

# AEROS GROUP

## Prospectus 2021







Your future begins today and we are proud to welcome you to a community that is dedicated to helping you reach your highest aspirations.

**Be inspired.**

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# Your future is our today.

In addition to the many thousands of airline pilots we have trained, we also work with cabin crew, air traffic controllers, operations staff, specialist engineers, managers, educators and instructors. From day one, your career is our focus and we aim to ensure that you reach your highest aspirations and that no one is left behind.

For more than 35 years, the Aeros Group has supported the careers of thousands of aviation professionals and we recognise the additional challenges now facing some of our clients in making this dream a reality.

For the best careers, our clients need specialist integrated careers support from the moment they walk through our door, and we will continue to be available to you throughout your career. We provide lifetime advice and support to our clients and we are continuously working with our partners to create the best employment and training opportunities throughout the aviation sector and related industries.





# Learn from success

Our new **Professional Mentor Programme** is designed to ensure that you can have regular contact with those already in the positions to which you aspire.

Former clients now work for companies such as: British Airways, Virgin Atlantic, Easyjet, Tui, and Ryanair. Many also chose to work on private jets, island flights, or more technical aerial calibration work. After living the dream, many return to us to offer their support as mentors, to become involved in instruction or management, or to seek further support and training as they develop their careers in new directions, either in aviation or in related industries.





# Careers and Professional Development



We have developed **an integrated approach** to the **specialist careers support** that we provide. On entry, your current skills, qualifications and experience are thoroughly reviewed, before we work in partnership with you to create a bespoke development package, tailored specifically to your needs. This is informed by specialist industry recruitment criteria, and our aim is to ensure that you develop a significant edge, always surpassing the highest expectations of employers and assessors. As reflective practitioners, we measure ourselves based on your success.

In addition to commercial pilots, our clients now include cabin crew, educators and instructors, air traffic controllers, engineers, operations personnel, logistics operatives, managers and administrators and those involved at all levels in the many supply chains that support the aviation industry.

Through partnerships with industry, government, universities, schools and colleges, we are uniquely placed to provide the specialist advice, support and training that our many thousands of aviation-related colleagues require. This enables them to develop their aviation careers, to broaden their skills and employment opportunities and to have access to careers in related and unrelated sectors, including education, logistics and engineering.



The majority of airline professionals achieve specialist aviation qualifications regulated by the CAA and, to enhance their career prospects, we are also developing a range of broader academic qualifications, to ensure that our clients always have access to diverse employment opportunities.

As a central hub for success, we aim to respond to all your career development needs. We continually review the products and courses we have on offer, in response to individual client aspirations, and the current opportunities available in both aviation and non-aviation related sectors. Where clients require additional education or training to further develop their careers, we look to innovate – either through development of new in-house programmes, or through referrals and partnerships with other organisations.

Our careers team can provide substantial support to ensure that our clients receive the specialist assistance that they need to develop their careers, removing barriers, supporting the development of new skills, and providing specialist mentoring and coaching facilities in a range of career areas.





# Our commitment to You

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Our clients come to us for support in developing a dream future career, and we aim to demonstrate, through each interaction, that every individual matters to us, and that **no one is left behind**. You are entering an exciting world and you will need to be prepared to be challenged, as we work together to develop your highest potential. For some, training may be more demanding. As our clients work hard to achieve their highest aspirations, develop new skills, and demonstrate new techniques, we will help you grow into the best possible employees. Where issues do occur, our committed team will work collaboratively with you to find solutions, and to suggest additional or alternative support or training, where required.

## Our Learning Guarantee

The vast majority of our students pass their airborne flight examinations first time, and this can be something that is considered positively by airline recruitment. We want to ensure that you have the best possible chance of success, and we are so confident in the quality of our provision that, in the unlikely event that you were to progress to a second sitting for your airborne flight exams, we will guarantee up to five additional hours as a gesture of goodwill, to ensure you have every opportunity to be successful.

*\*Terms and conditions apply*

# Lifetime Support

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We acknowledge that aviation-related professionals often need support or advice at various points in their lives, as they seek promotion, as their personal circumstances change, or as they look to support future generations of aspiring professionals. To reflect our lifetime commitment to our clients as integral members of the Aeros and Cat3C family, our Careers and Professional Development service is open to all alumni, regardless of their stage of career.



# Vision

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Whether you work as a pilot, cabin crew, air traffic controller, operations staff, manager or instructor, there are many key skills that are common to all those who work together in aviation-related industries, such as: problem solving, management and leadership, decision making, and workload management. We understand the importance of being able to represent the broadest possible range of programmes for all aviation-related employees throughout the industry. We are continuously developing new courses to provide opportunities for individuals from diverse backgrounds to work collaboratively to develop their skills and expertise in new areas.

# YOUR STORY





# Careers Assessment

We believe in an integrated approach to careers assessment and support to ensure you have the time necessary to prepare for all aspects of recruitment and assessment. Employers will typically assess applicants initially based on required qualifications and experience. From this shortlist, candidates will then be required to demonstrate their suitability as employees, through a series of interviews and exercises. These require individuals to draw on a substantial portfolio of evidence of very specific **Core Competencies**.

We believe that competencies evolve as a result of a well-structured and collaborative educational process, as we work with all individuals, through a comprehensive approach, to develop the evidenced experiences that they need.



## Stage 1: Initial Review

You will meet for an informal assessment with our Careers Team who will review your skills, current aptitude, and existing professional experiences. It is at this stage that you will be formally introduced to the methodology that will ultimately be used by employers in your assessment. The Initial Review is used to ensure that the support and training you receive is the most appropriate for you, and to ensure we work together to remove any barriers to learning.



## Stage 2: Personalised Roadmap

The Initial Review will be used alongside the highest expectations of employers and your own highest aspirations, to produce a Personalised Roadmap for success. This will go far beyond producing solutions to regulatory training requirements, and will instead provide a comprehensive strategy for ensuring that all Core Competencies can be developed and evidenced, and that you receive the most appropriate training packages for your needs.



## Stage 3: Tutorial Review

Throughout your training, you will periodically have the opportunity to meet with one of our team to discuss your own person roadmap, to look at areas of success, arrange further support, or to seek additional opportunities to excel. Although these are routinely planned, you can request a Tutorial Review at any point.



## Stage 4: Final Preparations

You will receive specialist training to finalise your applications and preparation for interview. The course will include: a detailed study of employers and their recruitment processes; opportunities to develop and practise interview technique (both individually and in group exercises); and a thorough preparation for aptitude and psychometric tests.



# Your Edge

In supporting you to achieve your highest aspirations, we want to ensure that you graduate from us not only with the minimum qualifications and experience required by employers, but that you become the best possible applicant. To this end, we have created a range of courses that specifically support your progression to the best careers and thoroughly develop the Core Competencies that employers desire from their most competitive applicants.

We aim to show employers that you already demonstrate the qualities of some of their best employees, and our extension courses reflect the areas that are of specific importance to employers. In so doing, these courses ensure that you are able to develop a significant edge in your applications. They include areas, such as: Crew Resource Management; Education and Training; and Threat and Error Management (international responses to air accident investigations). For the full range of courses, please refer to the Education and Training section of this prospectus.





# Your Success

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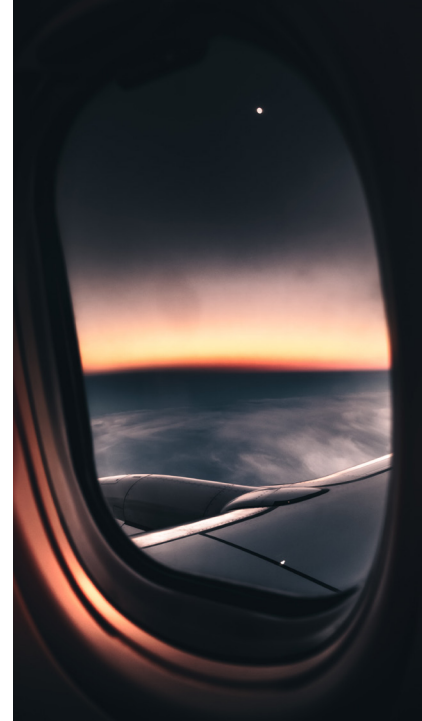
## Matt Valle, First Officer

### Graduate story

“Thank you all very much for getting me through my CPL, MEP & MEIR. I really enjoyed all the training and found everyone at Aeros to be friendly, professional, highly skilled and knowledgeable.

I’ve got a job and I couldn’t be happier with the support and professionalism shown by Aeros to get me here. Thank you so much!”

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## Andy Broad, First Officer

### Graduate story

“I visited all the integrated schools but was concerned I would only be a number in a big regimented system. I wanted to be trained as an individual at my own pace with a dedicated instructor.

I found this at Aeros, passed my courses first time and had money left over. And no debt!”

