hr = \$ 315
Total \$ 4822

Cost (Twin-engine)

24.5 hours in the BE76 at the dual rate of \$225/hr = \$ 5512
 5.0 hours in the BE76 at the solo rate of \$199/hr = \$ 995
 3.0 hours simulator at \$65/hr = \$ 315
Total \$ 6822

The CPL theory can be integrated with your flying training or completed separately. Courses are run either part-time or full-time (though the part-time course is less frequent due to the subject matter and detailed knowledge required for successful completion of this examination does not really lend itself to part-time study).

From here you could progress your training by completing an Instructor Rating (Grade III).

NOTE: The prices indicated can vary from school to school and are intended as a guide only.

Instructor Rating - Grade III

Upon successful completion of the Grade III Instructor Rating, you will be able to instruct all phases, both theory and practical, up to commercial standard.

Prerequisite: CPL and NVFR rating.

Before undergoing the Grade III Instructor Rating test, the candidate shall have the following:

- Current Class 1 Medical
- Current CPL with NVFR

Training Syllabus

Principles Of Learning
Effects Of Controls
Straight and Level
Climbing
Descending
Turning
Slow Flight/Stalling
Spinning
Circuit From Takeoff to Downwind
Circuit From Downwind to Landing
Flapless Approach and Landing/Go-around
Crosswind Circuits
Shortfield/Soft Field
Emergencies
Advanced Turning
Forced Landings
Precautionary Search and Landing
Basic Instrument Flight (1)
Basic Instrument Flight (2)
Lane of Entry
Basic Navigation (1)
Basic Navigation (2)
Night Circuits
Grade III Instructor Test

Cost

Usually includes
Usually includes
Usually includes

All Flying (20 hrs mutual, 30 hrs dual)
All Texts
Instructor Workbook

\$ 6,900

NOTE: The price indicated can vary from school to school and is intended as a guide only.

Appendix Two

NOTE:

This list of operators is by no way inclusive. Operators close down, companies merge and new businesses start up. Check details before sending any correspondence.

New South Wales / ACT

Adventure Air Service
PO Box 805
Coffs Harbour 2450
Phone: (066) 51 2523
Fax: (066) 51 2085

Aerial Agriculture Pty Ltd
PO Box 453
Armidale 2350
Phone: (067) 72 2348
Fax: (067) 72 7654

Aero International College Pty Ltd
PO Box 662
Kempsey 2440
Phone: (02) 791 9922
Fax: (02) 791 9979

Aero Professional Pty Ltd
1 Tower Road
Bankstown Airport 2200

Aeromil Australia Pty Ltd
277 King Street
Mascot 2020
Phone: (02) 667 3881
Fax: (02) 693 5951

Aeropelican Air Services Pty Ltd
864-872 Pacific Highway
Pelican 2281
Phone: (049) 45 0988
Fax: (049) 45 8824

Aerospace Aviation Pty Ltd
Cnr Marion and Birch St
Bankstown Airport 2200
Phone: (02) 791 9991
Fax: (02) 791 0610

Air Centre Albury
PO Box 521
Albury 2640
Phone: (060) 21 2929
Fax: (066) 22 1069

Air Eastern Air Charter Services
PO Box 241
Brighton-Le-Sands 2216
Phone: (02) 556 1808
Fax: (02) 597 2934

Air Explorer

324 Kaolin St
Broken Hill 2880

Air Facilities
PO Box 675
Albury 2640
Phone: (060) 41 1210
Fax: (060) 21 8508

Air Link Pty Ltd
Hangar 1, Dubbo Airport
Dubbo 2830
Phone: (068) 84 2435
Fax: (068) 82 2846

Air Mid West
PO Box 362
Moree 2400
Phone: (067) 527 500
Fax: (067) 525 2255

Airleander Air Charter
2 Dunlon Road
Lismore 2480
Phone: (066) 21 3798
Fax: (066) 22 2982

Airmariner Consultants Pty Ltd
357 Maroubra Road
Maroubra 2035
Phone: (02) 319 0114
Fax: (02) 344 8589

