



The Gliding Center of the Pacific

Open Everyday 10:00 AM to 5:30 PM
Telephone Reservations: 7:00 AM to 9:00 PM
Dillingham Airfield-Gate #2 (Ocean Side)
Route #930, Gate No.2, Mokuleia, North Shore, Oahu, Hawaii 96791
Reservations & Information: English / Spanish (808) 637-3147
Japanese Speaking (808) 282-7456 Fax Airfield: (808) 637-2360
Web Page Address: www.soarhawaii.com
E-mail Address: soarhi@lava.net

Directions to Sign Up and Sell Rides

- (1) Please print out the contracts and supplemental forms from this website file.**
- (2) Fill out and sign both contracts choosing a payment option. If you selected option 4 a letter of approval/disapproval will be mailed back with your contract.**
- (3) Snail-mail via the U.S. Post Office the two signed contracts to: Sailplane Ride Adventures.Com, P.O. Box 518, Waialua, Hawaii 96791.**
- (4) Keep the remaining forms and price sheets for your reference.**

Three days after we receive your signed contract we will mail back your contract signed by us and notify you via e-mail or telephone whether or not you can sell rides for us. You must be an established organization to sell rides for us.

Dear Sales Consultant:

Thank you for choosing Sailplane Ride Adventures. We have been in business for over 24 years. We specialize in sailplane rides and flight training. Sailplane Ride Adventures takes pride in giving high quality flight training and sailplane rides every day of the year. All of our pilots are over qualified in flight experience and FAA licensing.

Our sailplane operation is located at Dillingham Airfield on the North Shore of Oahu about an hours drive from Waikiki. We operate from a 9000-foot runway across from the beach and 2000 feet away from the beautiful Waianae Mountains.

Mailing Address: PO Box 518 Waialua, Hawaii 96791

Hawaii's steady trade winds, the Waianae mountain range and consistent weather provide one of the world's best soaring areas. World soaring duration records have been set on Oahu due to Hawaii's ideal flying environment.

Rides range from 10 minutes to 60 minutes in length. The tow release altitude for our rides range from 1000 feet to 5000 feet. Shorter rides are towed from 1,000 to 3,000 feet and stay within a 5 to 10 mile radius of the airfield. While the longer rides are taken out toward the middle of the island (15-20 miles from the Airfield) and are towed from 3,000 feet to 5,000 feet. The longer the ride, the higher the flight and the more customers will see. On clear days customers will see 80-90% of the island from 5,000 feet.

Customers often tell our pilots and other customers at the airfield: "That was the highlight of my Vacation." "This is the best thing I have done in Hawaii." As a result of producing happy customers, we have a lot of repeat and word-of-mouth business.

We operate a free hotel pick up shuttle every day, picking up customers from any Waikiki Hotel including the Kahala Mandarin Hotel at 9:00 AM and returning them back to their hotel no later than 2:00 PM.

We can accommodate small or large groups of people. Call me for details.

Enclosed are two vendor contracts, pricing, ride descriptions, and directions to Dillingham Airfield from Waikiki.

Call us at 808-637-3147 between the hours of **7:00 a.m. and 9:00 p.m. Hawaii Standard Time, 1:00 p.m. and 3:00 a.m. Eastern Standard Time** to get your customers reservation and confirmation. If we are closed for the night or you don't need a confirmation right a way, book your ride on line at www.soarhawaii.com and we will return your ride confirmation to you via phone and e-mail when we first open in the morning.

If you have any questions or would like to meet with me please feel free to call any time at 808-637-3147 or my cell phone at 808-295-1039.

Thank you for your interest.

Sincerely,

Mark Griffin
Owner



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VENDER CONTRACT AND PAYMENT OPTIONS

(1 OF 2 PAGES)

Please select one of the following Payment Options:

- OPTION 1** (We) Sailplane Ride Adventures collect 100% of the ride reservation amount from (your) customer(s), at Dillingham Airfield, just prior to (your) customer(s) going up on their sailplane ride. (We) mail (you) the Vender, a check for the commission amount of 20% of the reservation, three days after the ride was completed.
- OPTION 2** Customer pays (you) the Vender, full price for your sailplane ride reservation and (we) Sailplane Ride Adventures charge your company's credit card number: _____ and expiration date: _____ listed on file, for 80% of the ride reservation at Dillingham Airfield just prior to your reservation going up for their ride. (We) Sailplane Ride Adventures mail (you) the credit card receipt and ride invoice three days after the ride was completed.
- OPTION 3** (You) the Vender collect 20% of the ride price amount from the customer, as a deposit, at the time of the booking and (we) Sailplane Ride Adventures, collect 80% of the sailplane ride amount from the customer at Dillingham Airfield, just prior to the customer going up for their sailplane ride. This option saves a lot in paperwork.

Mailing Address: PO Box 518 Waiialua, Hawaii 96791

OPTION 4 [] For a Vender to qualify for option 4, (You) the Vender, must have your office or business physically located on the island of Oahu, Hawaii, pass a credit check, and get Mark Griffin's (the company's owner) written letter of approval.

