

- Information Services
- Strategic & Technical Consulting
- Asset Management
- CRM & Data Management



Winter 2005/2006

## Commercial Jet Aircraft Values Now Available

BACK Aviation Solutions (a Commonwealth Business Media, Inc. company), the industry's most respected source of aviation information, has unveiled its brand-new *Commercial Jet Aircraft Value Guide*. Compiled and developed as the ultimate research tool for airlines, banks, investment firms, leasing companies, manufacturers, and many others, *Commercial Jet Aircraft Value Guide* combines BACK Aviation Solutions' valuation expertise with the company's unparalleled industry databases and expert knowledge of the aviation industry.

"We are extremely pleased to announce the release of the aviation industry's only quarterly updated online commercial jet aircraft value guide, and believe that this new product will prove to be a valuable tool within the industry," said Steve Casley, Managing Director of BACK Aviation Solutions. "This guide is the perfect addition to BACK's current suite of industry-leading information products."

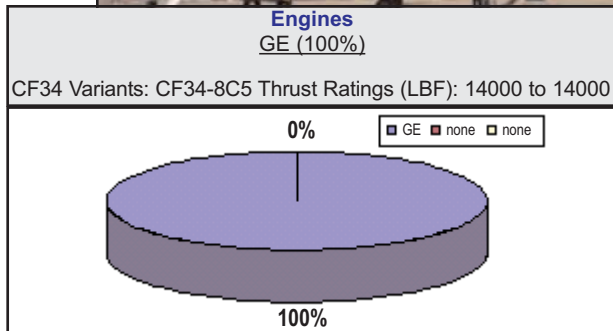
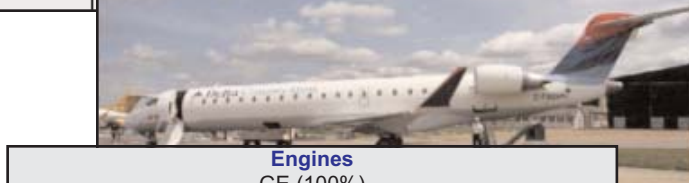
This unique value guide includes current, base and future values for 130 commercial jet aircraft, as well as specific information about each aircraft type, such as aircraft deliveries, orders, MTOW, range, engine variants, and much more.

BACK offers the most complete collection of aviation information and analytical tools available to the air transport industry. The firm brings together traffic data, airline schedules, financials, operating statistics, worldwide commercial fleet data and route mapping-making this information available from a laptop or personal computer. BACK's services are relied upon by most major sectors of the aviation and air transport industries including airlines, airports, financial institutions, manufacturers, governments, travel companies and consulting firms.

For more information on BACK and its online commercial jet aircraft value guide, visit [www.backaviation.com](http://www.backaviation.com), or contact **Gueric Dechavanne** at (203) 752-2000 ext. 207.

### BOMBARDIER CRJ-700ER (As of April 2005 - in Millions of US Dollars)

YOB	CMV	CBV	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
2000	16.41	18.24	17.29	16.39	15.54	14.74	13.97	13.25	12.56	11.91	11.29	10.71	10.15	9.62	9.12
2001	17.05	18.95	17.96	17.03	16.15	15.31	14.52	13.76	13.05	12.37	11.73	11.12	10.55	10.00	9.48
2002	17.91	19.90	18.86	17.88	16.96	16.08	15.24	14.45	13.70	13.00	12.30	11.60	11.00	10.50	9.95
2003	18.97	21.08	19.99	18.95	17.97	17.03	16.15	15.30	14.55	13.85	13.20	12.55	11.95	11.40	10.85
2004	20.04	22.26	21.11	20.01	18.98	17.99	17.06	16.18	15.35	14.55	13.80	13.10	12.45	11.85	11.30
2005	21.75	24.17	22.92	21.73	20.60	19.53	18.52	17.55	16.65	15.80	15.00	14.25	13.55	12.90	12.30



Status	
Operators	1
In Service	0
In Storage	0
On Order	15
On Option	0

Specifications			
MTOW (lbs)	80,500	<=>	80,500
MLW (lbs)	73,500	<=>	73,500
MZFW (lbs)	70,000	<=>	70,000
OEW (lbs)	47,500	<=>	47,500
Cargo Volume (Cu. Ft.)	903		
Usable Fuel (USG)	2,968	<=>	2,968
Max Payload (lbs)	22,500		

Range (nm)		
1,498	<=>	1,498

Passengers	
Typical	70
Max	78

# Inside...

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# Featured Products: O&D-lux!

