

## Buying a new glider - some advice

Choosing the right new glider can seem like a nightmare, but if you follow these guidelines, the whole process will become much simpler.

If it is your first glider then you need to decide on your budget. Glider prices are for the wing alone, but you will need helmet, harness and pretty soon you are going to want a reserve chute and a vario, so make sure you budget for everything. Here is our potted guide to getting the right wing at the right price:

- **MAKE SURE YOU BUY THE CORRECT LEVEL WING.** This sounds simple but time and time again we see people getting over ambitious and buying something too advanced. Remember, paragliding is 90% a mind game and you can only perform at your best if you have 100% confidence in your glider. Even most of the DHV 1 gliders have ample performance for the average recreational flyer. Also remember that the lower the DHV category, generally the better the resale value in a couple of years.
- **MAKE SURE YOU GET THE RIGHT SIZE.** Again, sounds obvious, but we get many customers ringing to say they want an Advance Epsilon 5 (for example). When we chat with them it turns out that their weight in flight will put them between sizes. In this case **DO NOT** buy it! It doesn't matter how good a reputation the wing has, if its the wrong size it wont fly well for you. For DHV 1 wings try to be about 1/2 way up the weight range, for more advanced wings 2/3 or more up the range.
- **GET GOOD ADVICE.** Many schools and paragliding businesses sell only one or two brands, so will try to sell this to you even if there's something else that may be better for you. At Northern, we sell **EVERY** brand, so will help you pick wisely. We have been flying since time began so use our experience to help you.
- **NARROW DOWN THE CHOICE.** There are many manufacturers, all making good gliders so trying to rationalise your decision can be tricky. Our advice is to choose a brand with a good reputation and/or with a good importer who will give you good after sales service. This may not necessarily be the cheapest wing at the outset, but will almost certainly be easier to sell on and you have a better chance of a good outcome in a warranty issue. We offer gliders from 12 manufacturers, so if a manufacturer isnt among them, you need to ask yourself why!
- **TEST FLYING.** There is no point coming to us with a long list of wings that you want to test fly. It is almost impossible to objectively test fly more than 2 or 3 wings as this is the realistic maximum on a given day. Ideally you need to fly wings on the same day to get an objective impression. Our advice is narrow your choice to a max of 2, then try to fly them the same day.
- **TAKE THE PART EXCHANGE OPTION.** It is extremely rare that you can buy a new wing, then sell your old one and end up better off than doing a part exchange with your old wing. Please ask us for a quote **BEFORE** going for what might appear to be a good deal elsewhere. Your old wing rotting in your cupboard is a shame and a waste of money!! However, if you do sell your old wing first, we will do a good deal on a straight sale.
- **BUY AS A PACKAGE.** If you are looking for a full set of gear, then buy it as a package - you will get a better price this way.

Above all, don't for get that we are always willing to offer you advice, so speak to us!