



BoydGroup INTERNATIONAL, INC.

Move Your Planning Capabilities To  
The New Standard In Analytical Firepower

Airports:USA®

**DATAMINER**

Data & Market Intelligence For  
Aviation Professionals



# Welcome To Airports:USA® DATAMINER™

We'd like to acquaint you with the world's most powerful and easy to use aviation source of aviation data and market intelligence – DataMiner from Boyd Group International. It is truly the new standard.

Traditional sources of data just take government numbers and publish them as-is, including reporting errors and all. Other sources sometimes make a half-hearted attempt to address errors, but do so with methodologies that are nowhere near compatible with the realities of today's aviation industry. DataMiner addresses these issues.



DataMiner is true  
Analytical Firepower

On the following pages are examples of key reports that can be exceptionally valuable in gaining the market intelligence and planning insight you need. They are only a few of the hundreds that DataMiner can produce. Because the system is very comprehensive, give us a call if you have questions on reports that are not shown in this document.

DataMiner has been designed for intuitive and easy use. You need data quickly and time-effectively, so navigating through arcane entry pages isn't productive. We've addressed that with easy, step-by-step entry. And we've addressed it further with reports that have clear headers, can be sorted right away on the screen, and can be downloaded to a range of software and formats. DataMiner is more sophisticated than other sources. It does not just regurgitate a spreadsheet that you have to waste time figuring out..

Some of the reports are exclusive to DataMiner. One, for example, is the Hub Connect/Contribution Report, which gives the feed performance of your airport through and beyond each hub served. Another is load factors by airline brand, instead of certificated operator, not to mention by aircraft type as well. These are just the start.

Please review this outline and see how it can give you the Analytical Firepower™ you need to plan for the future and get ahead of the competition. Then, give us a call to see about a free trial subscription..

**Boyd Group International**

78 Beaver Brook Canyon Road  
Evergreen, Colorado 80439 (303) 674-2000 [www.AviationPlanning.com](http://www.AviationPlanning.com)

**BoydGroup** INTERNATIONAL, INC.

# The 1960s Were Great

But not when it comes to needing 21<sup>st</sup> century aviation data...



The fact is that the DOT/BTS reporting systems were designed for, and still reflect, the airline industry of 40 years ago.

That's why the raw data is often zip codes away from air service reality. Unfortunately, other sources of aviation data just repeat DOT/BTS data with the same reverence as if Moses dropped them off on his way home from Mt. Sinai.

Airports:USA® DataMiner understands that while the DOT reporting system hasn't changed much, the airline industry has. Our powerful software scrubs the data for mis-reports and bad data. No other source is as accurate as DataMiner™ - Please read on...

## Major Issues: Raw BTS/DOT Data...



The airline industry has evolved and moved on...

BTS reporting processes and approaches to data reporting have not.

DOT reporting system was designed to track certificated operators...

Today, the US airline system is comprised of airline brands that are combinations of certificated operators...

So, much of the data are Balkanized and much of the data do not reflect realities of the airline industry

Reporting errors are rife – algorithms for itinerary break points often mis-report traffic

Code-sharing can cause real issues – US Airways mis-represented as an operating carrier at AMA, etc

GAO noted this and recommended changes. In 1997.

Yet other data sources still pass on this data, errors and all

## That's why you need to switch to DataMiner

## Example: How Raw Data Simply Can Be Ridiculously Wrong



BGR Air Service  
3Q 2009

System Carrier	Enplanements	Connecting
US	29,858	334
DL	28,086	853
CO	2,523	45

DOT Data Says 1,232 made connections at BGR

The data is bogus – due to reporting errors and faulty itinerary breaks that show “connections” at places like BGR, GTF and DRO.

Yet, this is the type of data others will sell you...

Okay. It's time to review a better source of aviation data. One that reflects today's industry

# Let's Start... Type In [www.AirportsUSADataminer.com](http://www.AirportsUSADataminer.com).. That'll Take You To The Entry Page...

Welcome to Airports:USA Dataminer - Internet Explorer provided by Dell

https://www.airportsusadataminer.com/airportsusa/

File Edit View Favorites Tools Help

Welcome to Airports:USA Dataminer

### Welcome To Aviation's Most Advanced Analytical Data Source

Airports:USA® DataMiner™ is the new standard for strategic aviation planning. This is the only source that not only provides data, but allows you to immediately analyze the information right on the screen, with easy-to-read downloadable reports. Airports:USA® DataMiner™ runs on Microsoft SQL Server® 2008 which is one of the world's most advanced database solutions. SQL Server® 2008 gives us the flexibility to create custom solutions that give our customers persuasive insight into the aviation environment.

The data are compiled independently and sourced. The information is then reviewed and integrity-filtered by aviation professionals at Boyd Group International. No other source of industry data is as complete, as accurate, or as easy to use.

## Airports:USA

### DATAMINER™

**TOOLS**  
INTRODUCTION & HOW TO SUBSCRIBE  
FREE TRIAL  
SUBSCRIBER UPDATE  
INTERACTIVE CAPACITY MAP

## BoydGroup

INTERNATIONAL

**Log In**

User Name:

Password:

Remember me next time.

Done

Internet | Protected Mode: On

Just enter your user name and password –  
It's all lower case

Next, there'll be the inevitable terms page to accept or decline...  
Then you'll be given the Gateway Page

## The Gateway Screen – Easy To Navigate To The Data You’re Seeking

The Boyd Group - AirportUSA Dataminer - Internet Explorer provided by Dell  
https://www.airportsusadataminer.com/airportsusa/Dataminer/EZMenu.aspx

File Edit View Favorites Tools Help

★ Favorites | ★ Suggested Sites | Web Slice Gallery

The Boyd Group - AirportUSA Dataminer

# Airports:USA® DATAMINER

The Most Powerful Source For Aviation Information

Airports:USA® is an exclusive and integral part of the consulting services offered by Boyd Group International, Inc., providing our clients with data, futurist forecasts and trend analyses that give them the competitive edge.

**HOME**  
**TOUR**  
**FREE TRIAL**  
**TOOLS**

How To: Sort in Excel

**Forecast**

TRADITIONAL MAIN MENU

**CONTACT US**

Welcome to **The New Source For Aviation Data.**  
To start, please disable any pop-up blockers

This page provides quick access to the most-requested data reports. Just click on the report name, and it'll take you right to the data entry form. This quick menu page will meet the needs of most subscribers, but you can also click on the right to go to the main menu page, if you want more specific reports.

[AIRPORT QUICK REPORT MENU](#)

**Airport Traffic, Market, & Revenue Reports**

[Airport O&D Report](#)

Several customizable reports listing a selected airport's traffic to and from markets across the nation. Includes key data such as average gross fares paid, average fares net yield, and more.

Request data for one or several markets, or ALL of an airport's O&D markets. You can also just ask for a certain number (for example, the top 25). Request traffic to all three -- or four -- New York airports, or those in the Los Angeles Basin. Do it by as many quarters as you need, too. Reports can be sorted by several parameters on-screen and downloadable as well.

Welcome mikeb please click to [Logout](#).

[Airports:USA@ Forecasts](#)

[AviationPlanning.com](#)  
Boyd Group International Website

The Gateway Screen lists all of the data categories – Airport Data, Airline Data, Financial Data, plus Schedule Data.

