

How to use Route Grader

Diio Mi Market Intelligence for the Aviation Industry

Welcome, Will Livsey (DIO-WL) Support Logout

User Schedule O&D T-100 Form 41 FMdg Fleet Tools Catchment Admin Reference

Route Grader Report

Saved Report Configurations...

Note: 4Q17 results show only partial data - International T100 data is not yet available for all months in the quarter.

* Marketing Airlines: AA

* Focus Spoke Airport: MEM

* Hub Airport: DFW

Show Departures by Major Aircraft Type? Yes Yes

Show Fares? Yes

Show Cargo Detail Columns? Yes

Show Stage Length Adjusted Values? Yes

SLA Target Stage Length: 1000

Display Results For: Domestic R

Travel Data Available : 2014-Q1 to 2017-Q3

Travel Period: Single Quarter

Absolute Dates Relative Dates

Q3 2017

+/- Peer Markets: 10

Peer Group Comparison: Include all aircraft types

HTML Run Report Now

Travel Period Choose how you want the report to filter on Travel Dates. For fixed report dates, use Absolute Dates. For report dates relative to the time the report is run, use Relative Dates. Relative Dates are more useful for saved or scheduled reports. Annual Time Series always use Absolute Dates.

- 1 Marketing Airlines - Filter search results for a seg marketing airline using a 2-or-3-character airline code. If you'd like to filter by multiple marketing airlines, provide a comma-separated list. If left blank, all marketing airlines will be included.
- 1 Focus Spoke Airport - Is the airport that has flights in or out of the Hub airport that the report should compare other routes with. If you input both a Focus Spoke Airport and a Hub airport, then the market between those two points will become the anchor row from which Peer Group Comparison and +/- Peer Markets will emanate.
- 1 Hub Airport - Is the airport that is typically a hub and you would like to compare various routes into and out of that airport.
- 1 Show Departures by Major Aircraft Type? Schedules published by the carriers is used to produce the total number of departures per major aircraft type (e.g., WB, NB, RJ, Turbo).

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Q3 2017

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HTML Run Report Now

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- 1 Show Stage Length Adjusted Values? Click to include Stage Length Adjusted RASM / RASK and Stage Length Adjusted Yield.
- 1 SLA Target Stage Length - Input an integer that is your target stage length for adjustment
- 1 Display Results For - Choose whether to see all routes or to limit the output to domestic routes only or international routes only.
- 1 Select the number of airport pairs to display with similar stage length to the Focus Airport-Hub airport pair selected.
- 1 Peer Group Comparison - Select which markets to include in the displayed Peer Group - based on the Focus-Hub airport pair's aircraft type (e.g., WB, NB, RJ, etc.)

How to use Route Grader

Route Grader Report for AA flights to DFW for MEM for travel in Q3 2017

Send to:  

Some values may be shown rounded.

Pax, Seats, Deps, and LF are derived from T-100. Lcl %, Fare data, Yield, and PRASM are derived from U.S. DOT O&D. Aircraft-type Deps are **Per Day** and derived from actual schedules published by the carriers.

Route Grades shown range between 1 to 4 based on estimated route profitability, with a Grade of 1 being the most profitable and a Grade of 4 being the least profitable.

The **Hub Grade** reflects the Segment's performance as it relates to all flights at the designated Hub and within the selected Peer Group Comparison option.

The **Network Grade** reflects the Segment's performance as it relates to all flights for the airline and within the selected Peer Group Comparison option.

All statistics are shown as **Non-Directional Average**.

KEY: Deps = Departures. LF = Load Factor. Lcl = Local. Seg = Segment. Sys = System.