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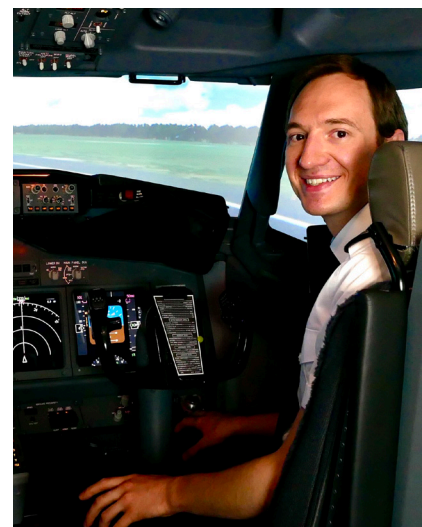
## Andy Clarkson, Ground School Instructor

### Graduate story

“I had always been interested in aeroplanes ever since I was young, and becoming a pilot has always been a dream.

I completed all of my training with Aeros and I’m glad I did. It didn’t feel like a factory of pilots and everyone was friendly, not to mention the friends I made through my journey.

When I was studying I discovered a passion for teaching, and I’m now an Aircraft General Knowledge ATPL Instructor. I’d like to land that first flying job one day too.”





# Your Investment

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We recognise the trust that you place in us and respect the significant challenges that many face in funding their training. We understand that every day of your training journey represents a significant investment, and that many clients have had to work incredibly hard to raise the funds necessary to support their dreams. Our incredible teams work tirelessly to ensure that we provide the best service to you, and that we make all reasonable adjustments to ensure that you receive the outcome you desire.



“I was originally looking to get a PPL for fun, but I always had the desire to potentially go commercial in the end. Aeros offered both private and commercial training nearby so I booked a trial lesson. I was amazed at the friendly atmosphere, the personal touches, and flexibility, and ended up doing all my training with Aeros.”

Andy Clarkson, Aeros Fastrack

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“Easily the best flight training outfit I have ever flown with. Every part of the experience was excellent, from the aircraft to the staff who are all exceptionally helpful, patient and very understanding. They all went far beyond what was expected. I will definitely be returning to complete my instructor course.”

Nick Hall, Aeros Fastrack

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# Your Journey

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I initially passed the entrance exams for a large, global flight school, but after meeting with the guys at Aeros I instantly changed my mind and signed up to the Aeros Fastrack course. Do your research! Ask for meetings!

I chose to sign up to the Aeros Fastrack course which allows me to continue some work as a marketing consultant, working with various businesses, whilst I am completing the course. It is essentially an accelerated modular route.

I had planned to fit 3 days per week of flight training around my consulting work which covers the rest of the week. It's gone as planned due to the fantastic flexibility Aeros offer.

Every step is a challenge, but I think the best way to overcome challenges is to tackle them head on, throw yourself in the deep end! If you have a passion for something you will happily take on whatever challenges it throws at you.

A highlight of my training so far is the day of my first solo and the buzz afterwards was a major highlight, but honestly, every moment you're flying is a highlight and it is an honour to be able to do so.

**Alessandro Paletta, Aeros Fastrack Student**





After a lot of consideration with many schools and routes it was very clear that the perfect course to suit me would be the Aeros Fastrack with the full time CAT3C ATPL course as well.

Flight training is definitely the most difficult thing I have done in my life and life is now much more revolved around training since starting at Aeros.

I definitely found the Multi Engine Instrument Rating the most challenging and found that there were some aspects of it where I was making the same mistakes over and over again - it was very frustrating at times! What got me through it was the impressive level of dedication and effort put in by my instructor James Dawson in finding different, and even creative ways of getting rid of those bad habits that kept tripping me up.

For sure one of my most memorable moments was my first solo circuits session at Cardiff. I got on downwind for my first touch and go and all I get told by ATC is to orbit due to incoming emergency traffic. I remember thinking to myself maybe another GA pilot got into a bit of trouble and was coming back in but when I saw all the fire engines line up on a taxiway I knew it was a lot more... It turned out to be an airliner making an overweight landing at the airport.

My favourite highlight was hearing the word “Congratulations” from my MEIR Examiner after over 2 hours of flying to Exeter and back after what was probably my most chaotic day in my life yet!

**Steffan Dawes, Aeros Fastrack Student**

**“My favourite highlight was hearing the word “Congratulations” from my MEIR Examiner after over 2 hours of flying to Exeter and back after what was probably my most chaotic day in my life yet!”**





Before I began my training I was a senior leader and secondary school Teacher in the Middle East.

A very good friend of mine was Aeros' first ever 'Fastrack' student; he was a great source of knowledge and always gave me invaluable advice. I researched the different routes to the flight deck, including the well-known integrated vs modular debate, costings and quality of training, whilst also attending open days.

I returned to the UK during my half term break to take a trial flight and from that point I was sold and determined to make my dream a reality. Aeros instructors have perfected the balance of professional instructing, whilst appreciating that we don't get to experience their daily office views in the skies and therefore they give time to savour the overall experience.

I followed the modular training route on a full-time basis. After completing my PPL, I moved to Gloucester to commence full-time ground school at Cat3C. This was largely through the winter months and so flying was limited. I then went back to Aeros Coventry to complete hour building, CPL and MEIR, before completing my training with the APS MCC course in Cambridge followed by UPRT.

**Charlotte Cory, Aeros Fastrack Student**





# Your Crew

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Our clients represent a diverse range of ages, backgrounds and interests, but they are all united in supporting each other in developing their dreams. Many will choose to form hour-building teams to make the most of every opportunity for learning and adventure. Some will choose to live together in shared accommodation. All will be your friends and colleagues as your journey continues.

Our Student Council exists to ensure that there is a forum for you to communicate your thoughts and suggestions, and also to contribute to some of the big decisions we make as an organisation. It also provides opportunities for students to take on additional responsibilities to develop evidence of specific Core Competencies in later applications, and to coordinate peer mentoring programmes, to ensure they all have the opportunity to share their expertise.



## EDUCATION & TRAINING



# Education

We believe that to give our clients the most comprehensive career-based education and training, our approach needs to balance specialist aviation training with broader academic and vocational training. Our aviation clients frequently progress to companies such as Ryanair, Norwegian, British Airways, EasyJet, and Jet2. Many return to us as they look to develop their careers further in aviation, or to broaden their careers in to related sectors.



In response to our clients' needs and highest aspirations, our education and training programmes not only include the most competitive commercial pilot training but also a range of extension courses, designed to ensure that our clients become the most competitive applicants. Our courses are designed specifically to support your progression to the best aviation careers and to thoroughly develop the Core Competencies that airlines desire from their most competitive applicants.



We are also continuously developing new career-based education and training programmes for all aviation related personnel to ensure their amazing skills and potential are recognised across a range of sectors. We want to ensure that we provide a future-proofed approach to your education, training and careers support, and we remain available to you for advice and support throughout your career.

Our colleagues can provide substantial support to ensure that you receive the specialist assistance that you need to develop your career, to remove barriers, and to support the development of new skills, providing specialist mentoring and coaching facilities in a range of career areas.

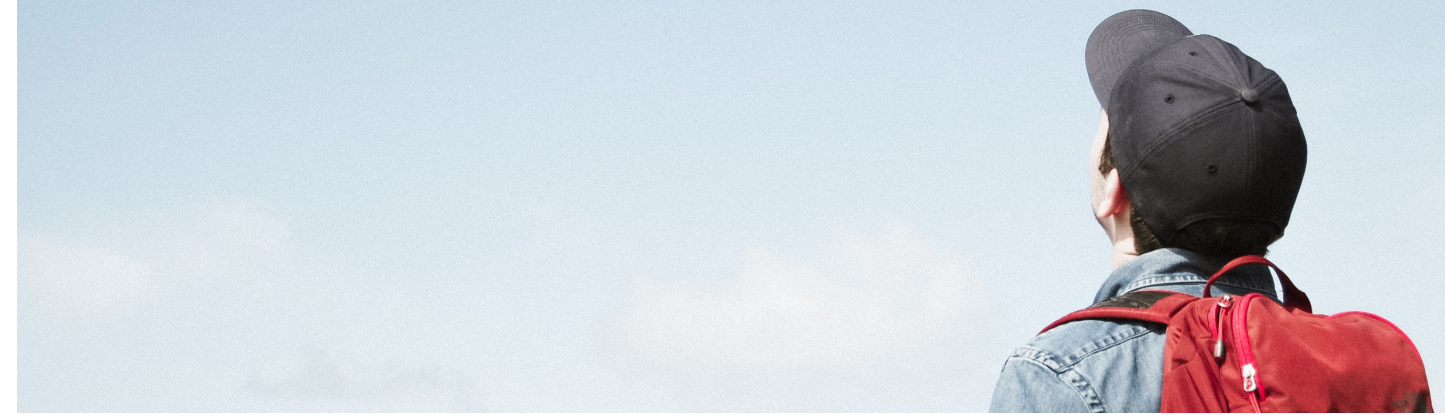




# Training Support & Innovation

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Clients begin their training with a range of previous career and education experience. Whereas some may have progressed directly from school or college, others may have substantial experience in work. Some may have significant experience in management or customer service, and may not have studied Maths and Physics for many years. Others may have recently completed academic courses, but need to develop evidence of professional practice and skills.