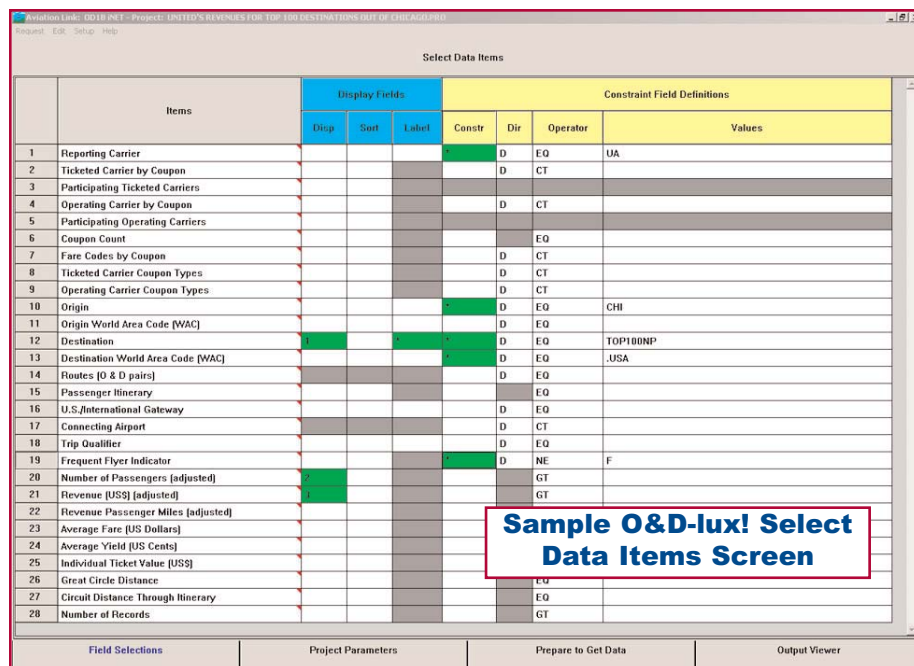
## The Ultimate Traffic and Hub Analysis tool for Commercial Aviation Planners is Now Available

BACK Aviation is proud to introduce the most powerful and flexible tool available today to study and understand market forces in commercial aviation. O&D-lux provides summary level and detailed information on scheduled airline traffic, sourced from the US DOT's Origin-Destination databases (OD1A and OD1B).

O&D-lux enables you to study macro trends or analyze traffic on a route-by-route and/or passenger-by-passenger basis. It helps you understand the sources of

demand for air service, and how traffic flows over the available connection points, fortress hubs, and international gateways.

BACK's O&D-lux uses the same Windows point-and-click interface, familiar to Airline Schedules-iNET and Fleet-iNET subscribers. The software is powerful, fast and easy to use. Projects are quickly defined, and the data is pulled over the Internet from BACK's servers. Reports display automatically in Excel spreadsheet format ready to use.