The objective is to make the program as easy to use as possible, with each data category having a separate identification icon.

Just click on the icon, and you go to an easy entry page...

The next slides show the most of the icons, and give examples of the reports they'll display.

Each icon page gives a simple explanation of what data you can extract.

There are literally hundreds of potential reports, all can be sorted right on the screen, and all can be downloaded to a spreadsheet, too.

Scroll down the page and you'll find descriptive icons for each section

# Every Report Has Extensive Information With Formatted, Labeled Data Categories

## Airports:USA<sup>®</sup> DATA MINER

### Airport Top Markets O&D

In and Outbound		2009Q1 to 2009Q1			Airport: LAX			Markets: All					
Minimum Daily Psgr 0.00		Minimum Net Fare \$0.00			Minimum Coupon Miles 0		Minimum Coupon Yield 0 Cents		Data is sourced and analyzed from US DOT information and is assumed to be reasonable, but is not guaranteed.				
Rank	Market	Psgr	PDEW	% Originating	Gross OW Fare	Net OW Fare	% of Pas	Net Rev.	Nonstop Yield	Ticket Yield	Avg. Ticket Miles	Efficiency	
1	JFK	447,296	2,485.0	47.80%	\$281.86	\$252.12	6.94%	\$101,799,255	10.22¢	10.14¢	2,486	99.24%	
2	SFO	430,130	2,389.6	50.43%	\$87.26	\$71.43	6.67%	\$30,228,837	21.20¢	21.08¢	339	99.44%	
3	LAS	237,076	1,317.1	71.84%	\$103.94	\$87.01	3.68%	\$19,990,244	37.03¢	36.85¢	236	99.54%	
4	SEA	234,229	1,301.3	36.32%	\$117.99	\$99.05	3.63%	\$22,095,704	10.33¢	10.27¢	964	98.93%	
5	DEN	213,479	1,186.0	42.57%	\$138.18	\$118.40	3.31%	\$23,958,364	13.71¢	13.61¢	810	98.83%	
6	ORD	207,873	1,154.8	37.34%	\$212.05	\$186.36	3.22%	\$35,485,918	10.72¢	10.48¢	1,779	97.78%	
7	HNL	203,033	1,128.0	70.44%	\$249.15	\$221.65	3.15%	\$40,725,364	8.69¢	8.64¢	2,567	99.35%	
8	IAD	202,559	1,125.3	50.62%	\$248.25	\$220.08	3.14%	\$41,772,957	9.65¢	9.53¢	2,309	98.80%	
9	OAK	166,912	927.3	42.90%	\$99.59	\$82.95	2.59%	\$13,248,404	24.69¢	24.56¢	338	99.49%	
10	PHX	165,900	921.7	50.33%	\$113.78	\$96.10	2.57%	\$15,289,744	26.04¢	25.87¢	371	99.34%	
Filter	<b>Totals</b>	<b>2,508,487</b>	<b>13,936.0</b>	<b>50.01%</b>	<b>\$167.53</b>	<b>\$145.72</b>	<b>38.90%</b>	<b>\$344,586,791</b>	<b>11.78¢</b>	<b>11.66¢</b>	<b>1,249</b>	<b>99.00%</b>	
	<b>Totals</b>	<b>6,448,126</b>	<b>35,822.9</b>	<b>45.94%</b>	<b>\$193.34</b>	<b>\$167.78</b>		<b>\$1,005,329,209</b>	<b>11.28¢</b>	<b>10.91¢</b>	<b>1,538</b>	<b>96.75%</b>	

The number of passengers traveling LAX to JFK and JFK to LAX on all carriers and all routes (LAX:JFK, LAX:DFW:JFK, etc.)

The percent of passengers originating in LAX area

Market as a percent of Airport's Total Passengers

**NS Yield**  
Average net fare divided by non-stop (LAX-JFK) air miles.

**Ticket Yield**  
Average net fare divided by average market miles traveled.

The most efficient market equals 100% which is a direct line of flight. The lower the percent the more extra miles passengers must fly to get to their destination.

**Passengers Daily Each Way**  
The average number of passengers traveling one-way between two airports in a single day

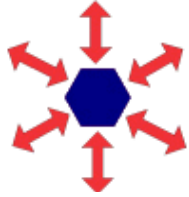
**Gross Fare Paid** includes airfare and taxes, PFCs, security and other fees.  
**Net Fare** is the airfare only.

Revenue to the Airline  
Taxes and fees are not included.

Average number of miles passengers flew between LAX & JFK including all routings.

## Determine Your Airport's O&D

### Airport O&D Report



To get to his page, click this icon on the Gateway

This report provides O&D data between two airports, or, depending on your subscription level, between a set of airports and another single airport, or between two sets of airports. You can also specify only the Top XX markets, or All markets. The report provides passengers, PDEW, gross & net fares and yields, percent originations, and routing efficiency.

#### Time Criteria

Start Year  Start Quarter   
End Year  End Quarter

#### Airport Criteria

Select  Single or  Multiple Airports  
Airport

#### Market Criteria

Select markets or  Top  Markets

#### Filter Criteria

Minimum Passengers  
  
Minimum Fare

### Top 25 Airport O&D Market Report

This is for all airlines for all O&D markets, or just those you want to see.

Enter the start year and the start year quarter....  
Wait a second for the system to respond...

Enter the end year and the end year quarter...  
Enter the airport code

Click the button in front of "Top"

From the drop-down menu, click the number of markets you want... Or, if you click "Select Markets" you can then enter just the markets you want to see...

Move down and click on the Generate Report button.

**Always watch for the red advisories regarding when the system is retrieving data.**

## Determine Your Airport's O&D

Download to a spreadsheet, if you wish

Navigation controls: 1 of 1, 90%, Find | Next, **Select a format** (circled in red), Export, and printer icons.