Whatever your starting point, we aim to ensure that we provide substantial educational resources and study skills training, and remove barriers to learning. In addition to the support and training that you receive from us, our existing clients are encouraged to develop their own portfolios of professional practice by being involved in peer mentoring programmes and by sharing revision materials and top tips with the broader community.




Your future begins today and we are proud to welcome you to a community that is dedicated to helping you reach your highest aspirations.

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# Courses

# Pilot Training

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- ◆ **Fastrack Pioneer**  
(all DA42, all available extension courses, Cat-100, UPRT, APS/MCC, integrated careers support)
- ◆ **Fastrack Voyager**  
(all DA42, Cat-100, integrated careers support)
- ◆ **Fastrack Horizon**  
(Arrow/DA42, Cat-100, CB-IR, integrated careers support)
- ◆ **International Upgrade**
- ◆ **Private Pilots Licence (PPL)**
- ◆ **Air Transport Pilots Licence (ATPL) Theory Courses**
- ◆ **Cat-100 Enhanced Commercial Pilot Ground School**
- ◆ **Cat-20 & Cat-00 Commercial Pilot Ground School**
- ◆ **Night Rating**
- ◆ **Restricted Instrument Rating IR(R)**
- ◆ **Multi Engine Piston Rating**
- ◆ **UPRT**
- ◆ **CPL**
- ◆ **MEIR**
- ◆ **APS MCC**
- ◆ **Preparing for Type Rating A320 Ground School Training**



# Aeros Fastrack

Welcome to the Fastrack! All of our Fastrack programmes include the Cat3C Enhanced Ground School course (Cat-100), and integrated Careers Assessment and Support, as standard.

◆ **Fastrack Pioneer**

*(All DA42, all available extension courses, Cat-100, UPRT, APS/MCC, integrated careers support)*

This all-inclusive package includes everything you will need to become the most competitive applicant. Not only does it include all of your advanced training in a state-of-the-art multi-engine DA42 aircraft, but includes the coveted Airline Pilot Standards Multi-Crew Coordination course (APS MCC), the Upset Prevention and Recovery Training (UPRT) course (now required for airline employment) as well as a range of extension courses designed to ensure that you become the most competitive applicant.

This is a complete package, and clients graduate with a frozen Air Transport Pilots Licence (fATPL) and are ready to compete for the most competitive airline positions.

◆ **Fastrack Voyager**

*(All DA42, Cat-100, integrated careers support)*

The Voyager programme provides all the training that you will need from Private Pilots Licence to Multi-Engine Instrument Rating (ME-IR), with all of your advanced training (including the Commercial Pilots Licence) completed in a multi-engine DA42 aircraft. Many clients prefer to complete all of their advanced flight training in the same aircraft to ensure continuity and to maximise their multi-engine hours. The Voyager programme includes the ME-IR course, which provides significant opportunities to prepare the techniques required for commercial pilot interview flight assessments.

*Clients graduate from this programme with a Commercial Pilots Licence and a Multi-Engine Instrument Rating. This can be upgraded to a Frozen Air Transport Pilots Licence through the addition of a Multi-Crew Coordination Course, such as the APS/MCC. The APS/MCC, UPRT and Extension Courses are available to bolt-on at any point.*

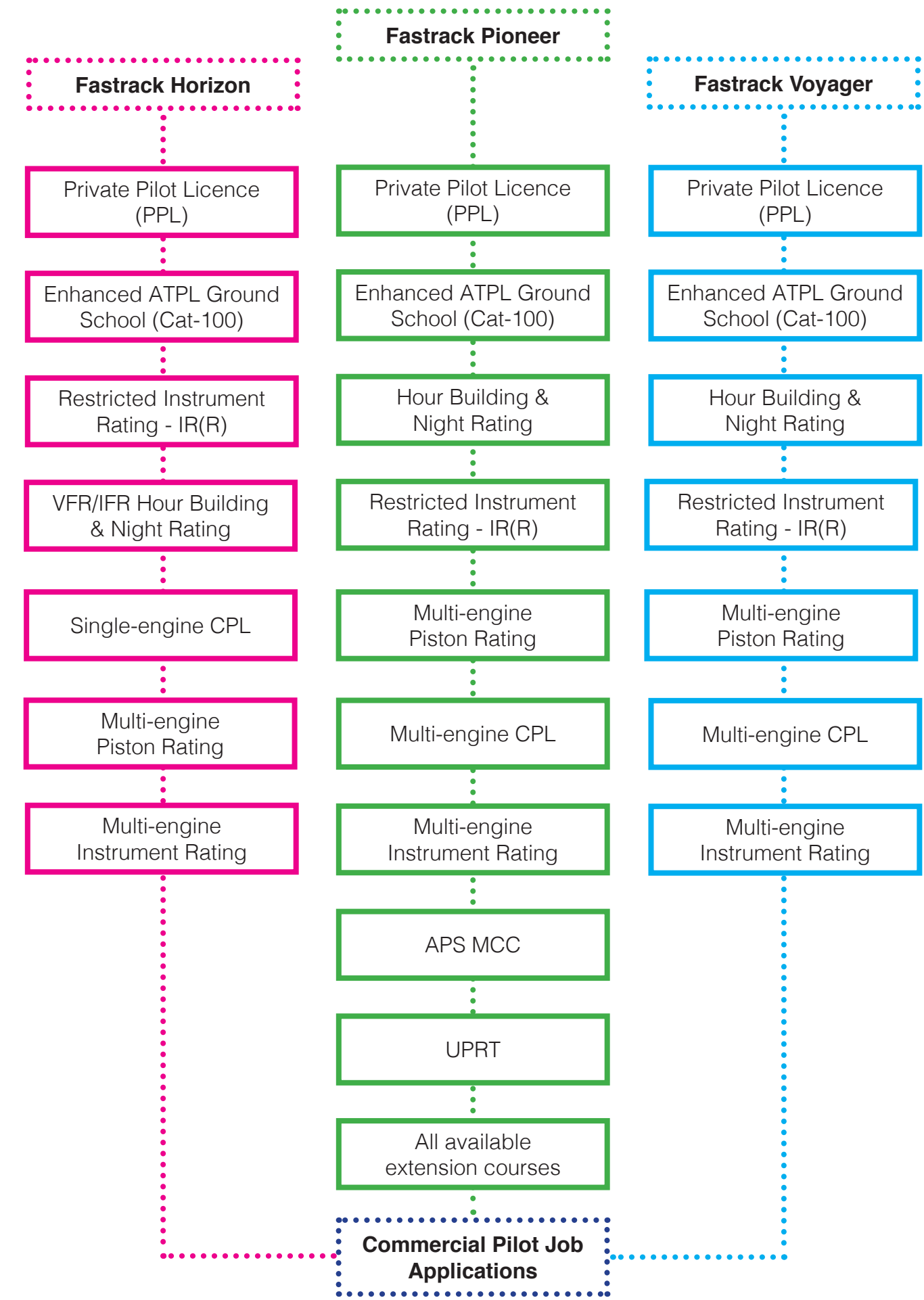
◆ **Fastrack Horizon**

*(Arrow/DA42, Cat-100, CB-IR, integrated careers support)*

The Horizon programme allows you to begin your IFR training earlier in the course, and to build sufficient IFR experience in advance of the ME-IR course. This programme is designed for those that prefer the challenge and opportunity of developing competence in a variety of different aircraft. For those that take this route, we can provide a Piper Arrow, which features a retractable undercarriage and variable pitch propellor, and allows you to demonstrate advanced power management skills.

*Clients graduate from this programme with a Commercial Pilots Licence and a Multi-Engine Instrument Rating. This can be upgraded to a Frozen Air Transport Pilots Licence through the addition of a Multi-Crew Coordination Course, such as the APS/MCC. The APS/MCC, UPRT and Extension Courses are available to bolt-on at any point.*

# Your Flight Training Journey





## International Upgrade: Hour-build on the Florida coast

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### **International Upgrade** - *Hour build on the Florida coast.*

Upgrade your hour-building to the sunshine state and fly with our partners USATS in the United States. Based in Titusville, you will be front and centre of Florida's Space Coast. It is the only place on the planet where rockets launch, sea turtles nest and beautiful sunrises give way to inviting surf. Between flights, you might like to visit the Kennedy Space Center Visitor Complex, Merritt Island National Wildlife Refuge or the Canaveral National Seashore. This package includes return flights, transfers and three months' accommodation with our Florida partners (USATS), and can be added as a bolt-on to any of our FastTrack programmes.



### ◆ **International Upgrade:**

This package includes return flights, transfers and three months' accommodation with our Florida partners (USATS), and can be added as a bolt-on to any of our Fastrack programmes.

### ◆ **Private Pilot Discount:**

For clients that have already completed the Private Pilot Licence and the Hour Building, we are able to offer a discount for our Voyager and Pioneer programmes. You may also prefer to customise your own programme from our range of individual course options.

### ◆ **Customised (You have control):**

Our clients needs vary, and all of our individual courses are available on a pay-as-you-go basis, allowing individuals to train at their own pace, or to combine training with employment. Our full range of individual courses can be found on the following pages.