BACK Aviation Solutions U.S. Dept. of Transport OD1B Database				
Version: O&D-lux! iNET 1.4(N) - Customer Beta release				
Reporting Carrier EQ: UA			<b>Sample O&amp;D-lux! Report *</b>	
Origin EQ: CHI				
Destination EQ TOP 100 DESTINATIONS BY: NUMBER OF PASSENGERS(ADJUSTED)				
Destination World Area EQ: .USA				
Frequent Flyer Indicator(F/R) NE: F				
1 2 3 4 QUARTERLY DATED 01 2005 TO 02 2005				
Report dated at: January 20-2006. Time: 17:31(EST)				
* Only part of the downloaded report is displayed here.				
Destination code	Destination	Accounts	200501	200502
ABQ	Albuquerque NM USA	Number of Passengers(Adjusted)	1260	1880
ABQ	Albuquerque NM USA	Revenue(U.S. \$(Adjusted)	224660	338710
ACV	Eureka/Arcata CA USA	Number of Passengers(Adjusted)	260	230
ACV	Eureka/Arcata CA USA	Revenue(U.S. \$(Adjusted)	74330	77800
ALB	Albany NY USA	Number of Passengers(Adjusted)	2950	4940
ALB	Albany NY USA	Revenue(U.S. \$(Adjusted)	546360	797420
ANH	Anuha Island Resort Solomon Is.	Number of Passengers(Adjusted)	310	1800

# Featured Products: O&D-lux! (continued)

Use BACK's O&D-lux! to:

## Identify and rank top markets:

- By Passenger Demand
- By Total Revenue
- By Fare Range.

TOP 10 MARKETS		1Q2005	
Market Airport 1	Market Airport 2	Revenue(U.S.\$)(Adjusted)	
JFK	LAX	\$	105,407,640
FLL	LGA	\$	63,322,530
JFK	SFO	\$	62,634,060
LGA	ORD	\$	49,572,410
FLL	JFK	\$	46,907,980
HNL	LAX	\$	46,744,180
JFK	SJU	\$	46,352,180
LAX	ORD	\$	43,975,640
EWR	LAX	\$	42,284,590
ATL	LGA	\$	41,912,320

## Within markets, understand:

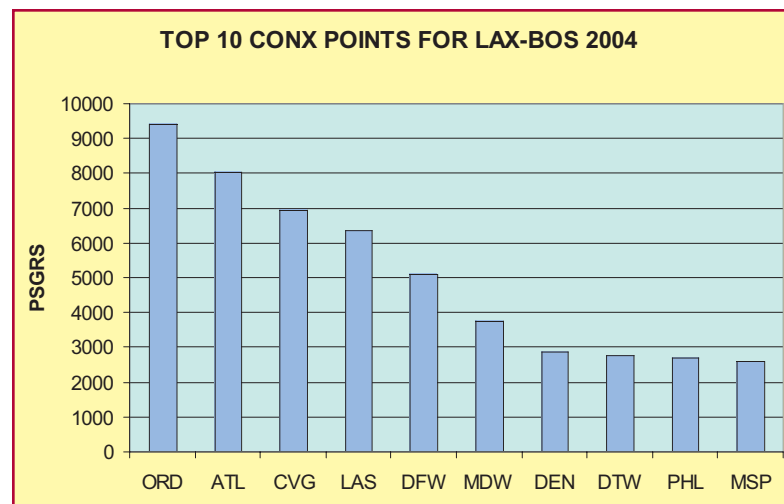
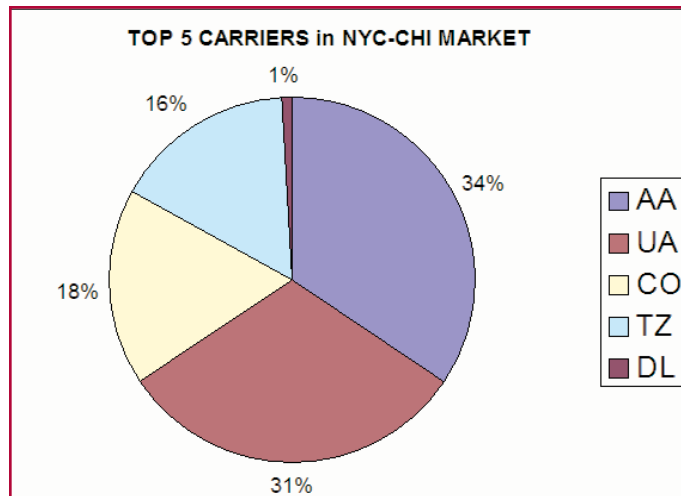
- Carrier shares of passengers and revenue
- Breakdown of revenues by fare class (first, business, etc.)
- Directional and seasonal demand for service to resort and leisure destinations
- Passenger volumes ranked in bands by fare level paid.

