

From: SRGraham [sgyak18t@bigpond.com]
Sent: Wednesday, 15 December 2010 11:01 AM
To: Pricing
Subject: long-term pricing proposal

Good morning everybody,

in the document that was circulated, you have asked for comment. I am a private operator of three aircraft, J11 Pitts special and a half a tonne, TWE 750 kg maximum takeoff weight and BVT 1650 kg maximum takeoff weight. TWE is IFR, and I use this basically to get me to work around Bass Strait King island Queenstown Burnie and across Bass Strait into Latrobe Valley. These are all worksites. I guess I would probably fly about 300 hours per year. We have put 26,000 nautical miles on TWE in 14 months, the overwhelming majority of which would be flying IFR on the routes listed above. We are based in Launceston. So that about sums us up. We elected to use the light aircraft option for TWE and BVT. Both of these aircraft will be IFR operations for the next 12 months, into the future probably until either I die, lose my licence for the craft to the same thing! I guess we are part of that 0.02% revenue and 4000 low-volume users.

From my point of view, the services that are provided at Launceston airport, and Melbourne centre are just superb. It is not always easy flying low powered aircraft in some of the worst weather in Australia and I have had nothing but outstanding service, and help. I'm not sure how you cost such services, and I appreciate that retrieving such costs is difficult and therefore the administrative cost is often more than what it's worth. Wherever you draw the cut-off, whether it's \$500, whether it's number of flights, or whatever arbitrary line you choose there will always be people who fall either side of that line and will complain. Given that our previous light aircraft options based on weight rather than usage, it never made any sense to me, as it makes no difference to the airport for the staff whether I weigh three quarters of a tonne or 1 t. It seems to me that perhaps is the frequency of usage of your services by anything in a given class that probably should attract a fee. If you wanted to set a fee of an average, over the entire class perhaps that would be a better option. For example everybody under 5.7 t, pays \$100 or 200, 300 or whatever you decide is a reasonable option.

I appreciate that this is a discussion about price but I think you will show should know that the services, that your representatives in Launceston, and Melbourne centre have provided me are just superb.

Cheers SG

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