### ◆ **Extension Courses:**

Our range of Extension Courses are designed to ensure that you the opportunity to develop a significant edge when preparing your application to employers. These courses provide an in-depth study of a range of employment-specific areas, pertinent to the Core Competencies and the wider professional considerations of recruitment teams.

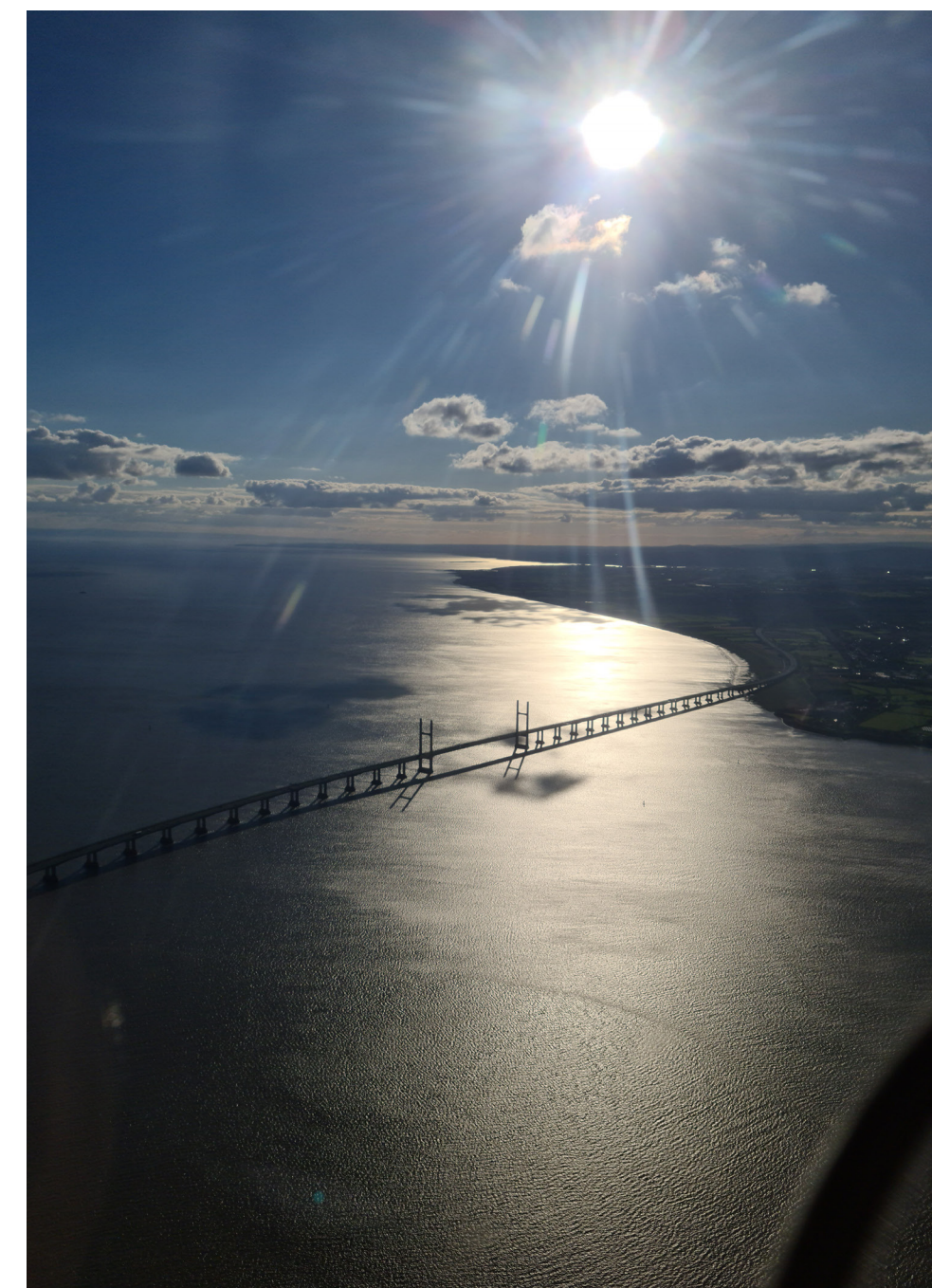




## Private Pilot Licence (PPL)

Ask any pilot, and they will describe the amazing feeling of their first solo flight. The freedom that you feel from making that first landing, or that first passenger flight with friends and family, will never leave. Once your PPL is complete, you can arrange access to our fleet of single engine piston aircraft to start making your dream a reality. Take your friends and family for scenic flights over your local area, or perhaps plan a more long distance flight and explore new destinations.

The Private Pilot Licence (PPL) involves at least 45 hours of flight instruction, nine written exams, and a flight skills test with an examiner, and substantial support is provided throughout. The Private Pilot Licence (PPL) is life changing and begins your lifelong journey to the skies.





# Designing Your Hour Building Structure

Ground school with optional flight packages.

Structuring your hour-building is one of the most important investments you will make to your future career. You will have the opportunity to practise many aspects of the CPL and MEIR techniques, and airline recruiters will invariably be interested in how you have made this time relevant to the skills you eventually need to be employed on the line. This course is designed to help you tailor your hour-building to ensure that you have completed all the necessary preparation for your advanced training, and that you are well briefed on the assessment criteria that will ultimately be used by examiners.

We will consider in detail the skills necessary to achieve the level of precision that will ultimately be required of you, and this will include both VFR and IFR flight techniques, national and international flight planning, performance calculations, airspace equipment requirements, safety criteria and commercial briefing practices.

This one-day course also comes with optional hour-building opportunities, and we are able to offer you comprehensive packages at all of our Aeros UK bases and with our partners in Florida. Our aim is to ensure that you are able to make your hour-building as thorough, relevant and memorable as possible, and to ensure that you feel supported at every stage.

Ground School only  
1 day - £99

# Air Transport Pilot Licence (ATPL) Theory

The ATPL Theory Course is a pre-requisite for all advanced training, and is designed to ensure that you are prepared for all commercial pilot careers, from large national carriers to small scale single pilot operations. As a result, the subjects that are studied cover everything from the materials use in aircraft manufacture to the particular issues you may face when flying over the North and South Poles. Prepare to be inspired as you develop your expertise and widen your horizons.

- ◆ Aviation Law
- ◆ Aircraft General Knowledge
- ◆ Flight Planning and Monitoring
- ◆ Human Performance and Limitations
- ◆ Meteorology
- ◆ Operational Procedures
- ◆ Principles of Flight
- ◆ Communications
- ◆ Performance
- ◆ General Navigation
- ◆ Radio Navigation
- ◆ Instrumentation
- ◆ Mass and Balance





## Cat-100 Enhanced Commercial Pilot Ground School

£4,795

Our Cat-100 course is designed to give you an enhanced level of support and comprehensive training for the rigorous ATPL Ground School examinations. Our team are dedicated to quality teaching and learning and we measure ourselves based on the outcomes for our students. Our highly experienced instructors will take you through every step of the course, using their expert knowledge of the ATPL syllabus to ensure that you are thoroughly prepared. The course provides 120 days (750 hours) of instructor-led classroom tuition, Padpilot training material and practice questions at every stage. Our objective is to ensure that you always feel supported throughout your study, and there will always be someone on hand to support your training.

Our students often have substantial experience from university education or previous careers, and we pride ourselves on a learning environment that allows us to work with you as colleagues. Your future career is important to us, and there is a wide range of support available at every stage to ensure that you are able to develop the skills and experience necessary to progress to the airline cockpit. The course is divided into 4 x 10 week modules (40 weeks in total) and each module includes 7 weeks of subject tuition, 1 week of examination training, 1 week of self-study revision and 1 week of examinations. Subject to agreement, we are able to provide courses on university campus or in residence with us at Gloucestershire Airport, where you will also have access to a fleet of training aircraft, a 737-800 cockpit instrument trainer, and an DA42 simulator.