## For connection markets, identify and rank:

- Preferred transfer Hubs based on traffic volume

Connection routings with the most revenue captured

- Traffic flow over International gateways.



## For market trends:

- Use BACK's seamless timeseries capability to look at more than 5 years of historical data in one easy request
- Monitor all competition in a carrier's top markets in a single entry
- Automatically calculate net and percentage changes for any timeseries using BACK's new AUTOCALC feature.

Take advantage of BACK's introductory pricing offer and save \$2,000 on domestic data and \$3,000 on domestic/international data. Call your BACK Regional Manager for more information, or send an e-mail to [info@BACKaviation.com](mailto:info@BACKaviation.com).

# Featured Products: BACK Barometer

## BACK Barometer: The Aviation Industry at a Glance... Instantly

Now available at [www.BACKAviation.com](http://www.BACKAviation.com), the BACK Barometer gives you access to key industry indicators drawn from the Fleet, Schedules and Traffic/Capacity databases as well as the latest MRO Updates.

### Download key indicators

The following regularly updated reports are available for downloading on your credit card:

#### Fleets

- Total Jets in Active Service / in Storage / Temporarily Inactive

#### Schedules/Capacity

- Total ASMs Originating from USA /Europe / Asia-Pacific / Total Global ASMs

#### Traffic

- US Industry: Passengers Enplaned / Freight Transported / ASMs & RPMs Flown / Passenger Load Factors

#### Financials

- US Majors: Operating Revenues, Expenses & Income / Operating Margins / System Yields / Revenue, Expenses, Fuel Cost, Crew Cost, Maintenance Cost per ASM

#### MRO Update

The **2005 MRO 10-Year Market Forecast** is now available for purchase as a PDF file via the BACK Barometer product suite. You can use your credit card to download *The World Maintenance Repair & Overhaul (MRO) Market Forecast*, which is an annual projection of where MRO dollar spending is currently in the base year, and where it is expected to be in 2010 and 2015.

### Coverage includes:

- The State of the Airline Industry
- Changing Industry Dynamics
- MRO Industry Demand Forecast
- Global Summary
  - World Fleet & MRO demand projections for 2010 & 2015
  - World MRO spending forecast
- Regional Fleet & MRO Projections for 2010 & 2015 for:
  - North America / South & Central America
  - Europe / Middle East / Africa
  - Asia – Pacific

The Global Summary and Regional MRO spending forecasts are presented by aircraft body type (narrowbody, widebody and regional jet) and also by MRO market segment:

- Heavy Maintenance and Modifications
- Engine Maintenance
- Component Maintenance
- Line Maintenance

**Sample BACK Barometer Schedules/Capacity Report \***

\* Only part of the downloaded report is displayed here.

TOTAL AVAILABLE SEAT MILES (ASMs) FROM ASIA/PACIFIC*			
MONTH OVER MONTH			
DECEMBER 2005/JANUARY 2006			
AREA	TOTAL AVAILABLE SEAT MILES FROM ASIA/PACIFIC AS OF:		% CHANGE FROM PREVIOUS MONTH
	DEC2005	JAN2006	
Afghanistan	41,291,830	40,990,089	-0.7%
Australia	7,734,172,208	7,812,378,875	+1.0%
Bangladesh	338,707,352	338,226,962	-0.1%
Bhutan	1,254,114	1,215,696	-3.1%
Brunei	102,018,094	103,874,580	+1.8%
Cambodia	112,295,933	116,903,752	+4.1%
China	20,068,798,375	20,459,056,476	+1.9%
Chinese Taipei	2,448,000,669	2,477,569,339	+1.2%
Christmas Is. Australia	1,005,137	975,864	-2.9%
Cocos/Keeling Islands Indian Ocean	799,934	977,616	+22.2%
Cook Islands	23,699,342	22,309,882	-5.9%
Dem. People. Rep. of Korea	1,761,489	1,744,237	-1.0%

**What's new at  
BACKaviation.com?  
BACK Barometer (Home)**

In addition to products covered on page 3, you can also download the latest **Aircraft Transaction and Availability** information published monthly:

**Commercial Jets:**

Download JetMart PDF.

