



# BASS NEWS

## The Baltimore Area Soaring Society Newsletter

Year XXIV, Vol.IV, No. 2

"Information Provider to the Glider Guider"

March 2004

### 2004 Officers:

#### **President**

Kevin Sharbonda  
(410) 560-6675

#### **Past President**

Don Vetter  
(410) 256-3220

#### **Vice President**

Al DeRenzis  
(410) 448-0808

#### **Treasurer**

Russ Bennett  
(410) 744-2093

#### **Secretary**

Chris Kuhn  
(443) 994-1238

### Appointments:

#### **At-Large Director**

Bill Cavanaugh  
(443) 535-0220

#### **Contest Director**

Erich Schlitzkus  
(717) 993-3950

#### **Web Master**

### Newsletter Staff:

#### **Editor**

Randy Kleinert  
(410) 931-2611  
hroncall@  
compuserve.com

#### **Photographer**

Bernie Sovitsky

The next meeting will be held on March 4th, 7:30 PM, Ridgley Middle School.

### **REMINDER**

If you have not yet paid your 2004 Membership Dues, please send a check and application/renewal form (page 5 ) to Treasurer Russ Bennett. *Thank you*

### **BASS February 2004 meeting minutes.**

**Chris Kuhn, Secretary**

**CONVENED:** 19:35 Ten members in attendance at Ridgley Middle School.

### **ANNOUNCEMENTS:**

The January Minutes were accepted

**TREASURER'S REPORT:** There was not a Treasurer's report this month.

### **OLD BUSINESS:**

There was an update on the rules for the Woody contests:

You can have a "full house" ship

Solid stabs are OK

Carbon fiber reinforcement is OK.

Erich Schlitzkus and Tony Guide are going to the WRAM Show to buy raffle prizes for the ECHLC. The HLC awards have been taken care of.

Al DeRenzis reported that the annual banquet was a success but that attendance was down. Eighteen members and guest attended.

BASS is an AMA "Gold Leader Club", see page 96 in the March issue of Model Aviation, and we are on track for 2004.

### **NEW BUSINESS:**

The club has received two tickets for the "Dennis Yeagle Memorial Bull Roast" sponsored by

BASS NEWS is a membership newsletter published 11 times each year by the Baltimore Area Soaring Society, a Gold Leader chartered club (#492) of the Academy of Model Aeronautics. Subscriptions are available via first class mail to non-members. Newsletter editors are welcome to reprint any article or portion of this newsletter provided that credit is given the author and BASS News. Article submissions are encouraged and should be submitted no later than the 15th of the month. We prefer submissions in either ASCII or Microsoft Word format, however other formats including printed or typed material are welcome. We reserve the right to edit any submission.

**BASS February 2004 meeting minutes.-Continued****NEW BUSINESS -continued**

the Lutherville-Timonium Recreation Council. Bernie Sovitsky our Council representative, will receive them in appreciation for his participation in Council activities on our behalf.

**COMMENTS and DISCUSSION**

The Woody rules are set up so that every member should have in their hanger a sailplane that would (pun intended) qualify for the non competitive, fun fly, contests. So come out and join in and have fun.

**ADJOURNED** The meeting was adjourned at 20:13

**SHOW & TELL:** Al DeRenzis brought an old kit for everyone to look at!

**CLUB FLYING OPPORTUNITIES**

There will be flying at the National Building Museum, Washington, DC, on Sunday, March 7: 10 am - 4 pm, This will be the last session of the season.

Plese contact Randy Kleinert if you want to attend. By March 3rd, I will submit attendees' names to get you on the admission list.

Wednesdays, 1:00 PM, Villa Maria, weather permitting, The BASS "Bald Eagles" gather at Villa Maria to fly gliders and electrics. Contact Bill Cavanaugh for details: BillCavan@aol.com (443)535-0220.

**Buy and Sell**

All new JR radios;

JR 378 complete set with either 4 ballbearing 537 standard or two JR micro and the R700 very small slimline 7 channel receiver. Standard new set at \$290. and with micro servos\$305. Also 4 new 537 servos for \$75. Bernie (410)-296-0321  
Craft Air Step Two kit. 77" span, \$25.00 call Ken Hands (410) 795-2060

**Polo Field Reminder**

BASS is very fortunate to have access to the Maryland Polo Field for contest and sport flying. BASS members are reminded that the posts should not be moved. Also, be sure to keep the entrance gate locked.

**BASS HISTORY 101****Bill Cavanaugh**

Do you know your BASS past presidents? Probably not. In fact, most of us would be hard pressed to name all our country's past presidents, so don't feel too bad. However a little reminder of our historical roots never hurts.