## Cat-20 & Cat-00 Flexible Distance Learning Packages

2,100/£1,200

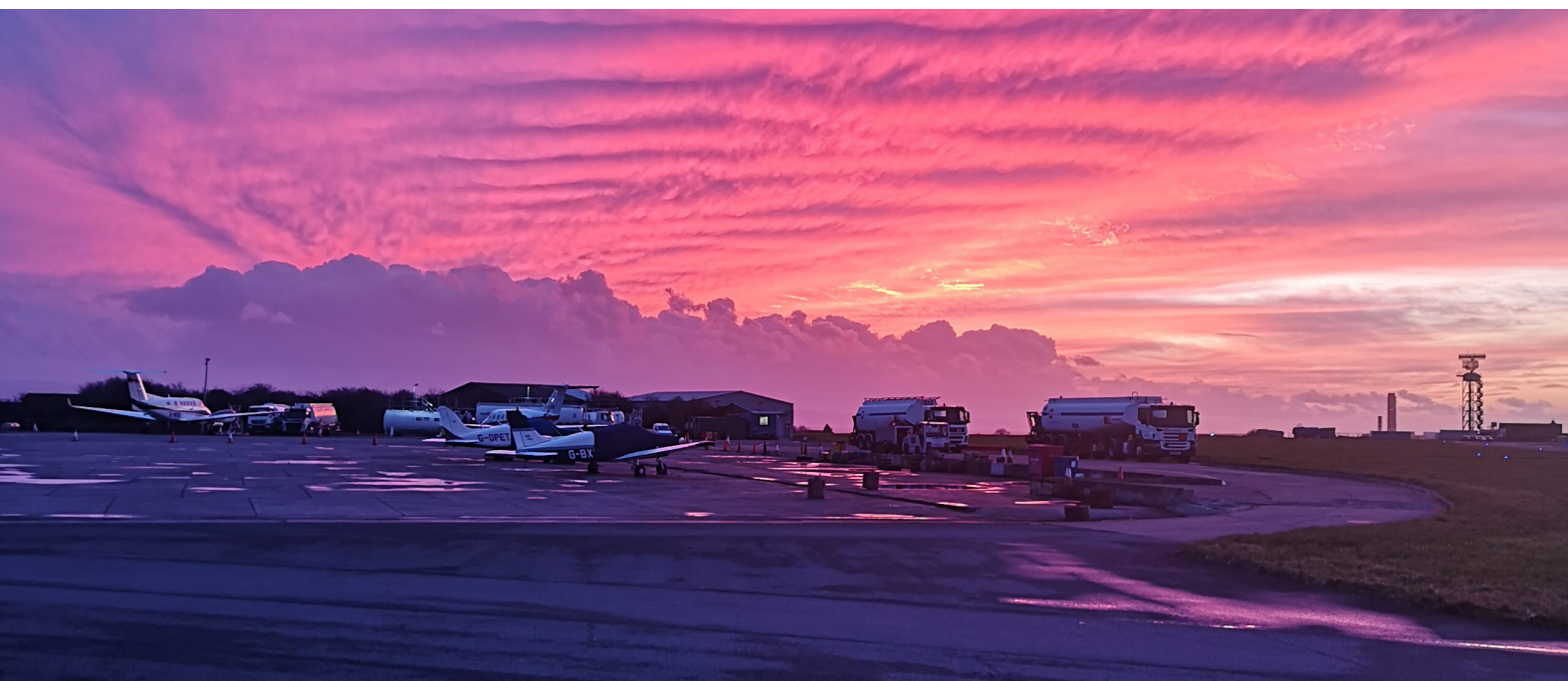
Our Cat-20 and Cat-00 courses are designed to allow you to study independently from home.

The Cat-20 course is designed for aspiring commercial pilots that need the flexibility of studying from home. The Cat-00 course is designed for existing commercial or military pilots who wish to transfer their licence privileges from other international jurisdictions, and who are able to self certify for the purposes of examinations.

You will be provided with state of the art PadPilot iBooks for each subject, and a range of self study assessment materials. On completion of each unit, Cat-20 students will receive classroom tuition with one of our expert instructors in preparation for each examination. Although this classroom tuition is not automatically included for Cat-00– students, additional tuition for individual subjects can be bolted on as required.

### Additional Single Subject Training

We have a range of comprehensive training products available for each of the ATPL subjects that can be bolted on, as required. Join us at any point in your training for additional support and tuition.





## Restricted Instrument Rating IR(R)

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The advantages of the Restricted Instrument Rating are not to be underestimated. The qualification allows you to tailor your hour building to include substantial IFR practice, and many of our most successful graduates are those that have completed this course early in their training. As airline recruiters invariably give particular attention to applicants that have completed the full Instrument Rating in the minimum hours, and achieve a first time pass, we aim to ensure that you have every opportunity to fulfil this aspiration.

The Restricted Instrument Rating is a condensed version of the full Instrument Rating and, by studying this course, you will have the opportunity to learn and rehearse many of the techniques required for IFR flying much earlier in your training.

You can begin this course with as little as 25 hours after your PPL qualification (including 10 hours PIC and 5 hours cross-country). Once qualified, the Restricted Instrument Rating then allows you to fly under IFR and in IMC in UK airspace (with the exception of Classes A, B and C), and to practise instrument approach and departure procedures.

This course includes 3 days of ground school followed by a short, written exam. The ground school course will cover SIDs, STARs, instrument approaches, and tracking using conventional navigation aids. You will also look at the procedures used for joining and maintaining the hold and we will introduce you to the advanced concepts that you will be required to demonstrate during your advanced training. Following the ground school course, you will then have the option of completing the practical flight training with one of our experienced instructors and experience flight through the clouds for the very first time.

## Night Rating

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To become a commercial pilot, the Night Rating is not only mandatory, but also one of the most exciting components of your advanced flight training. The chance to fly among the stars is, for many people, only ever a dream, and we are proud to be part of the team that introduces you to the wonders of the night skies.

The Night Rating consists of 5 hours' training and includes both navigation and aerodrome circuits. You will be prepared with both theoretical and practical training and, on successful completion, your licence will be augmented with night flying privileges for life. There is no external examination and the joy of being able to fly after sunset is something that can never be underestimated.

We have regular night flying opportunities throughout the Aeros network between October and March of each year, and the course must be completed within six months of your first night training flight. You can complete your Night Rating at any of the many Aeros bases.





## Multi-Engine Piston Rating

### DA42 – foundation for advanced training

DA42 Twinstar – foundation for advanced training.

Many students find the transition from single to multi-engine to be one of the most challenging steps in their training, so we want to ensure that the instruction you receive is both thorough and supportive, and will give you the confidence and familiarity to develop advanced techniques in aircraft with much greater performance capabilities. You will learn how to adapt to a glass cockpit, become familiar with the Garmin-1000, and become proficient in the techniques required for asymmetric flight.

The one-day ground school course that we provide will give you a detailed insight into the operation of the DA42 and will ensure that you are both confident and competent in its engines, airframe and systems. Although the ground school can be commenced at any time, you will need to have developed a minimum of 70 hours as Pilot in Command (PIC) to begin the flight training, and our team of experienced instructors will be delighted to work with you at one of our many Aeros bases.

## UPRT

£2,900

Upset Prevention and Recovery Training.

UPRT training is now a requirement for those wishing to work in the airlines as pilots. The course is designed to develop skills, knowledge and understanding with regard to the physiological and psychological aspects of dynamic upsets in aeroplanes. The course allows you to develop the necessary competence and resilience to be able to apply appropriate recovery techniques during upsets.

On completion of the UPRT course, you will be issued a course completion certificate by the British Aviation Academy, and the recovery techniques that you will have developed will, where possible, be compatible with techniques typically used for transport category aeroplanes.

The course will include a review of basic aerodynamics, including case studies of incidents involving potential or actual upsets. You will also consider the aerodynamic variables that affect the manoeuvres that you will experience, and you will develop techniques to mitigate the possible physiological and psychological effects of an upset, including surprise and startle effect.

Your training will include techniques to recover from both nose-high and nose-low attitudes at various bank angles, spiral dives, stall events, and incipient spin.





# CPL

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## Multi-Engine Commercial Pilot Licence

This is the qualification that will allow you to offer your services as a fully recognised commercial pilot. We aim to ensure that you have every opportunity to practise the skills that will form the basis of your career in the skies, and we offer this course on the same state-of-the art DA42 aircraft that you will complete the rest of your advanced training.

By continuing to develop expertise with a glass cockpit, you will become accustomed to the PFD/MFD layout that is comparable to many transport category aircraft cockpits, and you will continue to develop the discipline of precision flying and operational procedures that will form the best foundations for type rating and line flying.

To begin the course, you will require 100 P1/PIC to include a 300nm solo cross-country flight (with two stops other than your point of departure). You are also required to have passed your Night Rating, your ATPL ground school examinations and possess a valid Class 1 Medical.

The standard duration of this course includes 25 hours of dual flight instruction, including 10 hours of instrument instruction; however, for those students that have successfully completed the Restricted Instrument Rating, the Full Instrument Rating, or the Basic Instrument Flight Module, the minimum hours is reduced to 15.

For more information on ways in which we can help you complete the prerequisites for this course, and support you in your preparation, please see the relevant sections of this brochure, or contact us directly for a free consultation.

## Single Engine Commercial Pilot Licence

It is also possible to complete your Commercial Pilot Licence in a complex single engine aircraft at a reduced cost. Although many clients prefer to complete all of their advanced flight training in the same multi-engine DA42 aircraft, some prefer the challenge and opportunity of developing competence in a variety of different aircraft. For those that take this route, we can provide a Piper Arrow, which features a retractable undercarriage and a variable pitch propeller, and allows you to demonstrate advanced power management skills.

# ME-IR

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Flight under Instrument Flight Rules (IFR) will become the basis for the vast majority of your future aviation career, and we consider the skills that you develop during this unit to be some of the most important training you will undertake. You will already have become accustomed to the DA42 aircraft and your training will take place both in the aircraft itself, and in one of our top of the range ALSIM AL42 FNPT II (DA42) simulators.

The aim of the course is to ensure that you develop the skills, knowledge and understanding necessary to command a multi engine aeroplane safely and effectively under Instrument Flight Rules, from taxi to landing, and will prepare you to make approaches to land to a minimum decision height of 200 ft (60m). The course includes a minimum of 55 hours of IFR instruction, which involves 40 hours in the simulator and the remainder in the aircraft.