**Regional Aircraft:**

Download PropMart PDF.

1st section lists all commercial jet/regional aircraft transactions recorded from the previous month. 2nd section lists all commercial jet/regional aircraft known to be on the market. Both sections contain summary and detailed data as well as 12-month aircraft availability trends.

**Presentations & Articles**

BACK-sourced articles appeared in *Commuter Regional Airline News*, published by PBI Media, LLC.

- Network Carriers Deploying RJs on Fewer Routes
- Rigid Borders Restrain RJ Use in South America
- European Carriers Add RJs At a Slower Pace
- RJ Growth at Busiest Airports Moderates
- Regionals' Pace of International Flying Slows
- Summer Regional Traffic Up Over Last Year
- RACCA Members Enjoy Slice of Flourishing Cargo Trends
- Larger RJs Serving Different Niches
- RJs Expanding in Canadian Regional Markets
- Will the 2004 Turboprop Bounce Repeat in 2005?

**Featured Products: RoutePro**

**RoutePro: Route Profitability and Passenger Forecasting Tools**

Airline and airport clients use this all-encompassing desktop application to deal with the complexities of route planning. As airports are faced with reduced services because of carriers filing Chapter 11, they rely on this series of timely and accurate forecasting tools. RoutePro consists of the following modules: RouteOne, NetworkOne, CargoOne and On Demand.

**RouteOne**

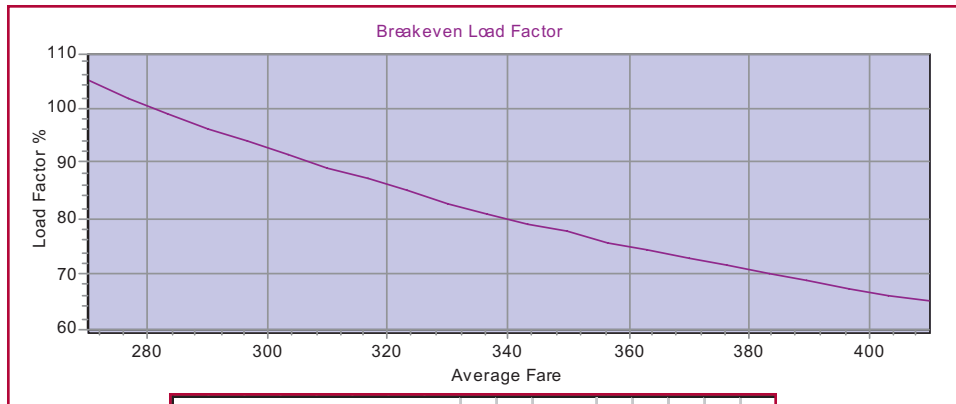
RouteOne is the route profitability and forecasting component, which requires only four simple inputs:

- Destination from host airport
- Target carrier
- Aircraft equipment type
- Average fare

**Use RouteOne to:**

- Calculate the economic viability of current routes
- Forecast the potential profitability of new routes
- Estimate airport income from new services
- Measure the impact and value of route support packages
- Make economic projections over the next four years
- Evaluate route performance from competitive airports
- Export your analysis into a formal route proposal