### Airports:USA DATA MINER

#### Airport Top Markets O&D

In and Outbound		2008 Q4 to 2009 Q3			Airport: FAT		Markets: All						
Minimum Daily Psgr 0.00		Minimum Net Fare \$0.00			Minimum Coupon Miles 0		Minimum Coupon Yield 0 Cents			Data is sourced and analyzed from US DOT information and is assumed to be reasonable, but is not guaranteed.			
Rank	Market	Psg	PDEW	% Originating	Gross OW Fare	Net OW Fare	% of Pax	Net Rev.	Nonstop Yield	Ticket Yield	Avg. Ticket Miles	Efficiency	
1	LAS	130,579	178.9	75.13%	\$74.50	\$59.50	12.61%	\$7,648,794	23.13¢	22.70¢	262	98.17%	
2	SEA	61,833	84.7	52.22%	\$170.89	\$146.69	5.97%	\$8,521,352	19.61¢	18.48¢	794	94.22%	
3	PHX	46,284	63.4	60.56%	\$175.41	\$152.15	4.47%	\$6,885,422	30.91¢	29.95¢	508	96.89%	
4	DFW	42,201	57.8	50.29%	\$260.57	\$229.40	4.07%	\$8,539,666	17.52¢	16.96¢	1,353	96.80%	
5	DEN	36,268	49.7	52.51%	\$240.05	\$208.24	3.50%	\$6,902,246	24.76¢	21.85¢	953	88.23%	
6	POX	33,690	46.2	50.81%	\$180.79	\$156.07	3.25%	\$4,938,464	24.93¢	22.87¢	682	91.74%	
7	ORD	31,743	43.5	66.25%	\$256.64	\$219.04	3.06%	\$6,385,006	12.70¢	11.33¢	1,933	89.20%	
8	MSP	30,673	42.0	49.61%	\$192.44	\$159.50	2.96%	\$4,803,236	10.75¢	9.37¢	1,703	87.15%	
9	LAX	29,461	40.4	44.72%	\$206.57	\$182.44	2.84%	\$5,135,701	87.20¢	86.85¢	210	99.61%	
10	SAN	28,501	39.0	58.64%	\$146.71	\$117.12	2.75%	\$3,275,116	37.30¢	31.95¢	367	85.65%	
<b>Filer</b>	<b>Totals</b>	<b>471,232</b>	<b>645.5</b>	<b>59.83%</b>	<b>\$164.73</b>	<b>\$140.30</b>	<b>45.50%</b>	<b>\$63,035,004</b>	<b>20.68¢</b>	<b>19.09¢</b>	<b>735</b>	<b>92.34%</b>	
	<b>Totals</b>	<b>1,035,728</b>	<b>1,418.8</b>	<b>58.88%</b>	<b>\$224.52</b>	<b>\$192.28</b>		<b>\$187,202,827</b>	<b>15.33¢</b>	<b>13.97¢</b>	<b>1,377</b>	<b>91.11%</b>	

Pax/Daily Pax includes Zero Fare Passengers. Fare Values exclude those passengers.

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Page 1 of 1

**Top 10 Airport O&D Market Report.** Here, we asked for Fresno's top 10 O&D markets for the full year ending 3Q 2009. The top ten are totaled, and below that are the totals for all markets at FAT as well. Note that the data can be sorted on the screen by clicking on the small arrows next to the headers. It can also be down-loaded to a spreadsheet as well as other formats.

# T-100

## Raw T-100 Segment Data

This is NOT O&D. Just the number of passengers on the airplane when it's in the sky, regardless of where they boarded or their itinerary. This raw data requires a strong knowledge of the airline industry.

To get to his page, click this icon on the Gateway

- ▼ Onboard Load Factors
  - ▶ All Operations by Operator and Aircraft Type
  - ▶ **Load Factors by Segment In and Out**
  - ▶ Operator Load Factor By Aircraft At Airport
  - ▶ Segment Load Factor By Airline Brand
  - ▶ Key Segment Matrix By Operator
  - ▶ Airline Nonstop Segment Overlap
  - ▶ Directional Enplanement Trend
  - ▶ Directional Deplanement Trend
  - ▶ National Enplanement Trend
  - ▶ Enplanements with Originations
- ▼ Summaries
  - ▶ Operator Performance Matrix
  - ▶ Airline Brand Performance Matrix
  - ▶ Matrix By Airline Brand By Metric
- ▼ Maps
  - ▶ USA Map
  - ▶ World Map
- ▼ Internal Reports
  - ▶ Segment Service History by Airline
  - ▶ Carrier Trend
  - ▶ Directional System Carrier Trend

Start Year  Start Month   
End Year  End Month   
Airport   
Carrier  All  
 AirTran Airways Corporation  
 Alaska Airlines Inc.  
 Allegiant Air  
 American Airlines  
Segments   
Minimum Operations

Generate Report

Clear Form

How to Enter Airport & Segment Codes:  
For single airport simple enter the code: e.g. MCO  
Separate multiple airport codes with a comma e.g. MCO, DEN  
For all segments enter the code: All

Most recent domestic segment data October 09. Most recent international segment data: July 09. To see all departures, even potential one off flights, enter 0 for Minimum Departures.

Click "Load Factors By Segment In & Out"

The right side of the entry screen will then appear for this option. **UNLIKE OTHER DATA, T-100 IS REPORTED BY MONTH, NOT QUARTER.** So enter the start year and the start month. Do the same with the end year and end month.

Then enter the airport. Wait a moment. DataMiner will shortly provide a list of the certificated operators which had flights at that airport for the period chosen. (Note: NOT combined by carrier brand). Click on "All"

Type "ALL" in the Segments. In Minimum Operations we'd suggest typing in a low number – 10 or 15. This will cull out the diversions and other on-off operations, Remember, T-100 includes ALL flights in and out by air carriers regardless.

Hit Generate Report.

**Always watch for the red advisories regarding when the system is retrieving data.**

# Raw T-100: It's Not By Airline... & You Need To Know The Airline Industry...

## Airports:USA® DATA MINER

Raw data reports by certificated carrier, not airline brand. SkyWest & Shuttle America carried United passengers

Load Factor By Segment In & Out												
2009M1 to 2009M3		Airport: DEN			Carriers: All			Minimum Operations: 0				
City	Carrier	Aircraft Type	Inbound Psgr	Outbound Psgr	Total Psgr	Inbound Seats	Outbound Seats	Total Seats	Load Factor	Arrivals	Departures	Total Ops
<input checked="" type="checkbox"/> ABQ			74,769	75,031	149,800	124,291	123,822	248,113	60.4 %	1,126	1,127	2,253
	<input type="checkbox"/> United Air Lines Inc.		13,460	12,931	26,391	21,256	21,316	42,572	62.0 %	164	164	328
	<input type="checkbox"/> Skywest Airlines Inc.		10,235	10,804	21,039	13,098	12,864	25,962	62.0 %	60	1	61
	<input type="checkbox"/> Shuttle America Corp.		3,031	2,925	5,956	3,850	3,850	7,700	62.0 %	7	7	14
	<input type="checkbox"/> Frontier Airlines Inc.		23	20	43	20	20	40	62.0 %	8	8	16
	<input type="checkbox"/> Southwest Airlines Co.		24	72	96	72	88	160	62.0 %	8	8	16
<input type="checkbox"/> ADW								168	25.6 %	1	0	1
	<input type="checkbox"/> USA 3000 Airlines		43	0	43	168	0	168	25.6 %	1	0	1
<input type="checkbox"/> AIA			278	6	284	1,140	19	1,159	24.5 %	60	1	61
	<input type="checkbox"/> Great Lakes Airlines		278	6	284	1,140	19	1,159	24.5 %	60	1	61
<input type="checkbox"/> ALS			1,308	1,315	2,623	4,161	4,085	8,246	31.8 %	219	215	434
	<input type="checkbox"/> Great Lakes Airlines		1,308	1,315	2,623	4,161	4,085	8,246	31.8 %	219	215	434
<input type="checkbox"/> AMA			14,863	15,176	30,039	22,896	24,362	47,258	63.6 %	168	178	346
	<input type="checkbox"/> Southwest Airlines Co.		14,863	15,176	30,039	22,896	24,362	47,258	63.6 %	168	178	346
<input type="checkbox"/> ASE			52	72	124	30	72	102	34.7 %	10	10	20
	<input type="checkbox"/> Lynx Aviation d/b/a Frontier Airlines		10	30	40	30	30	60	34.7 %	10	10	20
	<input type="checkbox"/> Skywest Airlines Inc.		41,972	59,150	101,122	61,946	61,742	123,688	34.7 %	10	10	20