Our club was organized in 1980 by Joe Radoci and a few others who frequented Joe Doeller's hobby shop on York Road. Our first president was Russ Dukehart. Russ reluctantly accepted the presidency since no one else volunteered and someone had to be designated president. For the next five or six years the club operated informally out of the hobby shop, flying at Oregon Ridge and other fields. Joe Radoci was president most of these years more or less by default to keep the club alive (hey, history is history; we have to tell it like it is). We'll get into more details in subsequent articles. Following are BASS presidents to date:

1980	Russ Dukehart
1981-1982	Joe Radoci
1983	Bob Donohue
1984	Joe Radoci
1985	Walt Pasciak
1986	Joe Radoci
1987-1988	Bernie Sovitsky
1989	John Dorl
1990	Thom Iwancio/John Hall
1991	Mike Miecznikoski
1992	Steve Pasierb
1993	Al DeRenzis
1994	Bill Cavanaugh
1995-1997	Russell Bennett
1998-1997	Erich Schlitzkus
2000-2001	John Appling
2002-2003	Don Vetter
2004	Kevin Sharbonda

Now that you have them memorized, we will have a test at the April meeting. All who can remember them will get a special prize!

**IMPORTANT**

This month's newsletter may well be the shortest issue in BASS history, - a record I could have done without. But the fact is an editor is only an editor, not the writing and photography staff as well. Several members have made frequent contributions to the newsletter, and their efforts are most appreciated. But right now, your newsletter needs your help. Please take some time to send in pictures of BASS or other flying activity. Write up something to share building and flying information with the club. We can all learn from each others' experiences. Thank you.

## USED AND SURPLUS STUFF PRICING GUIDE

Bill Cavanaugh

Having recently spent a day at the annual Westminster Flea Market and wondering again how people price their stuff for sale – some at give-away prices and some at more than new prices, I decided that it was time to bring some logic into this pricing hodge-podge. I have attended the Toledo, Westchester and MARCS shows many times. As you no doubt know, they always have tables set aside for sale of used and surplus stuff. Pricing here is usually higher than at flea markets, probably because of the huge crowds offering a large population of potential buyers. And, as I have mentioned before in my columns about Toledo, the auctions seem to bring the highest prices of all for completed airplanes. But it would not be very cost effective for us to carry airplanes and other stuff from Baltimore to Toledo. Our best bet for selling built sailplanes is a free classified ad in our newsletter or at a contest, where there is a concentration of sailplane pilots.

Getting back to pricing, let's look at parts and supplies. Here are some facts as I see them: 1) Modelers at flea markets or scanning classified ads are looking for bargains; 2) They are unlikely to find something that they really need at the moment, so they must have an incentive to buy. That incentive is a low price for an item that they may have a use for in the future; 3) Whatever they buy is "as is," so there is a risk factor here over buying a new item that can be returned if defective.

How much should you ask? Here is the formula that I have used that has worked for the most part. Take the new price for the item. Consider that most modeling supplies and equipment are discounted 20%-25% for the "street" price. If you are selling a new/unused item you need to further discount the price another 25%-40% (low end for radios and components; high end for parts and supplies). This would probably be a fair price to someone who needed the item now. For someone to buy it for future use, you have to include a bargain factor. Also remember you are selling "as is." For example, you have a servo that lists for \$39.95. Street price is \$29.95. A fair price would be \$20., and you might sell it at that price if a buyer needed it and was actually looking for a servo of the kind and size you are offering. To reach the bargain hunter and ensure a sale, you would have to lower the price to, say, \$15. If you are selling a used item, a further discount must be offered. The \$39.95 servo used will probably sell at \$10. In this instance you would have to keep in mind that you are competing with "off-brand" servos that sell for \$9.95 new. Your used servo could justify its \$10 price by being a higher quality, brand name servo.

More examples: You have some covering material that you no longer need. List price: \$12.95 per roll. Street price: \$9.95. A fair price for your unopened roll: \$6.00. Include a bargain factor and the price is \$4.00. At this price you are almost certain to sell. Current-manufacture kits usually go for about half of list price, using the formula above. Older out-of-production kits often have collector value and may go for their original price or more. Keep in mind that there are not too many old kit collectors out there so if you really want to sell it quickly, use the formula.

Built airplanes are subject to no rules. They range from junk to Radoci-level construction. And they will all sell at the right price. I have seen planes that most modelers would have put in the trash can sell at a low price (low price is better than no price). Models of average construction go from kit price to perhaps 1 ½ times kit price. Pristine top-level models can go for 2 times kit price and up. As stated above, the best place to find a sailplane buyer is at a contest. If you go to the Cumberland Soar-for-Fun, that is an excellent place to sell.