**Sample RouteOne  
Report Components:  
Breakeven Load Factor  
& Year 1 Route  
Economics**



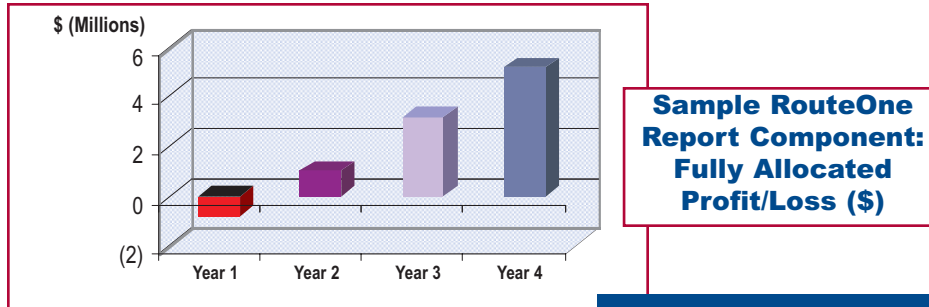
Year 1 Route Economics	
	Per Sector (\$)
Passenger Variable Cost:	49.89
Fixed Direct Operating Cost:	25997
Aircraft Fixed Cost:	24154
Overhead Contribution:	15354
Breakeven Seat Cost Per ASM (statute) 0.064	
Breakeven Load Factors:	
Contribution Level	31.8%
Net Operating Profit Level	61.4%
Fully Allocated Profit Level	80.1%

## Featured Products: RoutePro (continued)

NetworkOne and CargoOne are both route forecasting tools which function much like RouteOne, while OnDemand is a passenger forecasting tool.

### NetworkOne

This offers you the same performance and functionality as RouteOne, but allows you to group individual route studies into an airline or airport network to measure performance on a macro level.



### CargoOne

This is an all-cargo version of RouteOne, i.e., it is RoutePro's cargo route profitability and forecasting component.

### OnDemand

OnDemand is a passenger forecasting tool that models the stimulation impact of new service in a market and projects the resulting traffic demand.

## About BACK Data Updates

### BACK Aviation Solutions

**Outlook** is the official newsletter of BACK Aviation Solutions, a Division of Commonwealth Business Media Inc.

**Editor:** Judith Pereira

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**BACK Aviation Solutions** is a comprehensive aviation services firm offering clients a unique service continuum ranging from being the premier supplier of aviation information and analysis, to providing complete technical, asset management and strategic consulting services.

### US & Canadian Sales:

1-800-446-2225  
1-203-752-2000

### International Sales:

+44-1-509-646-184  
00-1-880-446-2225

### BACK Offers the Freshest Data

BACK has the most up-to-date data, covering all four quadrants of the aviation industry, from the Factory right through to Performance analysis:

- **Factory:** (Aircraft): Fleet-iNET is updated every 15 days, giving you access to worldwide fleet inventory, order and availability information.
- **Supply:** Schedules i-NET is updated weekly, providing access to Schedules, Capacity and ASM data.
- **Demand:** BACK's Traffic Data, available via T100-iNET, OD1A-iNET and O&D-lux!, is updated as soon as it is available from the US Department of Transportation.

- **Demand** (continued): MIDT Booking data represents the consolidated number of travelers booked through all major Global Distribution Systems.
- **Performance:** BACK's Form41-iNET, providing access to US carrier Revenues and Costs, is updated as soon as the information becomes available from the US DOT. BACK's RoutePro helps you determine route profitability.

To take advantage of the latest updates, just click on **Yes** when your i-NET program displays a message that updates are available. To find out what the latest available data is, go to **BACKaviation.com** and choose **Database Update List** from the What's New menu option.

### Compare Current Schedules Data Snapshot to Previous One

With the Schedules database being updated each week, you might wonder what differences there are in the data from one snapshot date to the next.

**Schedules-iNET** users now have a choice of downloading data based on the latest update or the previous week's update. To download data from the previous update,

simply enter **-PREVIOUS** in the Report Title field on the Project Parameters screen.

Schedule CD subscribers who are interested in switching to an i-NET subscription should contact their BACK Regional Manager or send an e-mail to **info@BACKAviation.com**.