Airport Flying School
PO Box 887
Fyshwick 2609
Phone: (062) 48 6292

Airtex Aviation
501 Tower Rd
Bankstown Airport 2200
Phone: (02) 771 2111
Fax: (02) 792 1661

Ansett Air Freight
Level 2/4a Lord Street
Botany 2019
Phone: (02) 352 9888
Fax: (02) 352 9779
Argyll Aviation
17 Jindabyne Ave
Baulkham Hills 2153
Phone: (02) 639 4805

Fax: (02) 639 4805
Armidale Airways
Armidale Airport
Armidale 2350
Phone: (067) 72 9877
Fax: (067) 71 1788

Australian Air League
PO Box 273
Camden 2570
Phone: (046) 55 3171
Fax: (046) 55 7721

Australian Civil Aviation Academy
PO Box 207
Cessnock 2325
Phone: (049) 90 1000

Australian Flying Academy
PO Box 805
Coffs Harbour 2450
Phone: (066) 51 2523

Australian Flying Training School
Building 118, Bankstown Airport
Bankstown 2200
Phone: (02) 791 9042
Fax: (02) 791 0341

Australian Heli-Services
PO Box 401
Tamworth 2340
Phone: (067) 66 3191
Fax: (067) 66 3191

Australian Helicopter Centre
147 Victoria Avenue
Chatswood 2067
Phone: (02) 416 7804
Fax: (02) 416 9224

Australian Jet Charter Pty Ltd
Ross Smith Drive
Mascot 2020
Phone: (02) 693 2855
Fax: (02) 669 2204

Aviation Centre Pty Ltd
444 Marion Street
Bankstown 2200
Phone: (02) 791 0244
Fax: (02) 791 0356

Avondale College Flying School
Avondale Road
Cooranbong 2265
Phone: (049) 77 1475
Fax: (049) 77 1759
Axis Aviation Pty Ltd
Hangar 650

Bankstown Airport 2200
Phone: (02) 791 0022

Ballina Flying School
PO Box 300
Casino 2470

Balloon Adventures Pty Ltd
PO Box 375
Norfolk Island 2748

Balloon Aloft Pty Ltd
PO Box 122
Canowindra 2804

Basair
606 Airport Ave
Bankstown Airport 2200
Phone: (02) 791 0089

Camden Aero Club
PO Box 244
Camden 2570
Phone: (046) 55 8704

Camden Aviation
Hangar 55
Camden Aerodrome 2570
Phone: (046) 55 3066

Canberra Aero Club
PO Box 518
Fyshwick 2609
Phone: (06) 247 4777

Chieftain Aviation Pty Ltd
Hangar 276
Bankstown Airport 2200

Clamback and Hennessy Pty Ltd
1 Tower Road
Bankstown Airport 2200
Phone: (02) 792 1022

Coffs Harbour Aero Club
PO Box 305
Coffs Harbour 2450
Phone: (066) 52 2992

Condobolin Aero Club
126 Bathurst St
Condobolin 2877

Country Capital Flight Centre
PO Box 630
Armidale 2350

Country Connection Airlines
PO Box 171
Cootamundra 2590

Derwent Aviation Services
PO Box 839
Goulburn 2580

Escadrille Aviation Academy
PO Box 209
Cessnock 2325
Phone: (049) 90 7911

Fairbairn Air Charter Training School
Canberra Airport
Fyshwick 2609
Phone: (06) 249 1326

Flite Line Aviation
660 Tower Rd
Bankstown Airport 2200
Phone: (02) 791 9112

G W Campbell Flying School
PO Box 272
Mudgee 2850
Phone: (063) 72 2329

Gardiner Aviation Pty Ltd
Bldg A, Airport Pde
Camden Airport 2570
Phone: (046) 55 7200

Gilgandra Aero Club
PO Box 13
Gilgandra 2827
Phone: (068) 47 2989

Griffith Aero Club
PO Box 1447
Griffith 2680
Phone: (069) 64 1666

Hoxton Park Aero Centre
Hoxton Park Aerodrome 2171
Hunter-Air Pty Ltd
PO Box 143
Cessnock 2325
Phone: (049) 91 1288