As you can see, a general rule of thumb would be that new stuff should go for about half of manufacturers list price, discounted a little more if you want to reach the bargain hunters. Used stuff should go for about 25% of list price, again with a little more off if you want to reach the bargain hunters. Obviously this is not a hard and fast rule. What you can get is what somebody is willing to pay and negotiation is part of the fun of the game.

One last thought: if you itemize your tax deductions on 1040 Schedule A, it should be possible to donate certain items, such as built models and complete radio sets to a charitable organization. You can then value your items at full value – list price for new stuff and perhaps 25% off of list price for used stuff – and deduct this value from your taxable income. This will save you tax from 15% to 39.6% of your stated value, depending upon your tax bracket. Keep in mind that the IRS requires contemporaneous receipts for non-cash contributions. This means that you need to get your receipt at the time you make your donation, not six months later when you do your taxes.

# M E M B E R S H I P

## Baltimore Area Soaring Society

### 2004 Membership Application

Full memberships are \$30.00. Junior memberships are \$12.00, and associate memberships are \$18.00. If you would like to join BASS, or have not renewed, please take a moment today to write out a check and send it in along with a copy of this application. Please complete all information.

2004 promises to be another award-winning year for BASS. Be part of it!

#### *Personal Information*

NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

PHONE (WORK): \_\_\_\_\_ PHONE (HOME): \_\_\_\_\_

AMA NUMBER : \_\_\_\_\_ (Valid 2004 AMA Membership is required)

LEAGUE OF SILENT FLIGHT & LEVEL (if \_\_\_\_\_)

PRIMARY RADIO FREQUENCIES USED: \_\_\_\_\_

PRIMARY PLANES FLOWN: \_\_\_\_\_

NAME OF SPOUSE OR SIGNIFICANT OTHER: \_\_\_\_\_


E-MAIL ADDRESS (IF AVAILABLE): \_\_\_\_\_

Signature: \_\_\_\_\_

In what areas of the club would you be interested in becoming involved? \_\_\_\_\_

How can BASS help you? \_\_\_\_\_

Please return this application with a check or money order payable to BASS.

SEND  
To: 

Mr. Russell Bennett  
30 Maple Avenue  
Baltimore, MD 21228

## **BASS EVENTS**

Mar	4	7:30 PM	BASS Meeting, Ridgley Middle School
Mar	27		Villa Maria, Open Contest
Apr	1	7:30 PM	BASS Meeting, Ridgley Middle School
Apr	17		Villa Maria, Woody Contest
Apr	25		Villa Maria Hand Launch warm-up
May	6	7:30 PM	BASS Meeting, Ridgley Middle School
May	8		Polo Field, Open Contest
Jun	3	7:30 PM	BASS Meeting, Ridgley Middle School
Jun	12		Polo Field, Woody Contest
Jun	26		Polo Field, Fun Fly and Picnic
Jul	1	7:30 PM	BASS Meeting, Villa Maria

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BASS Meetings during the summer are held at Villa Maria, weather permitting, flying before the meeting. Otherwise, at Ridgley Middle School

From 695, North on York Road. Right on Ridgley Road (Lincoln/Mercury dealer on corner) At first light turn right on Charmuth Rd. Immediate left turn into parking lot. Ridgely

BASS Contests start at 10:00 AM unless otherwise noted. All skill levels are encouraged to attend. Be at the field 1 hour early to help set up contest. Fun flying after events. Spectators and

## **SOARING SCENE**

Mar	7	National Building Museum
Mar	13	Lebanon, PA Swap Meet
May	1-2	BASS East Coast HLG Classic
May	22 -23	BRASS - Waynesboro, VA
Jun	5 -06	LASS - Lancaster, PA
Jun	19 -20	LISF 1 - Syossett, Long Island, NY
Jul	10 -11	DBSF - Reading, PA
Jul	25 - 31	AMA/LSF NATS (not ESL)
Aug	7 - 8	CRRC Soar-In - Sudbury, MA
Aug	21 - 22	SKSS 1 - Newark, DE
Sep	11 - 12	CASA Open - Warrenton, VA
Sep	25 - 26	LISF 2 - Syossett, Long Island, NY
Oct	2 - 3	ESL End of Season, Reading, PA

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NOTE: ESL schedule is tentative and subject to



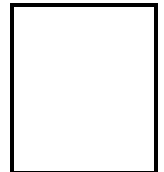
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Baltimore, MD 21236

March 2004



**First Class Mail**