One-off operations are reported – even if empty

Another reason this should not be used by amateurs or small children.... 60 arrivals, but only one departure? Yes, because Great Lakes operates this market on a round-robin routing with PIR

It's seats occupied on the segment, not O&D

The actual DEN-AMA O&D on Southwest was just 9,431. The rest of the 30,039 people were riding through AMA

**T-100**

To get to his page, click this icon on the Gateway

## Load Factors By Airline System,

### Only DataMiner Gives Real Airline Load Factors

This will give valuable perspective regarding markets where an airline system may be weak. Particularly valuable in monitoring load factors in times when fuel cost is putting pressure on the bottom line

- ▼ Onboard Load Factors
  - ▶ All Operations by Operator and Aircraft Type
  - ▶ Load Factors by Segment In and Out
  - ▶ Operator Load Factor By Aircraft At Airport
  - ▶ **Segment Load Factor By Airline Brand**
  - ▶ Key Segment Matrix By Operator
  - ▶ Airline Nonstop Segment Overlap
  - ▶ Directional Enplanement Trend
  - ▶ Directional Deplanement Trend
  - ▶ National Enplanement Trend
  - ▶ Enplanements with Originations
- ▼ Summaries
  - ▶ Operator Performance Matrix
  - ▶ Airline Brand Performance Matrix
  - ▶ Matrix By Airline Brand By Metric
- ▼ Maps
  - ▶ USA Map
  - ▶ World Map
- ▼ Internal Reports
  - ▶ Segment Service History by Airline
  - ▶ Carrier Trend
  - ▶ Directional System Carrier Trend

Start Year  Start Month

End Year  End Month

Airport

Carrier

- All
- AA
- B6
- CO
- DL
- F9

Segments

Minimum Departures

Generate Report

Clear Form

How to Enter Airport & Segment Codes:  
For single airport simple enter the code: e.g. MCO  
Separate multiple airport codes with a comma e.g. MCO, DEN  
For all segments enter the code: All

Most recent domestic segment data October 09. Most recent international segment data: July 09. To see all departures, even potential one off flights, enter 0 for Minimum Departures.

## A DataMiner Exclusive

Click "Load Factors By Airline Brand"

The right side of the entry screen will then appear for this option. UNLIKE OTHER DATA, T-100 IS REPORTED BY MONTH, NOT QUARTER. So enter the start year and the start month. Do the same with the end year and end month.

Then enter the airport. Wait a moment. DataMiner will shortly provide a list of airline systems that had flights at that airport for the period chosen. Click on "All"

Type "ALL" in the Segments. In Minimum Operations we'd suggest typing in a low number – 10 or 15. This will cull out the diversions and other on-off operations, Remember, T-100 includes ALL flights in and out by air carriers regardless.

Hit Generate Report.

**Always watch for the red advisories regarding when the system is retrieving data.**

## Load Factors By Airline System At SLC

**Airports:USA DATA MINER**

System Load Factor By Airline Brand												
2008M11 to 2009M10		Airport: SLC			Carriers: All				Minimum Operations: 0			
City	Carrier	Aircraft Type	Inbound Pax	Outbound Pax	Total Pax	Inbound Seats	Outbound Seats	Total Seats	Load Factor	Arrivals	Departures	Total Flights
<input type="checkbox"/> ABI			0	128	128	0	140	140	91.4 %	0	1	1
	<input type="checkbox"/> AA		0	128	128	0	140	140	91.4 %	0	1	1
<input type="checkbox"/> ABQ			111,710	107,730	219,440	156,832	156,121	312,953	70.1 %	2,186	2,182	4,368
	<input type="checkbox"/> DL		77,294	74,808	152,102	92,506	92,992	185,498	82.0 %	1,712	1,720	3,432
	<input type="checkbox"/> WN		34,314	32,922	67,236	64,186	63,129	127,315	52.8 %	473	462	935
	<input type="checkbox"/> AA		102	0	102	140	0	140	72.9 %	1	0	1
<input type="checkbox"/> ACV			18,339	18,308	36,647	27,000	26,850	53,850	68.1 %	540	537	1,077
	<input type="checkbox"/> UA		18,339	18,308	36,647	27,000	26,850	53,850	68.1 %	540	537	1,077
<input type="checkbox"/> AFW			0	126	126	0	140	140	90.0 %	0	1	1
	<input type="checkbox"/> AA		0	126	126	0	140	140	90.0 %	0	1	1
<input type="checkbox"/> ALB			0	172	172	0	184	184	93.5 %	0	1	1
	<input type="checkbox"/> DL		0	172	172	0	184	184	93.5 %	0	1	1
<input type="checkbox"/> AMA			38	38	76	76	50	126	60.3 %	1	1	2
	<input type="checkbox"/> DL		38	38	76	76	50	126	60.3 %	1	1	2
<input type="checkbox"/> ANC			75,669	73,012	148,681	86,926	86,918	173,844	85.5 %	475	475	950
	<input type="checkbox"/> DL		75,669	73,012	148,681	86,926	86,918	173,844	85.5 %	475	475	950
<input type="checkbox"/> ASE			4,962	3,438	8,400	10,076	9,590	19,666	42.7 %	144	137	281
	<input type="checkbox"/> WN		4,962	3,438	8,400	10,076	9,590	19,666	42.7 %	144	137	281

Major carriers shift where they use small jet providers (“regional airlines” like Shuttle America). Therefore it’s more productive to know how airline brands are doing in given markets. Airports:USA DataMiner gives this information. It also gives this data by aircraft type... Next Slide, please...

## Load Factors By Airline System AND Aircraft Operated At SLC

**Airports:USA DATA MINER**

System Load Factor By Airline Brand												
2008M11 to 2009M10		Airport: SLC			Carriers: All			Minimum Operations: 0				
City	Carrier	Aircraft Type	Inbound Pax	Outbound Pax	Total Pax	Inbound Seats	Outbound Seats	Total Seats	Load Factor	Arrivals	Departures	Total Flights
<input type="checkbox"/> ABI			0	128	128	0	140	140	91.4 %	0	1	1
	<input type="checkbox"/> AA		0	128	128	0	140	140	91.4 %	0	1	1
<input type="checkbox"/> ABQ			111,710	107,730	219,440	156,832	156,121	312,953	70.1 %	2,186	2,182	4,368
	<input type="checkbox"/> DL		77,294	74,808	152,102	92,506	92,992	185,498	82.0 %	1,712	1,720	3,432
		CRJ-700	17,385	16,720	34,105	21,350	21,560	42,910	79.5 %	305	308	613
		CRJ 200/440	58,197	56,459	114,656	68,800	69,000	137,800	83.2 %	1,376	1,380	2,756
		CRJ 900	2,712	1,629	3,341	2,356	2,432	4,788	69.8 %	31	32	63
	<input type="checkbox"/> WN		34,314	32,922	67,236	64,186	63,129	127,315	52.8 %	473	462	935
	<input type="checkbox"/> AA		102	0	102	140	0	140	72.9 %	1	0	1
<input type="checkbox"/> ACV			18,339	18,308	36,647	27,000	26,850	53,850	68.1 %	540	537	1,077
	<input type="checkbox"/> UA		18,339	18,308	36,647	27,000	26,850	53,850	68.1 %	540	537	1,077
<input type="checkbox"/> ABQ			0	128	128	0	140	140	91.4 %	0	1	1

Here, we've clicked on Delta in the ABQ market... This can be very valuable information in determining when a carrier may need to add or pull back on aircraft gauge in a given market. Note the load factors on the SLC-ABQ segment as equipment gets larger. This would indicate additional scrutiny regarding both feed plumbing into the hub and the elasticity of the ABQ market from cities in the DL/SLC system.