Illawarra Flying School
Hangar 276 Sopwith Place
Bankstown Airport 2200
Phone: (02) 790 0626

Imperial Aviation
502 Desouter St
Bankstown Airport 2200

John H Williams Aviation
116 Jerilderie St
Tocumwal 2714

Kaputar Aviation
PO Box 348
Narrabri 2390

Kempsey Pilot Training
Kempsey Aerodrome
Aldavilla via Kempsey 2440
Phone: (065) 63 1366

Kingsford Smith Aviation Services
Gypsy St
Bankstown 2200

Liverpool Flying School
PO Box 4
Hoxton Park 2171
Phone: (02) 608 2144

Logan Air Services
624 Desouter Rd
Bankstown Airport 2200
Phone: (02) 790 4103

Macquarie Grove Flying School
Hangar 53 Camden Aerodrome
Camden 2570
Phone: (046) 55 2811

Manning River Aero Club
PO Box 316
Taree 2430
Phone: (065) 53 9301
Mclver Aviation
Hoxton Park Aerodrom 2171
Phone: (02) 607 4455

Merimbula Air Services
PO Box 66
Pambula Beach 2549

Monarch Air Services
468 Avro St
Bankstown Airport 2200

Mooney Aviation
PO Box 1174
Moree 2400

Murray Border Flying School
PO Box 135
Tocumwal 2714

Murwillumbah Aero Club
PO Box 254
Murwillumbah 2484

Narromine Aviation
PO Box 162
Narromine 2821
Phone: (068) 89 1570

Navair International Flying College
487 Avro St
Bankstown Airport 2200
Phone: (02) 791 0100

New England Air Training and Charter
PO Box 596
Inverell 2360
Phone: (067) 23 1344

Northern Rivers Aero Club
PO Box 113
Lismore 2480

NSW Police Aero Club
PO Box 43
Hoxton Park 2171

Orange Aviation
PO Box 505
Orange 2800
Phone: (063) 65 5211

Oxley Airlines Ltd
PO Box 741
Port Macquarie 2444

Parkes Flying School
PO Box 327
Parkes 2870
Phone: (068) 62 5644

Pay's Air Service
PO Box 158
Scone 2337
Port Macquarie Flying School
PO Box 709
Port Macquarie 2444
Phone: (065) 83 4198

Precision Flight Simulators
62 Airport Ave
Bankstown Airport 2200

Proflite Australia
Hangar 480 Miles St
Bankstown Airport 2200
Phone: (02) 791 0006

RAAF Wagga Flying Club
RAAF Base
Wagga 2651

Royal Newcastle Aero Club
PO Box 136
Maitland 2320
Phone: (049) 32 8888

Schofields Flying Club
1 Tower Road
Bankstown Airport 2200

Scout Association of Aust
PO Box 146
Wahroonga 2076

Skyfox Aviation
55 Broughton St
Camden 2570

South Coast Aero Club
2 Princes Highway
Albion Park Rail 2527

Star Air Charter
73 Gilmour St
Kelso 2795
Phone: (063) 37 3452

Stickland Skyways
PO Box 1633
Coffs Harbour 2450

Sydney Aerobatic School
Hangar 604 Miles St
Bankstown Airport 2200
Phone: (02) 791 0044

Sydney Airways Pty Ltd
Tower Road
Bankstown Airport 2200
Phone: (02) 772 2323

Tamair Charter and Flying School
PO Box 28

Westdale 2340
Phone: (067) 67 7208

Tumut Aero Club
PO Box 112
Tumut 2720

Vee H Aviation Flight Training
PO Box 565
Canberra 2601
Phone: (06) 248 6766

Warnervale Air Pty Ltd
The Aerodrome Jack Grant Ave
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Western Air Training Centre
76 Amaroo St
Wagga 2650

Whitworth Aviation
Tower Road
Bankstown Airport 2200
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Wollongong Flight Training Centre
Hangar 1
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Queensland

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Phone: (075) 36 6788

Aerostar Aviation
PO Box 24
Golden Beach 4551
Phone: (074) 91 9190

Air Meeleebee
PO Box 385
Roma 4455
Phone: (076) 22 1619
Air Pioneer
PO Box 5494
Mackay Mail Centre 4740
Phone: (079) 57 6661