For those completing the course following the award of a CPL(A), or the Basic Instrument Flight Module (BIFM) the minimum hours may be reduced accordingly. The most ambitious candidates may receive a further competency-based dispensation following the completion of the IR(R) and significant hour building under IFR. That feeling of flying above the clouds is an experience you will never forget. Taking command of such flights is a privilege held by very few, and we are proud to support you in making this dream a reality.





## APS MCC

£6,900

Airline Pilot Standards Multi-Crew Coordination.

The Multi-Crew Coordination course is the final qualification that you need to obtain to reach the status of a Frozen Air Transport Pilots Licence (fATPL); however, to ensure that you are in the best possible position to compete for airline pilot vacancies, most successful applicants will have completed the Airline Pilot Standards Multi-Crew Coordination course (APS/MCC) which allows you to develop many of the advanced techniques that you will ultimately need to demonstrate during your type rating.

The original APS/MCC course was introduced by EASA as a means to revolutionise the concept of multi-crew training, and to ensure that newly qualified pilots were in the best possible position to begin airline assessments and type rating training. You will complete this course either in a 737-800 or in an Airbus 320 simulator and, in addition to developing hand-flying and automation skills, you will also become accustomed to the aircraft systems, Standard Operating Procedures, and a number of emergency drills.

Our objective is to ensure you become the best possible applicant for the airlines and that the training that you receive will allow you to develop your cockpit management and decision-making skills to the point where you are prepared for the unexpected, and have developed the foundations to become a competent First Officer and ultimately to take command.

Graduates invariably progress to the most competitive airlines, and we have alumni currently working with many national and international carriers, including: EasyJet; TUI; Ryanair; British Airways; Jet2; and Wizz Air.



## Preparing for Type Rating A320 Ground School Training

£3000

To be successful in applying for your first airline pilot position, you will need to demonstrate that you are capable of successfully completing an aircraft type rating. This type rating consists of both ground school and flight training and is a significant financial investment by the airline. By completing the ground school component of a type rating in advance, you will be able to demonstrate to potential employers that you already have the technical understanding that they require, and that they will be able to realise the return on their investment.

In a competitive marketplace, it is particularly important that you are able to demonstrate that you have an edge and that you are the best possible applicant. Although we recognise that following your own substantial training investments, your ability to fund your own type rating may not be practical, by preparing for the ground school training for one of the most widely used passenger aircraft, you will be able demonstrate both your aptitude for and commitment to advanced training. This course will also ensure that you are well prepared to respond to the most in-depth technical interview assessment questions and that you feel confident in your expertise.







# PROFESSIONAL & ACADEMIC TRAINING

- ◆ Flight Deck Resilience and Professional Skills
- ◆ Introduction to MCC
- ◆ Crew Resource Management (CRM)
- ◆ Advanced Avionics
- ◆ Air Accident Investigation
- ◆ Airline Assessment Preparation Course
- ◆ Academic and Vocational Study



## Flight Deck Resilience & Professional Skills

£199

Area 100: KSA

New developments in aviation training regulations now require that all ATPL students receive training and assessment in the Knowledge, Skills and Attitudes (KSA) required for airline competency.

Our Flight Deck Resilience and Professional Skills course aims to prepare you not only to meet these requirements, but also to develop an understanding of the reality of cockpit management through a study of real-world scenarios. This course is also designed to ensure that our students can demonstrate at interview that they have substantial understanding and experience of the Core Competencies assessed at airline interviews, through the development of a practical approach to evidence-based resilience training.

This unit will challenge you to develop the skills necessary to think under pressure, to be armed with the best strategies for threat and error management, and to understand the psychology of situation awareness and task-sharing. You will not only study the rationale behind aircraft standard operating procedures, but also the importance of applying theoretical and practical training to the unexpected and the unplanned.

The Area 100: KSA requirements are assessed by Approved Training Organisations (ATOs) before their final ATPL exam. Our Flight Deck Resilience and Professional Skills course goes far beyond these basic requirements and ensures that you have an evidence-based, thorough understanding of the reality of the decision-making process and the environment of the modern cockpit.

## Introduction to MCC

£99 with optional day  
in the sim for £275

Multi Crew Coordination Foundation Course.

The procedural skills that you will develop during your advanced flight training will ultimately lead to flight deck coordination processes that will become the foundation of all your future commercial flight operations. We believe in the benefit of introducing the concept and practice of these skills to you early, so that they can inform the approach that you are able to take during your advanced training.

This short course will give you a clear idea of how roles and responsibilities are assigned between the flight crew and how you will ultimately need to adapt your flight techniques to a busy cockpit. Through a genuine hands on experience of the flight deck, this course will help you anticipate how your ATPL studies and advanced training will ultimately relate to commercial multi crew cockpit management.

The course involves both interactive ground school where you will analyse real cockpit interactions and scenarios, and also the opportunity to join us in the simulator to experience the reality of commercial flight deck operations. This course is designed to be a foundation to the CPL, MEIR and APS/MCC, and to enable you to understand how and why course content is created.





## Crew Resource Management (CRM)

£149

Airlines are required to deliver Crew Resource Management to all crew on a regular basis, and during recruitment they will therefore be particularly eager to find applicants who already understand the basis of CRM and its effect on crew coordination and flight safety.

All airline crew applicants will apply with the minimum required training and qualifications, so airline recruitment involves an assessment of the additional skills and experience that you are able to bring. In a competitive marketplace, we want to ensure that you have the edge, and we therefore offer a full CRM course to students early in their training.

This course is designed to demonstrate to your future employer that you have considered the reality of the role of a commercial pilot, and that you are able to approach issues in a methodical and demonstrative manner, through an evidence-based, measured and professional approach to your role, using all your available resources.

The course includes a study of communication, leadership and followership, the recognition of hazardous attitudes, situation awareness, and error management, and will include case studies of incidents and accidents where CRM has been a major factor in the success or failure of aviation outcomes. This course will provide you with a full CRM qualification and you will be given a course certificate to supply as evidence of training to include with your future airline applications.

## Advanced Avionics

£99 with optional day  
in the sim for £275

Comparative Aircraft Systems.

Developments in cockpit technologies have led to a variety of methods by which automation has been integrated with manual processes. It is inevitable that you will need to work with a variety of systems throughout your career, and that these systems will be subject to updates and change.

This course compares 'conventional' and 'fly by wire' aircraft philosophies, using the Boeing 737-800 and the Airbus A320 as sample aeroplanes. We will investigate controls, automation and instrumentation and look at some of the key differences in both normal operations and in the event of system failures. This course is designed to consolidate and enrich your study of the ATPL Instrumentation subject which, in turn, will enhance your exam performance. We recommend that it is undertaken between your instrumentation lectures and taking the exam, but all aspiring commercial pilots will benefit, regardless of their stage of training.

This course will also give you a better starting point for your APS/MCC and subsequent Type Rating. Airline recruiters often expect that applicants have studied beyond the remit of the standard ATPL course, and look for evidence of further study. During a technical interview, you will invariably be asked to describe the systems of the airline's particular fleet, and this course is designed to support you in the necessary preparation. You will have the option of undertaking an additional day of 'hands-on' training in simulators for both aircraft types to really bring the topic to life.





# Air Accident Investigation

£99

Threat and Error Management.

Air Accident Investigations are conducted with the aim of preventing similar occurrences and to improve international safety standards and practices. In collaboration with representatives from the Air Accidents Investigation Branch (AAIB), you will learn how investigations are conducted, the lessons we have learned from past events, and the responsibility we have in the aviation industry for contributing to the mitigation of threats and errors and to the maintenance of a safety culture.

The miracle of the aviation industry is that, as you read this, right across the planet, multiple departments are working together seamlessly for every journey to succeed and for each company to be successful and thrive. For this to happen at all, let alone safely and comfortably, requires the highest level of coherence of operational procedure. These procedures have been devised over decades, sometimes following great tragedy. As a result, you are now inheriting the safest and most efficient procedures that the industry can provide.

This course considers a number of historic case studies and you will learn how pilots have responded to emergencies, and the outcomes that result. It is when we are facing an emergency that all of our previous training comes into focus, and we will hear from guest speakers, both pilots and investigators, to understand both technical and psychological insights into how differing approaches to our roles and responsibilities can keep our passengers safe.



# Airline Assessment Preparation Course

£299

Preparing the evidence needed for airline application.

To demonstrate the required Core Competencies at airline interview, you need to have spent significant time during your training developing the required evidence. To ensure that you are able to compete successfully for flight crew positions, it is therefore important that you fully understand how you will be assessed while you still have time to build the experience they require.

Airline Core Competencies refer to the substantial soft-skills that pilots must utilise to perform their roles safely and effectively, and this course is designed not only to introduce you to the assessment process, but also to help you build opportunities to develop the required evidence, and to articulate that evidence successfully in your applications and at interview.

The course will involve working with airline recruitment experts, practice with both group and individual assessments, an introduction to psychometric testing, and support in navigating a competency-based interview. You will also be offered support from our experts in CV writing and the process of tailoring your application to specific roles and employers.