To get to his page, click this icon on the Gateway

## Compare Departures & Capacity For Two Time Periods

Track and anticipate changes in airline departures and capacity. Monitoring this can be an early warning system that will identify where airline planners may be applying the red pen.

- ▼ Schedule Data
  - ▶ Quick Schedule
  - ▶ Single Day
  - ▶ Time Period
  - ▶ Flight Line
- ▼ Connection Analysis
  - ▶ Origin/Dest
- ▼ Banks Analysis
  - ▶ Ops By Hour Over Time
  - ▶ Seats By Hour Over Time
  - ▶ Detailed Banks
- ▼ Schedule Compare/ Analysis
  - ▶ All Carriers
  - ▶ All Airports
  - ▶ **Airport Drill Down**
  - ▶ Airport Drill Down with Aircraft
  - ▶ Carrier By Airport
  - ▶ Carrier By Aircraft
- ▶ Service Pattern Trend
- ▶ Service Pattern Trend - Seats
- ▶ Detailed Market Summary
- ▶ Market Summary
- ▶ Operations Summary
- ▼ Schedule Maps
  - ▶ US Map
  - ▶ North America Centered World Map
  - ▶ Caribbean

Generate Report

Clear Form

Start Date	End Date
07-01-09	09-30-09
Start 2nd Date Range	End Second Date Range
07-01-10	09-30-10
Airport	
MSY	

Click "Airport Drill Down" – This report will compare departures by destination and capacity by airline system.

The right side of the entry screen will then appear for this option Enter the start dates and the end dates for the period you want to compare

In the example, we're comparing the third quarter schedules an capacity 09 v 10 for New Orleans

Then enter the airport. Wait a moment.

Hit Generate Report.

Most recent schedule update January 13th, 2010.

The world map will only draw international segments. Therefore carriers without international segments will not appear.

Multiple carriers and airports should be entered with a comma followed by a space. E.G. MCD, DEN or DL, WN. No comma should be entered after the last code.

Connections Builder is designed to show all connections between two cities. Please refrain from entering "All" in either

**Always watch for the red advisories regarding when the system is retrieving data.**

## Comparing Schedules & Capacity At MSY

Airports:USA® DATA MINER

### Schedule Compare: Airport Drill Down

Airport: MSY									
Carrier	Dest	Departures				Seats			
		7/1/2009 - 9/30/2009	7/1/2010 - 9/30/2010	Change	% Change	7/1/2009 - 9/30/2009	7/1/2010 - 9/30/2010	Change	% Change
<b>AA</b>		1,464	1,099	(365)	-24.9%	167,392	149,628	-17,764	-10.6%
	DFW	549	547	(2)	-0.4%	77,452	76,580	-872	-1.1%
	MIA	276	276	0	0.0%	40,848	40,848	0	0.0%
	ORD	275	276	1	0.4%	33,076	32,200	-876	-2.6%
	STL	364		(364)	-100.0%	16,016		-16,016	-100.0%
<b>F9</b>			92	92			12,144	12,144	
	DEN		92	92			12,144	12,144	
<b>WN</b>		3,042	3,446	404	13.3%	413,619	469,747	56,128	13.6%
	BHM	169	184	15	8.9%	23,063	25,208	2,145	9.3%
	BNA	211	262	51	24.2%	28,802	35,894	7,092	24.6%
	BWI	92	171	79	85.9%	12,019	23,427	11,408	94.9%
	DAL	519	524	5	1.0%	71,103	71,788	685	1.0%
	DEN	92	183	91	98.9%	11,914	25,071	13,157	110.4%
	FLL	137	184	47	34.3%	18,769	25,208	6,439	34.3%
	HOU	844	849	5	0.6%	114,443	116,313	1,870	1.6%
	LAS	183	170	(13)	-7.1%	25,071	23,290	-1,781	-7.1%
	MCO	348	367	19	5.5%	47,676	50,264	2,588	5.4%
	MDW	92	92	0	0.0%	12,124	12,604	480	4.0%
	PHX	92	92	0	0.0%	12,604	12,604	0	0.0%
	STL		92	92			11,434	11,434	
	TPA	263	276	13	4.9%	36,031	36,642	611	1.7%
<b>Total</b>		<b>10,388</b>	<b>10,773</b>	<b>385</b>	<b>3.7%</b>	<b>1,247,721</b>	<b>1,356,721</b>	<b>109,000</b>	<b>8.7%</b>

We've truncated this down to show just three airline schedules, plus the total for all airlines at MSY at the bottom. This compares 3Q 2009 to what is currently scheduled with Innovata, LLC for 3Q 2010. Note AA will not have STL service, but Southwest will have it added. Note Frontier is entering the market from Denver. Note that total capacity will be up 8.7%, while departures up 3.7%. This indicates more seats per departure, which bodes well for fare discipline in the market.



To get to his page, click this icon on the Gateway

## Identify Each Airline's Specific O&D Generated By Your Airport

### Airline-Specific O&D Online Only

If you're looking for an airline system's on-line O&D out of a given airport, this is the report to use. You can get all markets or only select markets.

Note that this specific report does not include passengers whose itineraries included a connection to another – interline – airline system. There are very few such itineraries, but they do exist, usually the result of bookings via an internet system such as Expedia.

#### Time Criteria

Start Year  Start Quarter   
End Year  End Quarter

#### Airport & Airline Criteria

Select Airport  Select Airline  
 AA  
 BD  
 CO  
 DL  
 F9  
 G4  
...

#### Market Criteria

All Markets  Select Markets

This report gives key information on what markets are important to each carrier, and can provide valuable information on whether the traffic is generated locally or a the other end, whether yields appear to be viable or if they are decaying, and where there may be opportunities for additional capacity.

Enter the start year and the start year quarter.... Wait a second for the system to respond...

Enter the end year and the end year quarter...

Enter the airport code

Click the airline code..

Click "All Markets" or "Select Markets." If you choose the later, wait a second for the system to register it, and then enter the specific markets.

Move down and click on the Generate Report button.