Air Training Centre Pty Ltd
Terminal Bldg Area
Archerfield Airport 4108
Phone: (07) 277 6566

Aviation Education Centre
c/- PO
Torquay 4655

Aviation Training and Transport
PO Box 786
Mackay 4740

Ayr Flying Services Pty Ltd
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Ayr 4807
Phone: (077) 82 5242

Bluewater Aviation Pty Ltd
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Garbutt 4814
Phone: (077) 25 1888

Bundy Air Charter and Flying School
PO Box 2020
Bundaberg 4670

Cairns Aviation Training School
PO Box 59
Freshwater 4870
Phone: (070) 35 9201

Cape York Air Services

PMB 13
Cairns Mail Centre 4871
Phone: (070) 35 9399

Central Highlands Air Transport
PO Box 172
Emerald 4720

Challenge Aviation Academy
PO Box 224
Coolangatta 4225
Phone: (075) 36 3866

Champagne Balloon Flights
PO Box 12
West End 4101

Darling Downs Aero Club
Aerodrome, Carroll St
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Downs Flight Centre
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Warwick 4370

Eastern Pacific Airlines
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Fortitude Valley 4006

Flight Training Australia
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Fogarty's Aviation Academy
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Gil Layt's Flying School Pty Ltd
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Gold Coast Aviation Centre
Building 2
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Phone: (075) 36 3622

Hempel's Aviation Pty Ltd
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Archerfield Aerodrome 4108
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Hinchinbrook Air Services
PO Box 700
Innisfail 4860
Phone: (070) 61 2241

Kingsford Smith Air Tours Aust
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Carina Heights 4152

Skygold Aviation
PO Box 7002
Garbutt 4814

Noel Bellamy Aviation
PO Box 361
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Skytech Aviation Service
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Marcoola 4564

North Queensland Aero Club
Airport, Aeroglen
Cairns 4870
Phone: (070) 35 9438

South West Qld Aero Club
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Charlottesville 4470

North Westernair Charter
PO Box 1388
Mt Isa 4825
Phone: (077) 43 7720

Suncoast Flying Services Pty Ltd
PO Box 437
Maroochydore 4558
Phone: (074) 48 7330

Northern Flight Training
PO Box 7531
Cairns 4870
Phone: (070) 35 9156

Sunland Aviation Service
Bldg 112 Aerodrome
Archerfield 4108
Phone: (07) 277 1233
Sunshine Coast Air Charter
PO Box 377
Caloundra 4551
Phone: (074) 91 1988

Phoenix Air Training Services
PO Box 41
Palm Beach 4221
Phone: (075) 36 9322

Townsville Aero Club
PO Box 240
Garbutt 4814

Piccolo Aviation
PO Box 360
Gladstone 4680
Phone: (079) 78 1888

West Wing Aviation
90 Laurel Oak Dr
Algester 4115

Queensland Air Training Corp
PO Box 647
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Redcliffe Aero Club
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Reg's Flying School
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Rockhampton Aero Club
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Rockhampton 4700

Royal Qld Aero Club
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Aboods Aviation Pty Ltd
PMB 128
Goulburn Island 0822

Acacia Air
PO Box 42303
Casuarina 0811
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Aerocharter
GPO Box 1252
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Phone: (089) 814 222
Fax: (089) 811 071

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Anula 0812
Phone: (089) 452 244
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Air Darwin
PO Box 3395
Darwin 0801
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Fax: (089) 450 595

Air Frontier
PO Box 2828
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Phone: (089) 451 866
Fax: (089) 453 699

Airesearch Mapping Pty Ltd
Unit 1/14 Sheperd Street
Darwin 0800
Phone: (089) 81 9051
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AirNorth / Skyport
PO Box 39548
Winnellie 0821
Phone: (089) 452 999
Fax: (089) 453 559

Alice Springs Aero Club Inc
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Alice Springs Air Charter
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Alice Springs 0870
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Fax: (089) 53 0055

Angalarn Valley Cattle Co Pty Ltd
Bradshaw Station, PMB 64
Katherine 0851
Phone: (089) 750 707
Fax: (089) 750 614