(You) the vender will collect 100% of the sailplane ride fee and (We) Sailplane Ride Adventures will bill (you) the Vender with in 30 days after the sailplane ride was completed, for 80% of the balance due.

SAILPLANE RIDE VENDER SALES COMMISSION AGREEMENT

Today's Date: _____

1. Sailplane Ride Adventures (Party B) agrees to provide glider ride services to Party A's customers under Option No. _____ (Shown Above) Starting Date: _____
2. A reservation for a glider ride must be made with Party B (by the travel agent or the customer) before Party A's customer arrives at Dillingham Airfield. Reservations can be made at www.soarhawaii.com. E-mail: soarhi@lava.net or Phone: 808-637-3147, Fax: 808-637-2360.
3. Each customer must have a signed voucher from Party A describing the ride type, the full price paid (or to be paid) by the customer and the customers name(s).
4. Party A's commission is **20%** based on the price of rides sold listed in the attached: Sailplane Ride Price Sheet or from our web site price sheet at: www.soarhawaii.com.
5. Party B reserves the right to refuse any ride sold by Party A anytime the conditions of this agreement are not met. Option 4 needs Mark's letter of approval for this contract to be binding.
7. Party B reserves the right to refuse any ride sold by Party A anytime Party B determines that the Glider Flight can not be conducted in a safe manner due to poor weather or elements beyond Party B's control.
8. This contract will stay in affect until both parties agree verbally or in writing to end it. If the above terms, services, and prices are acceptable to Party A please sign below.

We appreciate the opportunity to serve you and trust that our association with you will be a long and pleasant one.

Approved By: _____

PARTY A: _____

By: _____

Signature: _____

Title: _____

Date: _____

Contact Person's Name: _____

Contact Person's Telephone: _____

Mailing Address: _____

E-Mail: _____

Approved By: _____

PARTY B: Sailplane Ride Adventures.Com Inc.

By: MARK GRIFFIN

Signature: _____

Title: PRESIDENT

Date: Same as Above

Contact Person's Name: Mark Griffin

Contact Persons Telephone: Cell: 808-295-1039

Mailing Address: PO Box 518 Waialua, HI 96791

E-Mail: soarhi@lava.net



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Today's Date: _____

1. Sailplane Ride Adventures (Party B) agrees to provide glider ride services to Party A's customers under Option No. _____ (Shown Above) Starting Date: _____
2. A reservation for a glider ride must be made with Party B (by the travel agent or the customer) before Party A's customer arrives at Dillingham Airfield. Reservations can be made at www.soarhawaii.com. E-mail: soarhi@lava.net or Phone: 808-637-3147, Fax: 808-637-2360.
3. Each customer must have a signed voucher from Party A describing the ride type, the full price paid (or to be paid) by the customer and the customers name(s).
4. Party A's commission is **20%** based on the price of rides sold listed in the attached: Sailplane Ride Price Sheet or from our web site price sheet at: www.soarhawaii.com.
5. Party B reserves the right to refuse any ride sold by Party A anytime the conditions of this agreement are not met. Option 4 needs Mark's letter of approval for this contract to be binding.
7. Party B reserves the right to refuse any ride sold by Party A anytime Party B determines that the Glider Flight can not be conducted in a safe manner due to poor weather or elements beyond Party B's control.
8. This contract will stay in affect until both parties agree verbally or in writing to end it. If the above terms, services, and prices are acceptable to Party A please sign below.

We appreciate the opportunity to serve you and trust that our association with you will be a long and pleasant one.

Approved By: _____

PARTY A: _____

By: _____

Signature: _____

Title: _____

Date: _____

Contact Person's Name: _____

Contact Person's Telephone: _____

Mailing Address: _____

E-Mail: _____

Approved By: _____

PARTY B: Sailplane Ride Adventures.Com Inc.

By: MARK GRIFFIN

Signature: _____

Title: PRESIDENT

Date: Same as Above

Contact Person's Name: Mark Griffin

Contact Persons Telephone: Cell: 808-295-1039

Mailing Address: PO Box 518 Waialua, HI 96791

E-Mail: soarhi@lava.net

SAILPLANE RIDE ADVENTURES.COM

THREE CAMERA, LIVE, AUDIO, SPLIT-SCREEN VIDEO IS AVAILABLE FOR ALL RIDES

SAILPLANE RIDE TYPES OFFERED

[1 OR 2 PASSENGER SCENIC RIDE](#)

Take a scenic sailplane ride along Oahu's world famous North Shore. Experience the thrill and serenity of soaring, silently flying with only the whispering sound of the wind outside your cockpit. You can view the lush Waianae Mountains, rugged cliffs, coral reefs, and breaking surf. Depending on the length of the ride and the weather conditions, you will see most of the island of Oahu, including Pearl Harbor, Diamond Head and Honolulu. Two passenger scenic rides (with passengers sitting side by side) are available for those who would like to share their Sailplane Ride experience together. Max weight 2-passengers 350 pounds.