**Always watch for the red advisories regarding when the system is retrieving data.**

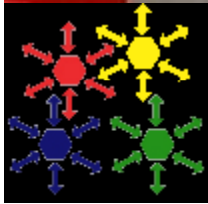
## Individual Airline O&D – American/COS

**Airports:USA® DATA MINER**

Airline Specific O&D Online Only

In and Outbound		2008Q4 to 2009Q3			Airport: COS			Markets: All			Carrier: AA		
Minimum Daily Psgr 0.00		Minimum Net Fare \$0.00			Minimum Coupon Miles 0			Minimum Coupon Yield 0 Cents			Data is sourced and analyzed from US DOT information and is assumed to be reasonable, but is not guaranteed.		
Rank	Market	Psg	PDEW	% Originating	Gross OW Fare	Net OW Fare	% of Car. Psgr	Net Rev.	Nonstop Yield	Ticket Yield	Avg. Ticket Miles	Efficiency	
1	DFW	92,781	127.1	34.38 %	\$176.90	\$154.84	23.77 %	\$13,263,599	26.19¢	26.10¢	593	99.68 %	
2	SAT	20,500	28.1	52.73 %	\$182.50	\$150.90	5.25 %	\$3,022,524	20.61¢	18.10¢	834	87.84 %	
3	MCO	18,301	25.1	74.97 %	\$166.37	\$135.40	4.69 %	\$2,392,625	8.92¢	8.59¢	1,576	96.24 %	
4	BOS	16,741	22.9	50.96 %	\$173.23	\$141.74	4.29 %	\$2,260,855	8.00¢	6.58¢	2,155	82.24 %	
5	TPA	14,141	19.4	53.51 %	\$174.68	\$143.27	3.62 %	\$1,935,560	9.71¢	9.42¢	1,521	96.97 %	
6	DCA	12,940	17.7	51.00 %	\$224.70	\$189.62	3.32 %	\$2,267,823	12.79¢	10.62¢	1,786	82.99 %	
7	BNA	9,070	12.4	42.67 %	\$187.13	\$154.70	2.32 %	\$1,332,005	15.42¢	12.64¢	1,224	81.95 %	
8	LGA	8,962	12.3	44.31 %	\$170.08	\$138.82	2.30 %	\$1,126,131	8.50¢	7.00¢	1,984	82.28 %	
9	AUS	8,660	11.9	41.11 %	\$174.00	\$142.81	2.22 %	\$1,101,077	19.94¢	18.32¢	780	91.86 %	
10	RDU	8,560	11.7	41.82 %	\$203.28	\$170.20	2.19 %	\$1,412,740	11.88¢	10.36¢	1,644	87.14 %	
11	HSV	8,505	11.7	40.87 %	\$349.28	\$305.78	2.18 %	\$2,507,129	29.66¢	25.67¢	1,191	86.55 %	
12	BWI	8,181	11.2	46.94 %	\$167.53	\$136.47	2.10 %	\$1,093,241	9.11¢	7.54¢	1,810	82.78 %	
13	IAD	7,292	10.0	52.46 %	\$195.05	\$162.31	1.87 %	\$1,102,264	11.12¢	9.23¢	1,758	83.01 %	
14	MTA	5,911	8.1	55.94 %	\$242.84	\$206.41	1.51 %	\$1,083,639	12.31¢	11.96¢	1,726	92.12 %	

Of note is that AA's #1 market from COS represents almost one in four passengers – a very high percentage for a large connecting hub market. It also represents a very strong anchor for the AA COS service, as the yield in this market is a CFO-pleasing 26 cents. Note that AA has fairly substantial traffic in the COS-BOS market – but carries it on a very circuitous routing (over DFW) with a low 82% routing efficiency, and a very low 6.6 cent yield. Conclusion, AA may take fare action to spill off these passengers over DFW in favor of higher-yield passengers.



To get to his page, click this icon on the Gateway

## Determine Your Region's O&D Patterns

### Airport Comparison

This is a useful report to compare O&D traffic at as many as four airports side-by-side. The report initially is ranked by the total O&D of the airports selected, and showing the O&D for the individual airports. It can then be sorted on the screen in a number of ways.

This is a great way to compare O&D market share among airports within a given region, and can identify imbalances in service patterns at individual airports. It's also useful to analyze airports that are affected by a common leakage-driver, such as reviewing the O&D patterns at New York's Thruway airports – ALB, SYR, ROC, and BUF.

#### Time Criteria

Start Year  Start Quarter   
End Year  End Quarter

#### Airport Criteria

First Airport  Second Airport   
Third Airport  Fourth Airport

Enter the start year and the start year quarter.... Wait a second for the system to respond...

Enter the end year and the end year quarter...

Enter the codes of the airports you want to compare – up to four. This is a useful report for metro areas, such as LGA/JFK/EWR, or LAX/BUR/ONT/SNA

Move down and click on the Generate Report button.

**Always watch for the red advisories regarding when the system is retrieving data.**

## Comparing Markets Side-By-Side – Fresno & Other Airports In The Region

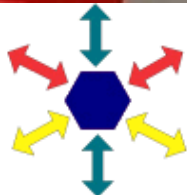
1 of 10 90% Find | Next Select a format Export

**Airports:USA DATA MINER**

**Airport Markets Compare**  
2008Q4 to 2009Q3  
Airports: FAT, SMF, SFO, SJC

Rank	Market	FAT			SMF			SFO			SJC			TOTAL PSGR
		Psgr	Gross Fare	Gross Rev.	Psgr	Gross Fare	Gross Rev.	Psgr	Gross Fare	Gross Rev.	Psgr	Gross Fare	Gross Rev.	
1	LAX	29,461	\$206.57	\$5,815,020	488,260	\$113.55	\$53,239,587	1,886,041	\$92.57	\$171,320,289	567,819	\$109.18	\$59,731,464	<b>2,971,581</b>
2	SAN	28,501	\$146.71	\$4,102,632	712,772	\$112.61	\$76,854,831	1,107,805	\$91.22	\$98,857,700	646,841	\$109.51	\$68,060,106	<b>2,495,920</b>
3	LAS	130,579	\$74.50	\$9,578,173	455,205	\$129.00	\$55,383,930	1,264,044	\$95.27	\$117,910,409	485,487	\$114.77	\$53,192,260	<b>2,335,315</b>
4	SEA	61,833	\$170.89	\$9,927,255	412,595	\$136.81	\$53,130,212	907,194	\$112.40	\$98,728,189	442,263	\$125.07	\$52,778,381	<b>1,823,886</b>
5	JFK	12,111	\$268.26	\$2,924,503	72,289	\$234.44	\$15,728,654	1,571,811	\$289.41	\$409,284,412	90,998	\$212.98	\$18,023,092	<b>1,747,209</b>
6	SNA	989	\$276.07	\$273,004	475,621	\$115.03	\$52,484,277	485,016	\$99.57	\$47,203,365	568,664	\$109.66	\$60,343,363	<b>1,530,290</b>
7	DEN	36,268	\$240.05	\$7,956,603	293,754	\$137.70	\$37,972,464	611,631	\$159.08	\$90,271,279	335,255	\$141.97	\$44,973,676	<b>1,276,907</b>
8	PHX	46,284	\$175.41	\$7,937,692	342,285	\$160.97	\$50,514,206	445,479	\$148.15	\$61,163,653	362,684	\$150.65	\$51,219,114	<b>1,196,732</b>
9	ORD	31,743	\$256.64	\$7,481,254	106,976	\$247.56	\$24,197,941	783,619	\$255.57	\$175,876,428	145,663	\$208.35	\$27,865,374	<b>1,068,001</b>
10	BLR	0	\$0.00	\$0	508,119	\$110.63	\$53,806,864	83,431	\$173.10	\$13,760,674	445,110	\$107.55	\$46,012,308	<b>1,036,659</b>
11	PDX	33,690	\$180.79	\$5,720,428	388,639	\$111.31	\$41,701,128	292,760	\$156.67	\$42,823,798	317,372	\$137.37	\$41,718,513	<b>1,032,460</b>
12	BOC	13,758	\$266.46	\$3,648,335	57,749	\$248.78	\$13,930,177	865,864	\$270.30	\$209,177,469	66,501	\$249.02	\$15,118,746	<b>1,004,872</b>

Here we're comparing markets for airports in California. The data is aggregated and ranked by the totals for all four airports, and lets the subscriber see where average fares may be out of line with other airports. This gives the airport insight regarding where some contact needs to be made with target carriers for fare relief.