We measure ourselves on the best employment outcomes for our students and we want to ensure that the significant time and money that you have invested in your training is realised in the best possible airline applications.





## Academic and Vocational Study

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We aspire to the best quality of teaching and learning for our students and we understand that our ambition to create the next generation of aviation professionals necessitates far more from our instructors than aviation knowledge and expertise. As reflective practitioners, we aspire to create a new gold standard, pedagogical approach to aviation training, improving quality of provision for all, whilst providing innovative career opportunities for those involved both within and without the aviation sector.

Airline employees require professional skills that go far beyond the technical components of their training. For this reason, airlines publish Core Competencies that are assessed at interview and are a measure of the soft skills that are required to be demonstrated by applicants. In many cases, these competencies correspond with those that would be required in a range of sectors and industries, and we recognise the existing wealth of talent that our colleagues would bring to non-aviation sectors.

We are currently working with a number of partners to create a genuine learning collaboration and, by creating a new gold standard for teaching and learning, we intend to support a new approach to aviation training that recognises the need for a true learner centred understanding of modern pedagogy to support the development of those in training.

We are introducing a range of higher qualifications specifically designed to allow clients to move between sectors during periods of low aviation recruitment, or to support clients whose circumstances have changed. We are launching new courses all the time and we are really looking forward to welcoming you to our Education Department, as each new course becomes available.



# GETTING TO KNOW US





# Accommodation

A variety of flexible accommodation options exist for our clients. Whereas some commute from home, others arrange shared accommodation, and some prefer to arrange private lodgings. We are able to provide support and information on accommodation options in the local area, and to put you in touch with other members of your crew to form house-share teams. The bonds that you form during your training will last a lifetime and we want to ensure that you are comfortable and secure as you engage with us.

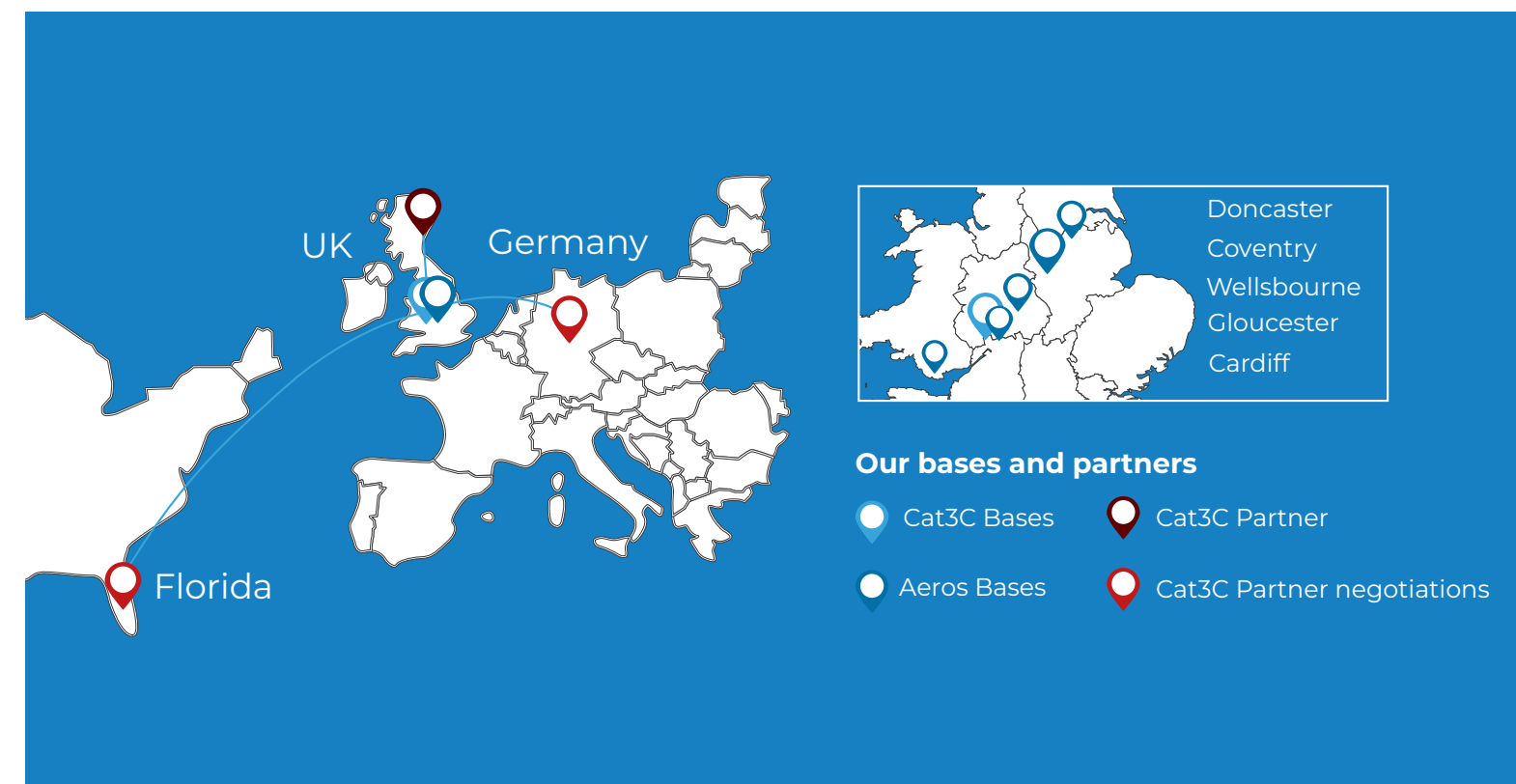


# On Location

Our academies offer a range of training locations across the UK, each in their own unique setting. With Aeros, you can learn in Cardiff, Coventry, Doncaster, Gloucester or Wellesbourne.

The Aeros Group has a truly international network. Our campus locations have a long history of providing commercial flight training to pilots throughout the aviation world, and we have a strong relationship with our airline colleagues. The Aeros Group is currently in the process of rapid expansion and negotiations continue to bring even more international centres into our family. We work with a number of partners to ensure we can provide the highest quality and most comprehensive training available.

The Cat3C headquarters, located on our Gloucestershire Airport campus, has seen a recent investment in state of the art technology to support blended learning, including touch screen 75 inch UHD streaming monitors in every classroom. This allows students to attend classes from all over the world, in addition to the provision of remote lectures for those affected by the pandemic, where appropriate. Our digital infrastructure allows our instructors to work from home and to support and observe our students to do likewise, when required.





## Cardiff

As the capital of Wales, Cardiff is a vibrant and exciting city, and the home of the Welsh parliament. The proximity to the coast allows for spectacular flights across Wales, Devon and Cornwall and into the Midlands.

Located at Cardiff International Airport a short drive from Cardiff Bay, you will have the opportunity to fly among commercial airline traffic and to experience the exciting challenges that come with transit through controlled airspace. There is no feeling in the world like being on final approach over the dramatic Welsh cliffs or to soar above the clouds on an IFR instruction flight.