[EXCITING TOP GUN AEROBATIC RIDE](#)

This is the ultimate ride for the truly adventurous. Strap on a parachute and climb into the cockpit along with an experienced aerobatic instructor. You'll be flying in an aerobatic sailplane that is built stronger than most W.W.II fighter planes. Take a look at the world from a whole new perspective, upside down. Feel up to 4 G's pushing you into your seat. You decide how many aerobatic maneuvers and what type of ride you want, mild or wild, you call the shots. Max weight 1 passenger 220 pounds.

[EAGLE LESSON RIDE](#)

Your introductory flying lesson will be with an experienced FAA certified sailplane instructor. You'll sit up front in a high performance sailplane; learn how the controls work and basic flying maneuvers. This is a great way to add an extra thrill to your flight. Fly as little or as much as you like, based on weather conditions. Your introductory flight lesson can be logged as flight time on a complimentary logbook sheet. This is an excellent flight for anyone who has ever dreamed of flying a sailplane. Max weight 1-passenger 350 pounds.

[THE ALL-IN-ONE COMBO RIDE](#)

This is the ultimate one passenger ride where we combine all three rides into one. The Scenic, Aerobatic, and Eagle Lesson Ride will all be experienced on the all-in-one Combo-Ride. Max weight 1 passenger 220 pounds.



2004

Sailplane Ride Prices

Free Hotel pickup every day at 9:00 AM Return by 2:00 PM

All 2-passenger rides are \$10 less per person.

All one hour rides are priced as two twenty minute rides.

All rides are one passenger except scenic rides which are one or two passengers.

Prices are per Person

10 Minute Scenic Ride \$39.00

15 Minute Scenic Ride \$59.00

20 Minute Scenic Ride \$79.00

30 Minute Scenic Ride \$109.00

40 Minute Scenic Ride \$139.00

60 Minute Scenic Ride \$158.00

All Flying Lessons Rides Add: \$20

All Aerobatic Rides Add: \$70

In Flight Video Add: \$35

Hotel Pickup & Return No Fly Customer Add: \$25

Maximum Weight 1 or 2 Passengers Scenic Ride 350 Pounds

Maximum Weight 1 Passenger Lesson Ride 350 pounds

Maximum Weight 1 Passenger Aerobatic Ride 220 Pounds

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SAILPLANE RIDE PRICE REFERENCE SHEET

SCENIC 1-PASSENGER	
10 MINUTES	\$ 39.00
15 MINUTES	59.00
20 MINUTES	79.00
30 MINUTES	109.00
40 MINUTES	139.00
60 MINUTES	158.00

SCENIC 2-PASSENGER	
10 MINUTES	\$ 78.00
15 MINUTES	98.00
20 MINUTES	138.00
30 MINUTES	198.00
40 MINUTES	258.00
60 MINUTES	296.00

AEROBATIC 1-PASSENGER	
10 MINUTES	\$ 109.00
15 MINUTES	129.00
20 MINUTES	149.00
30 MINUTES	179.00
40 MINUTES	209.00
60 MINUTES	228.00

EAGLE-LESSON 1-PASSENGER	
10 MINUTES	\$ 59.00
15 MINUTES	79.00
20 MINUTES	99.00
30 MINUTES	129.00
40 MINUTES	159.00
60 MINUTES	178.00

COMBO RIDE 1-PASSENGER	
Scenic, Aerobatic, & Lesson	
10 MINUTES	\$ 129.00
15 MINUTES	149.00
20 MINUTES	169.00
30 MINUTES	199.00
40 MINUTES	229.00
60 MINUTES	248.00

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DIRECTIONS TO DILLINGHAM AIRFIELD FROM WAIKIKI

(It takes about one hour to drive from Waikiki to Dillingham Airfield)

FROM WAIKIKI GET ON H-1 AND GO WEST

KEEP GOING WEST UNTIL YOU COME TO H-2. GET ON H-2 AND GO NORTH

H-2 ENDS IN THE TOWN OF SCHOFIELD, DRIVE THROUGH THE TOWN OF SCHOFIELD

WHEN THE ROAD TURNS INTO A “Y”, STAY LEFT AT THE “Y” FOLLOWING THE SIGN TO WAIALUA.

IN THE SMALL TOWN OF WAIALUA TAKE A LEFT AND DRIVE UNDER THE “OVERPASS BRIDGE” ON HWY 930 (FARRINGTON HWY) YOU ARE NOW FOLLOWING THE SIGN TO MOKULEIA

FROM THE “OVERPASS BRIDGE” IT IS 5 MILES TO DILLINGHAM AIRFIELD.

THERE ARE THREE AIRPORT ENTRANCES, TAKE A LEFT AT THE SECOND AIRPORT ENTRANCE.

WHEN YOU PULL INTO THE PARKING LOT YOU WILL SEE AN OPEN-AIR-BUILDING ON THE MOUNTAIN SIDE OF THE PARKING LOT.

WALK TO THE CENTER OF THE BUILDING AND ASK FOR MARK. OUR RECEPTIONIST WILL BE HAPPY TO HELP YOU.

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