Arnhem Air Charter Pty Ltd
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Winnellie 0821
Phone: (089) 451 585
Fax: (089) 451 792

Batchelor Air Charter
Post Office
Batchelor 0845
Phone: (089) 760 023
Fax: (089) 760 134

Brolga Air Pty Ltd
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Katherine 0851
Phone: (089) 717 000
Fax: (089) 717 288

Darwin Aero Club
PO Box 39252
Winnellie 0821
Phone: (089) 453 766
Fax: (089) 453 935

Executive Air Charter Pty Ltd
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Darwin 0801
Phone: (089) 450 777
Fax: (089) 450 757

Gove Flying Club
PO Box 615
Nhulunbuy 0881

Gulf Air Charter Pty Ltd
PO Box 29
Darwin 0801
Phone: (089) 882 194
Fax: (089) 881 530

Gunbalanya Air Charter
PO Box 1386
Oenpelli 0822
Phone: (089) 790 165
Fax: (089) 790 163

Gunbalanya Council Inc
CSB 6
Oenpelli 0822
Phone: (089) 790 170
Fax: (089) 790 177

Heli-Muster Pty Ltd
Victoria River Downs
Via Katherine 0852
Phone: (089) 750 777
Fax: (089) 750 763

Kakadu Air Services
PO Box 95
Jabiru 0886
Phone: (089) 792 031
Fax: (089) 792 303

Laynhapuy Homeland Association Inc.
PO Box 1546
Nhulunbuy 0881
Phone: (089) 873 155
Fax: (089) 871 455

Maningrida Progress Association Inc.
Maningrida Via Darwin 0822
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Fax: (089) 795 941

Martin Air
PMB 126
Winnellie 0821
Phone: (089) 454 184
Fax: (089) 450 036

Merlin Aviation Pty Ltd
PMB 151
Katherine 0850

Phone: (089) 75 4539
Fax: (089) 75 4539

Missionary Aviation Fellowship
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Phone: (089) 87 2777
Fax: (089) 872 432

Northern Territory Air Services
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Darwin 0801
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Alice Springs 0870
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Fax: (089) 53 0942

Skywest Aviation Pty Ltd
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Darwin 0800
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Wat-Air
PMB 126
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Fax: (089) 450 036

Wimray Pty Ltd
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Phone: (089) 452 755
Fax: (089) 452 731

Yanap Aboriginal Corporation
PO Box 1238
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Fax: (089) 52 6371

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GPO Box 42
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Fax: (002) 48 5528

Aerotechnology Pty Ltd
Cambridge Airport
Cambridge 7170
Phone: (002) 48 5390
Fax: (002) 48 5117

Airlines of Tasmania Pty Ltd
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Benders Fertiliser Services Pty Ltd
PO Box 10
Kempton 7030
Phone: (002) 59 1293
Fax: (002) 59 1250

Devonport Aviation Pty Ltd
PO Box 145E
Devonport 7310
Phone: (004) 27 9777
Fax: (004) 27 0260

Heli Spray (Tasmania) Pty Ltd
PO Box 398
Devonport 7310
Phone: (004) 26 1623
Fax: (004) 26 2355

King Aviation
PO Box 451
Smithton 7330
Phone: (004) 52 1886

Launceston Flying School
Launceston Airport
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Fax: (003) 91 8477

Outback Air Pty Ltd
The Esplanade
Strahan 7468
Phone: (004) 71 7280
Fax: (004) 71 7303
Par Avion Professional Flight Training
Cambridge Airport

Cambridge 7170
Phone: (002) 48 5390
Fax: (002) 48 5117

Salmon Air
"Woodstock"
Triabunna 7190
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Seair Adventure Charters
Hangar 3, Wynyard Airport
Wynyard 7325
Phone: (004) 42 3353
Fax: (004) 92 1132

Tasmanian Aviation Centre
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Evandale 7212
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Western Aviation Pty Ltd
PO Box 41
Wynyard 7325
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Air Goolwa
PO Box 375
Goolwa 5214
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AirCare Pty Ltd
19 Dakota Dr
Parafield Airport 5106