To get to his page, click this icon on the Gateway

## A DataMiner Exclusive Determine Your Airport's Hub-Feed Patterns & Yields

### Hub Connect & System Contribution Report

This report will give the number of passengers carried by each airline from a given city through its connecting hub to points beyond. The report includes passenger numbers, yields, net fare to the carrier, and percentage of total flow passengers in the case of two carriers operating a hub at the same airport.

Please note that in the sample data, mis-read itinerary breaks, code-sharing issues and other factors will show a number of routing errors, as well as indications that airlines that have never landed a plane at the airport are carrying passengers there. Most other data sources leave these errors in. These are very small and DataMiner filters them out so that inaccurate information is not included.

#### Time Criteria

Start Year  Start Quarter   
End Year  End Quarter

#### Airport Criteria

Select Airport   
 Do Not Include  Potential Errors & Misreports

### How Does Your Airport Contribute To The Airlines' Network?

The traffic and revenue contribution you airport makes to the carrier's system through the connection hub is critical to whether service is added or cut. This report gives that information.

This report will give you the traffic and yields by destination for each hub served from your airport. No other data source gives you this important analytical power.

Enter the start year and the start year quarter....  
Wait a second for the system to respond...

Enter the end year and the end year quarter...

Enter the airport code

Move down and click on the Generate Report button.

**Always watch for the red advisories regarding when the system is retrieving data.**

## The Hub Connection Report For COS

### Airports:USA® DATA MINER

Passenger Connecting Report COS First/Last Connect Point Only

2008Q4 to 2009Q3							
Hub	Dest	Passengers	PDEW	Ticket Yield	Net Fare	% Psgr	Efficiency
<b>Hub</b>		<b>1,347,313</b>	<b>1,846</b>	<b>13.39¢</b>	<b>\$177.80</b>	<b>100.0%</b>	<b>88.2%</b>
DEN		531,619	728	15.18¢	\$164.67	39.4%	92.3%
<input type="checkbox"/> UA		317,446	435	17.26¢	\$196.80	59.7%	92.5%
<input type="checkbox"/> F9		214,016	293	11.79¢	\$118.51	40.3%	91.9%
DFW		294,951	404	12.25¢	\$177.00	21.9%	85.3%
<input type="checkbox"/> AA		294,951	404	12.25¢	\$177.00	100.0%	85.3%
ORD		132,568	182	14.69¢	\$220.25	9.8%	94.8%
<input type="checkbox"/> UA		132,428	181	14.68¢	\$220.20	99.9%	94.8%
PHX		67,535	93	13.96¢	\$180.43	5.0%	80.3%
<input type="checkbox"/> US		67,525	93	13.96¢	\$180.44	100.0%	80.3%
LAX		29,717	41	13.25¢	\$222.52	2.2%	91.5%
<input type="checkbox"/> UA		29,707	41	13.25¢	\$222.53	100.0%	91.5%
IAH		74,404	102	9.60¢	\$171.27	5.5%	79.6%
<input type="checkbox"/> CO		74,254	102	9.59¢	\$171.11	99.8%	79.6%
SLC		53,786	74	14.26¢	\$169.64	4.0%	86.2%
<input type="checkbox"/> DL		53,786	74	14.26¢	\$169.64	100.0%	86.2%
ATL		80,885	111	12.20¢	\$198.16	6.0%	86.1%
<input type="checkbox"/> DL		80,734	111	12.19¢	\$197.80	99.9%	86.1%

This is the initial report on the screen, giving feed passengers for COS by airline system for each connecting hub. (The screen is truncated at the bottom.)

These data reflect only those passengers connecting to and through the hub, and not O&D to the hub itself.

### There's more...

Note the small box next to each carrier code... click on it, and it will bring up the specific markets, with passengers and yield for each airline hub...

Take a look at the next slide...

## The Hub Feed Report By Individual Market

### Airports:USA® DATA MINER

Passenger Connecting Report COS First/Last Connect Point Only

2008Q4 to 2009Q3							
Hub	Dest	Passengers	PDEW	Ticket Yield	Net Fare	% Ps gr	Efficiency
<b>Hub</b>		<b>1,347,313</b>	<b>1,846</b>	<b>13.39¢</b>	<b>\$177.80</b>	<b>100.0%</b>	<b>88.2%</b>
DEN		531,619	728	15.18¢	\$164.67	39.4%	92.3%
UA		317,446	435	17.26¢	\$196.80	59.7%	92.5%
F9		214,016	293	11.79¢	\$118.51	40.3%	91.9%
DFW		294,951	404	12.25¢	\$177.00	21.9%	85.3%
AA		294,951	404	12.25¢	\$177.00	100.0%	85.3%
ORD		132,568	182	14.69¢	\$220.25	9.8%	94.8%
UA		132,428	181	14.68¢	\$220.20	99.9%	94.8%
	DCA	15,024	21	14.39¢	\$219.39	11.3%	97.3%
	ORF	6,097	8	16.50¢	\$268.94	4.6%	95.3%
	BOS	5,219	7	10.41¢	\$185.49	3.9%	99.4%
	BWI	4,996	7	12.68¢	\$194.22	3.8%	97.8%
	LGA	4,020	6	10.08¢	\$165.92	3.0%	99.1%
	SYR	4,223	6	14.12¢	\$214.74	3.2%	99.5%
	BDL	3,992	5	11.30¢	\$191.29	3.0%	99.7%
	...	...	...	...	...	...	...

Here, we find the specific markets, ranked by passengers, that are connecting over ORD/UA to/from COS.

This is an excellent tool to define which markets are most important to the carrier, and to determine if the through traffic has vulnerabilities in regard to routing efficiency and yield.

Here, we see the top markets that COS is feeding to the United system over Chicago. This information can identify where additional capacity, or even additional nonstop service is possible.



To get to his page, click this icon on the Gateway

## A Wide Range of Airline & Financial Reports



The Most Powerful Source For Aviation Information

**MAIN MENU**

- TRADITIONAL MAIN MENU
- T-100
- DOMESTIC O&D
- INTERNATIONAL O&D
- FINANCIALS
- SCHEDULES
- FLEET
- CONTACT US
- TOOLS

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**Balance Sheet**

- Profit/Loss
- Cost by Functional Group
- Cost by Objective Group
- Mission Calculator
- Revenue Breakdown
- Operating Stats Matrix
- Industry Stats Matrix

**Trend Reports**

- Cost vs Revenue
- Fuel Trend
- Core Cost
- Yield Trend

**Aircraft**

- Direct Cost Report
- Maintenance Trend
- Crew Cost Trend**
- Allocated Cost
- Single Carrier/Single Aircraft
- Fixed Stage/Multiple Carriers
- Curve/Multiple Carriers

**Crew Cost Trend**

**Airline Criteria**

Airline: American Airlines Inc. Report Type: Block Hou

- Total
- Block Hour
- ASM
- RPM

Generate Report

Most recent financial update: Q3 2009

### Example: Crew Cost Trends

Just pick the category you want, and the appropriate entry menu appears on the right of the screen.