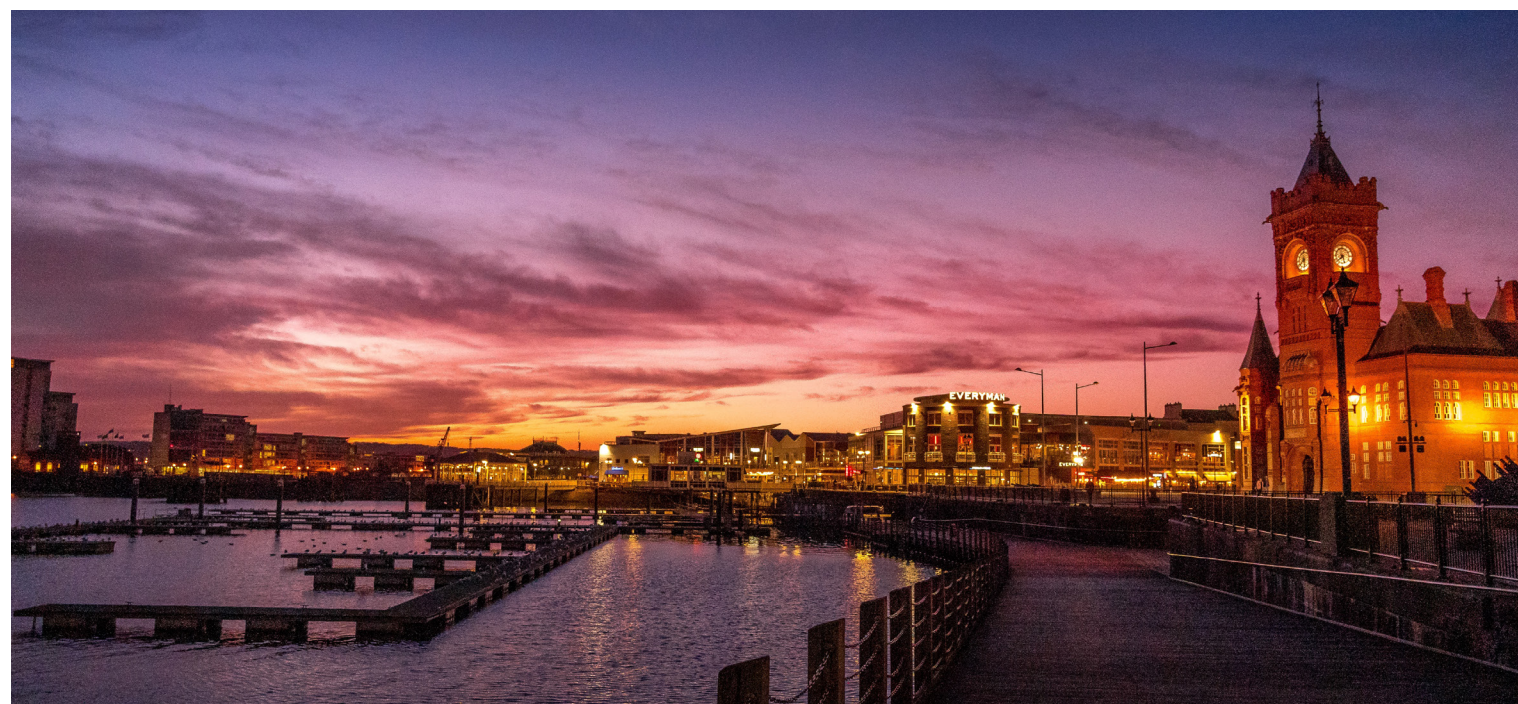


## Gloucester

Centrally located, Gloucestershire Airport is nestled between the Cotswolds and the Forest of Dean and is home to the main headquarters of Cat3C.

Gloucestershire is a perfect location for flight training, with full ATC and good balance of both controlled and uncontrolled air space. A short flight will take you over the Malvern Hills to Wales and Shropshire. Equally accessible is Cardiff and Birmingham International Airports, with London Oxford Airport frequently used for IFR details.

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## Coventry

Within touching distance of Birmingham International Airport, our Coventry base allows for instruction both within and without controlled airspace, and houses the Aeros Group main headquarters.

The metropolitan city of Coventry became the UK City of Culture 2021 and is due to be a host city for the 2022 Commonwealth Games. Our Coventry base is only one hour on the train from London. It is buzzing with activity and allows for flights into both the beautiful landscapes of Wales and the Midlands, as well as challenging flights to the South East and beyond.

## Doncaster

In the heart of Robin Hood country, Doncaster will always give you a warm Yorkshire welcome and is our primary hub for the north of England. Doncaster Sheffield Airport provides both international and regional flight services, so you will be in good company.

Flying over stunning countryside, it is easy to forget that our Doncaster campus is also only a short commute from both Manchester International and Leeds Bradford Airports.

## Wellesbourne

In the heart of Shakespeare country, Wellesbourne is a perfect jumping off point to London and the East of England. Students frequently visit Birmingham, Cambridge, and the famous Warwick Castle, and is the perfect location for both private flying and advanced training.

Advanced flight details often include Birmingham International, Gloucester and Cardiff International and local landmarks make it the perfect place to challenge yourself in preparation for commercial flight assessments.





# Engineering

We are incredibly lucky to have a team of exceptional engineers, who not only maintain hundreds of aircraft every year and keep us safe, but are also responsible for providing education and training to the next generation of aspiring Aircraft Technicians.

Aeros Engineering holds EASA Part 145, Part M, Subpart G & I and BCAR A8-25 approvals. We can support and manage any light aircraft, from private owners to AOC operators, including EASA Annex II.

For more information about Engineering and careers working with aircraft, our team are standing by to take your call.





# Military

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## Aeros are an ELCAS approved ATO and our provider ID is 1506

The MOD's Enhanced Learning Credits Scheme (ELC) promotes lifelong learning amongst members of the Armed Forces. The scheme provides financial support in the form of a single up-front payment in each of a maximum of three separate financial years.

You are reminded that ELC funding is only available for the pursuit of higher-level learning, i.e. for courses that result in a nationally recognised qualification at Level three or above on the National Qualifications Framework (NQF) (England, Northern Ireland and Wales), a Level six or above on the Scottish Credit and Qualifications Framework (SCQF) or, if pursued overseas, an approved international equivalent qualification with an approved learning provider.

For Aeros, this means that military personnel will be able to claim ELCAS credits to redeem against the cost of flight training with us.





**Are You Eligible?**

Before being eligible to make an ELC claim, individual scheme members must have completed no less than four years of eligible service to claim at the lower tier of funding (up to £1,000 per claim instalment) and eight years’ service for the higher tier (up to £2,000 per claim instalment). Only service accumulated since 1st April 2000, may be counted as eligible service for the purpose of the ELC Scheme.

You are entitled to make three ELC claims in total. You can only make one claim per financial year (1 April - 31 March). You can claim up to ten years after leaving the services. If you are claiming in the last year of the scheme eligibility, study must commence before the scheme expiry date.



**Military Conversions**

Aeros have successfully trained a number of military pilots converting their Military Pilot Licences into EASA Licences and Ratings. Due to the bespoke nature of each conversion, please contact us to find out how we can help you. In order to qualify for conversion, you must have completed the EASA ATPL(A) theoretical knowledge examinations before starting a conversion.



**Royal Air Force Sports Aircraft Association**

Aeros and RAFSAA have in place an agreement covering a range of partnership activities. This includes bespoke training advice on military to commercial credits and training pathways, support to RAFFCA members progressing to CPL and higher training and access to some of Aeros’ specialised training assessment capabilities.

We provide support and advice to RAFSAA’s members as they progress through their commercial training.

Aeros is the UK’s leading supplier of modular flight training courses. This allows students the flexibility to train at times they choose (seven days a week) and, with five EASA (European Aviation Safety Agency) approved locations, in many cases near to their homes.

We are delighted to be part of this arrangement and pleased that the RAFSAA have shown confidence in our courses and our reputation.



# Our Crew

We are proud of our colleagues and the expertise and experience that they bring. To provide the best service, we need the best team, and our colleagues are united in their investment in your careers. Every member of our community is committed to help you excel and achieve your highest aspirations.

Former airline pilots, instructors and educators work alongside specialist engineers, operations experts, recruitment professionals, experienced managers and administrators, and customer service leads to provide the gold standard that you require. As reflective practitioners, we are always working to improve, and we work collaboratively with our clients to inform our development.



**Aryan, Head of Education**

“Working with the team at Cat3C and Aeros is inspiring and the atmosphere is buzzing.

We know how important it is to listen carefully to our clients and we are continuously developing new programmes in response to our clients’ needs. This means that no two days are the same and it is great to work with a team that is genuinely invested in the work that they do.”



**Bill, Cat3C Head of Training**

“I’m a former British Airways captain, former Royal Air Force officer and hold a degree in Electronic and Electrical Engineering.

Throughout my career I’ve been heavily involved in training design and delivery and have held numerous management positions in both modular and integrated training organisations as well as the airlines.”





### Andy, Ground School Instructor

“Get to know other students, but also other more experienced pilots, both PPL and commercial - you’ll naturally meet these people over the course of your training.

By talking to them you find out that other people have faced similar challenges to you and often they have useful suggestions, or different ways of thinking about things that you might find very helpful.”



### Cat, Flight Instructor

“I still love taking students from their trial lessons into their PPL and beyond. I adore instructing, as it gives me the chance to infect people with my love of, and passion for, flying.

As a former British Airways Captain and their predecessor companies for 45 years, I amassed 31,000 flying hours, including 15,000 on Boeing 747s, before retiring in 2017, and it is imparting this experience on others that I enjoy most about when teaching others to fly.”



### Harry, Gloucester Operations Team

“Working for Aeros is incredibly rewarding. Seeing students succeed with their studies and progress up a level on the flight training ladder is really fulfilling.

There is a family atmosphere within the company, and everyone wants everyone to succeed. They make a real effort to personally know their staff and students, which from a large flight training organisation is incredible to have.”

### Aryan Arji, Head of Education

*“Everyone learns differently and, as reflective practitioners, we always have to be looking at ways we can innovate and adjust. We like to work on equal terms with clients – as colleagues – and we like to ensure that we always start with a shared vision of success.”*





# GETTING YOU HERE



## Funding

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Funding your training can be one of the most significant obstacles that our clients face. Periodically, external scholarships and bursaries become available, and we often receive information about specialist loan providers. Whereas some students benefit from financial support from friends and family, many will be in need of additional finance to complete their training. The flexibility of our programmes also allows clients to choose to combine their training with employment, and some use this kind of arrangement to finance their studies.

Although we are unable to offer regulated financial advice, we are always happy to point you in the right direction, and to connect you with appropriate organisations that may be able to help.





# Application

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We will always be happy to arrange a one-to-one discussion about your needs, or you may wish to attend one of our many Open Days throughout the country. We are able to accept applications continuously throughout the year, and one of our team will always be on hand to offer support and advice as you prepare to enter the exciting world of aviation.

For further information, and to begin your journey, contact us today.

Cat3C Sales Team

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All prices, packages, and conditions are correct at time of print. Please contact us for the most up-to-date prices.