Australian Aviation College
PO Box 532
Salisbury 5108
Phone: (08) 250 7688

Balloon Academy Pty Ltd
Bagshaw Rd
Kersbrook 5231

Bruce Hartwig Flying School
Hangar 59
Parafield Aerodrome 5106
Phone: (08) 258 4244

Duncombe Aviation Academy
Hanger 26, Kittyhawk Lane
Parafield Airport 5106

Gambi Air Flying School
PO Box 2573
Mt Gambier 5290

Low Level Aviation
20 Torrens St
Gilberton 5081
Masterflight
Hangar 50B
Parafield Airport 5106
Phone: (08) 250 3323

O'Connor's Air Services
PO Box 21
Mount Gambier 5290

O.D. & D. Aviation
PO Box 705
Wakerie 5330
Phone: (085) 77 8555

Parafield Flight Centre
Lot 65 Kittyhawk Lane
Parafield Airport 5106
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Port Lincoln Flying Club
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Port Lincoln 5606

Rossair Flying Centre
PO Box 1070
Salisbury 5108
Phone: (08) 281 6822

SA Squadron Air Training Corps
PO Box 2000
Salisbury 5108

South Coast Air Centre
PO Box 734
Willunga 5172
Phone: (085) 56 5404

University of South Australia
Levels Campus
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Victoria

Aerobatic Training Centre
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Essendon Airport 3041

Aust General Aviation Flying School
Terminal Bldg
Essendon Airport 3041

Australian Flyers Pty Ltd
12 Murra Crt
Yiewa 3691

Aviation Training School
PO Box 918
Mildura 3500

Bairnsdale Flying School
PO Box 291
Bairnsdale 3875

Ballarat Aero Club
RMB 103A
Ballarat 3352

Balloon Sunrise Pty Ltd
39 Smith St
Richmond 3121

Bendigo Aviation Services Pty Ltd
PO Box 201
Golden Square 3555
Phone: (054) 43 1030

Cameron's Balloons
72 Line Ave
Mildura 3500

Campbell-Hicks Airways
PO Box 40
Southland Centre 3192

Central Flying Services
PO Box 336
Mentone 3194

Civil Flying School

PO Box 210
Cheltenham 3192
Phone: (03) 586 8310

Coffell Advanced Flying Training
PO Box 234
Cheltenham 3192

Coldstream Flying School
PO Box 54
Coldstream 3770
Phone: (03) 739 1406

Combined Flight Training (Vic) Pty Ltd
Cnr First Ave & Second St
Moorabbin Airport 3194

Essendon Flying School
Bldg 16 Cnr Nomad and English Streets
Essendon Airport 3041
Phone: (03) 379 4102

Galaxy Flying School
PO Box 19
Essendon 3040
Phone: (03) 379 4654

General Flying Services
PO Box 40
Southland Centre 3192

Groupair Pty Ltd
PO Box 118
Berwick 3806
Phone: (03) 707 1954

Harewood Air Charter
PO Box 94
Tooradin 3980
Phone: (059) 98 3328

Kyneton Aero Club
PO Box 117
Kyneton 3444
Phone: (054) 22 1818

Latrobe Valley Aero Club
PO Box 200
Morwell 3840
Phone: (051) 74 2591

Lilydale Flying School
PO Box 525
Lilydale 3140
Phone: (03) 739 1211

Mahon Aviation
Torquay Road
Mt Duneed 3216
Phone: (052) 64 1273

Point Cook Flying Club
15 Mossfiel Dr
Hoppers Crossing 3025

Mangalore Int Academy of Aviation
Mangalore Airport
Mangalore 3663

RAAF East Sale Flying Club
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East Sale 3852
Phone: (051) 49 4136

Melbourne Institute of Aviation
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Niddrie 3042
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Royal Victorian Aero Club
First Avenue
Moorabbin Airport 3194
Phone: (03) 580 0088