Make the entries and click on Generate Report...

Always watch for the red advisories regarding when the system is retrieving data.

## Report Example: Crew Cost Trends

**Airports:USA** DATA MINER


		Crew Cost Trend AA							
Year	Quarter	Flight Crew	Other Crew	Training	Personnel Expense	Professional & Technical	Benefits	Payroll Tax	Total
1990	1	\$157,013,000	\$11,304,000	\$8,153,000	\$15,612,000	\$0	\$33,107,000	\$8,528,000	\$233,717,000
1990	2	\$155,605,000	\$14,141,000	\$8,338,000	\$15,016,000	\$0	\$32,887,000	\$8,836,000	\$234,823,000
1990	3	\$163,118,000	\$14,039,000	\$8,076,000	\$16,142,000	\$0	\$33,715,000	\$8,904,000	\$243,994,000
1990	4	\$175,522,000	\$14,651,000	\$9,571,000	\$15,919,000	\$0	\$35,944,000	\$9,332,000	\$260,939,000
1991	1	\$159,778,000	\$14,918,000	\$9,386,000	\$15,675,000	\$0	\$39,560,000	\$9,917,000	\$249,234,000
1991	2	\$169,114,000	\$22,818,000	\$11,090,000	\$16,878,000	\$0	\$40,843,000	\$9,635,000	\$270,378,000
1991	3	\$182,760,000	\$17,752,000	\$12,613,000	\$17,659,000	\$0	\$44,350,000	\$9,343,000	\$284,477,000
1991	4	\$205,401,000	\$15,363,000	\$12,572,000	\$18,214,000	\$0	\$23,983,000	\$11,229,000	\$286,762,000
1992	1	\$201,195,000	\$16,088,000	\$12,337,000	\$18,579,000	\$0	\$47,822,000	\$10,184,000	\$306,205,000
1992	2	\$205,849,000	\$15,808,000	\$12,276,000	\$19,034,000	\$0	\$46,293,000	\$10,581,000	\$309,841,000
1992	3	\$214,557,000	\$15,020,000	\$11,128,000	\$20,170,000	\$0	\$47,857,000	\$10,830,000	\$319,562,000
1992	4	\$223,250,000	\$14,675,000	\$11,424,000	\$20,624,000	\$0	\$71,363,000	\$11,163,000	\$352,489,000
1993	1	\$226,331,000	\$14,461,000	\$11,431,000	\$18,916,000	\$0	\$56,671,000	\$11,687,000	\$339,497,000
1993	2	\$231,035,000	\$12,438,000	\$10,671,000	\$20,252,000	\$0	\$62,519,000	\$12,041,000	\$348,956,000
1993	3	\$237,061,000	\$11,893,000	\$8,228,000	\$19,435,000	\$0	\$44,617,000	\$12,320,000	\$333,554,000
1993	4	\$231,820,000	\$18,508,000	\$9,209,000	\$19,105,000	\$0	\$59,223,000	\$12,781,000	\$350,646,000
1994	1	\$238,332,000	\$13,032,000	\$9,899,000	\$17,278,000	\$0	\$64,383,000	\$13,657,000	\$356,581,000
1994	2	\$239,433,000	\$9,651,000	\$9,610,000	\$17,597,000	\$0	\$63,750,000	\$13,523,000	\$353,564,000
1994	3	\$242,587,000	\$7,614,000	\$8,864,000	\$17,584,000	\$0	\$64,810,000	\$13,466,000	\$354,925,000
1994	4	\$240,167,000	\$8,087,000	\$7,457,000	\$17,135,000	\$0	\$64,268,000	\$14,144,000	\$351,258,000
1995	1	\$237,716,000	\$10,071,000	\$8,054,000	\$17,502,000	\$0	\$65,964,000	\$13,168,000	\$352,475,000
1995	2	\$238,362,000	\$9,936,000	\$8,918,000	\$17,793,000	\$0	\$67,722,000	\$13,166,000	\$355,897,000

### Example: Crew Cost Trends

DataMiner has the capability of providing a wide range of ready reports comparing airline costs.


More importantly, it allows the user to make valid, beyond-the-numbers comparisons as well.

# You Get The Picture. And there's lots more DataMiner™ can do



Which of these carriers had higher pilot costs?  
Which had lower 737 costs between ORD and SEA? Which had higher fuel expense?

Which airline has better quality feed at its hubsite?



Okay, whose passengers are on board?  
Are they UA? DL? FL?

Other sources just toss them into "commuter"


Result: really bad data and no info of actual airline performance



How's the carrier doing?

Route and segment profitability analyses are a key part of DataMiner.

You can do "what-ifs" with a range of aircraft types



Where are the vulnerabilities? Where are the opportunities?

DataMiner™ Is Analytical Firepower. No Other Source Comes Close

## Why DataMiner™ Is Better Than Other Sources

**It's Integrity-Filtered.** The DataMiner software reviews each line of data for accuracy and reasonableness. The way DOT gets the data often has a lot of misreported numbers that require aviation professionals to review.



Amazingly, some alternative sources of aviation data are simply re-packaged and re-sold as-is from another vendor. Airports:USA DataMiner is better, because we first-source the data. We take the data and put them through the Airports:USA DataMiner Software, which identifies and addresses the "issues" that come with raw data. We carefully review the data for errors and mis-reporting. We make corrections and identify where data may be questionable.

Professionals of Boyd Group International are experts in current and emerging airline industry trends. DataMiner™ takes the raw data and scrubs them – filtering out reporting errors, identifying where data have reporting shortfalls. **This is the reason DataMiner™ data often does not match raw BTS data. That's because DataMiner is more accurate.**

**It Reflects Today's Airline Industry.** Other sources simply give you data by “certificated operator.” In the 1970s, that described an individual airline. Today, airlines like Delta are made up of several “certificated operators.” So, unless the system recognizes that “Comair” is really Delta traffic, and that “SkyWest” can be United, or Delta, or AirTran, the result is reports that don't relate to which airline system is booking and carrying the passengers. The result are reports that tell you that “commuters” are the #1 airline between Fargo and Denver – when the airline brand is really United.

**Data & Research Is Our Business. Not A Sideline.** Boyd Group International is called upon by airlines, airports, aircraft manufacturers and financial institutions for research, forecasting and consulting. The result is that we have the most advanced data systems in the world, and these are reflected in DataMiner.

# Register For A Free Trial

This document is just a small sample of the enormous power of DataMiner™

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Give Bill Oliver a call at (303) 674-2000 and we'll set you up with a free trial, so you can see for yourself that DataMiner is not only more powerful but more cost-effective too.

We reserve the right to determine qualifications for the free trial. But those airports, financial institutions, labor unions and other aviation firms who have taken the trial will attest that DataMiner is better and more powerful than any other source.

We look forward to hearing from you.



## Aviation Consulting, Research & Strategic Solutions

78 Beaver Brook Canyon Road Evergreen, Colorado 80439  
(303) 674-2000 [www.AviationPlanning.com](http://www.AviationPlanning.com)

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