Melton Flying School
PO Box 41
Niddrie 3042

Saint Air
PO Box 174
St Arnaud 3478

Mid Murray Flying Club
PO Box 260
Swan Hill 3585
Phone: (050) 32 2444

Schutt Flying Academy
PO Box 446
Cheltenham 3192
Phone: (03) 580 3033

Moorabbin Aviation Academy
Northern Avenue
Moorabbin Airport 3194

Sharp Aviation
PO Box 710
Hamilton 3300
Phone: (055) 74 8216

Oz Flight International
125 Second Avenue
Moorabbin Airport 3194
Phone: (03) 587 6022

Skybird Flight Centre
Box 230
Niddrie 3042

Pearson Aviation
PO Box 85
Mt Macedon 3441
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Fax: (03) 379 1944

Skyways of Benalla Pty Ltd
PO Box 297
Benalla 3672
Phone: (057) 62 3285

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Essendon Airport 3041

South Barwon Air Services
Barwon Airfield RMB 1600
Ocean Grove 3226

Peninsula Aero Club
Stuart Rd
Tyabb 3913
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South West Aviators
PO Box 709
Wamambool 3280

Peter Bini Advanced Flight Training
PO Box 210
Cheltenham 3192
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Stillwell Civil Flying School
PO Box 210
Cheltenham 3192

Phillip Island Air Services
170 Thompson Ave
Cowes 3922

Tangaratta Aero Club
PO Box 162
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Tarago Valley School of Aviation
128 Jubilee St

Windsor 3181

Troy Aviation
Bldg 31, Second Ave
Moorabbin Airport 3194
Phone: (03) 587 6169

TVSA Pilot Training
Moorabbin Airport 3194
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Wallan Flying School
'Tiylden Ridge'
Tantaraboo 3764

Wimmera Aero Club
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Woorayl Air Services
PO Box 310
Leongatha 3953

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Ad Astral Aviation
PO Box 100
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Aerial Enterprises
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Derby 6728
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Fax: (091) 931 201

Aerocountry (WA)
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Avwest Aviation Pty Ltd
4 Baron Way
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Broome Aviation Pty Ltd
PO Box 386
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Bunbury Aero Club Inc
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Bunbury 6230
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Colair
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Crocodile Air
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Fitzroy Helicopters Pty Ltd
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Phone: (091) 914 753
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Geikie Air Charter Pty Ltd
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Fitzroy Crossing 6765
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Jandakot Flying College
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Karratha Flying Services
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Kimberley Coast Airways
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King Leopold Air Pty Ltd
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Kingfisher Aviation
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Oasis Air Pty Ltd
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Ords Air Charter Pty Ltd
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P and R Air Charters
RMB 111
Boyup Brook 6244
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Pilbara Aviation
PO Box 646
Port Hedland 6721
Phone: (091) 40 1629
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Polar Aviation Pty Ltd
5 Parker Street
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Preston Helicopter Services Pty Ltd
42 Davies Cres
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Purnululu Air
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RAAF Pearce Flying Club
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Range West Aviation
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Kalamunda 6076
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Royal Aero Club of WA
41 Eagle Dr
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Royal Flying Doctor (WA Section)
41 Eagle Drive
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Royal Flying Doctor Service
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Shark Bay Air Charter
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Shine Aviation Services
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Skippers Aviation
C/- Broughton Air Services
Perth Airport 6105
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Statewide Helicopter Services
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Sultan Balloon Fleet
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Tactical Aviation Australia Pty Ltd
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Tropic Air Services
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TVW Aviation Pty Ltd
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Wards Aerial Topdressing Service
159 Ardross Street
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9/9 Bowman Street
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Port Hedland Airport
Port Hedland 6721
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The purpose of this book is to assist you in maximising your potential for employment in the aviation industry and to provide you with some ideas that will strengthen your success potential as a pilot.

Aviation is a difficult and expensive industry to break into. The varied training paths that one can follow is daunting enough for the budding pilot without the added frustration of knowing the wrong path could limit your career or waste a lot of your money.

This book walks you through all the stages leading from your first lesson to securing your first job with a collection of basic groundwork knowledge you require before embarking on a flying career.

Unfortunately, it's not until one has committed a lot of time and money that they start to get a feel for how the industry operates. Attempting to plan any career without having experience or knowledge can be costly... more so with aviation. This book will act as a guide to smooth your path and reduce mistakes.