Mkt AI	Orig	Dest	Miles	Deps/Day	Seats/Dep	Pax/Dep	Load Factor	Lcl %	Lcl Fare	Seg Fare	Sys Fare	Yield ¢	SLA Yield ¢	PRASM ¢	SLA PRASM ¢	AR/Dep	TRASM ¢	SLA TRASM ¢ ▼	Hub Grade	Network Grade
AA	MFE	DFW	468	5.7	100	75.3	75	22.8	203	155	322	33.1	22.7	24.8	17.0	1,086	27.17	18.59	1	1
AA	CRP	DFW	354	5.4	78	59.3	76	21.9	197	132	286	37.2	22.1	28.3	16.8	744	30.99	18.44	1	1
AA	JAN	DFW	408	5.7	69	50.4	73	21.1	199	140	290	34.4	22.0	25.3	16.1	679	27.69	17.69	1	1
AA	PIB	DFW	462	0.5	50	41.4	83	11.3	153	129	226	27.9	19.0	23.1	15.7	593	25.66	17.44	1	1
AA	MEM	DFW	432	5.7	121	97.9	81	32.1	161	127	246	29.4	19.3	23.8	15.6	1,357	26.37	17.33	1	1
AA	MEI	DFW	485	0.5	50	43.5	87	15.7	131	124	231	25.6	17.8	22.2	15.5	639	24.87	17.32	1	1
AA	ICT	DFW	328	5.7	87	70.0	81	17.1	172	109	255	33.2	19.0	26.8	15.4	845	29.80	17.06	1	1
AA	SGF	DFW	364	6.8	65	46.9	72	19.1	183	128	285	35.0	21.1	25.4	15.3	596	27.91	16.84	1	1
AA	BTR	DFW	383	6.0	65	45.7	70	26.0	187	123	249	32.2	19.9	22.5	13.9	597	24.92	15.42	2	2
AA	LFT	DFW	351	3.8	73	47.1	64	19.1	194	129	280	36.6	21.7	23.6	14.0	588	25.87	15.33	2	2
AA	ROW	DFW	435	2.8	56	40.6	72	21.7	185	127	257	29.1	19.2	20.9	13.8	564	23.19	15.30	2	2
AA	MCI	DFW	460	6.6	138	108.6	78	36.7	135	115	212	24.9	16.9	19.5	13.3	1,553	22.05	14.96	3	3
AA	GPT	DFW	500	2.0	78	60.8	78	21.8	174	120	241	24.0	17.0	18.7	13.3	907	21.08	14.91	3	3
AA	JLN	DFW	327	2.0	67	49.9	74	8.5	193	101	262	30.8	17.6	22.8	13.1	601	25.57	14.62	3	3
AA	LRD	DFW	396	3.8	61	34.7	57	19.8	225	146	307	36.9	23.2	21.1	13.3	461	22.98	14.46	3	3
AA	MSY	DFW	448	6.8	138	110.2	80	34.5	125	107	202	23.8	15.9	19.1	12.8	1,556	21.60	14.45	3	3
AA	MHK	DFW	431	2.8	65	44.1	68	16.5	155	122	277	28.2	18.5	19.1	12.6	610	21.30	13.99	4	3
AA	COU	DFW	489	2.0	77	55.7	72	23.5	154	120	247	24.5	17.1	17.7	12.4	821	19.88	13.90	4	4
AA	BRQ	DFW	482	2.8	78	54.4	70	21.9	169	122	252	25.4	17.6	17.7	12.3	796	19.87	13.80	4	4

- Focus airport-hub airport pair highlighted in orange
- Hub Grade = Ranking breakdown of each route versus other services at the selected hub
- Network Grade = Ranking breakdown of each route versus other services across an airline's entire network

Route Grader ranks your services

Route Grader also ranks your air service vs. other markets an airline flies

- ▮ We've assigned a ranking of 1, 2, 3, or 4 based on what quartile each route resides for an airline
- ▮ Helps airports know what type of conversation they should have with the airlines
 - ▮ If a route is a 1 - hopefully you can discuss adding new capacity
 - ▮ If the route is 4 - how can the airline and airport work together to ensure the service doesn't shrink?



#1

#2

#3



#4

Tip #1 Run Route Grader for an airline's hub

Route Grader Report Saved Report Configurations...

Note: 4Q17 results show only partial data - International T100 data is not yet available for all months in the quarter.

* Marketing Airlines: **G4**

* Focus Spoke Airport: [Empty]

* Hub Airport: **LAS**

Show Departures by Major Aircraft Type? Yes

Show Fares? Yes

Show Cargo Detail Columns? Yes

Show Stage Length Adjusted Values? Yes

SLA Target Stage Length: 1000

Display Results For: Domestic

Travel Data Available: 2014-Q1 to 2017-Q3

Travel Period: Four-Quarter Sum

Dates: ending Q3 2017

+/- Peer Markets: All

Peer Group Comparison: Include all aircraft types

HTML Run Report Now

Route Grader Report for G4 flights to LAS for travel YE Q3 2017

Some values may be shown rounded.
 Pax, Seats, Deps, and LF are derived from T-100. Lcl %, Fare data, Yield, and PRASM are derived from U.S. DOT O&D. Aircraft-type Deps are **Per Day** and derived from actual schedules published by the carriers.
 Route Grades shown range between 1 to 4 based on estimated route profitability, with a Grade of 1 being the most profitable and a Grade of 4 being the least profitable.
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 The **Network Grade** reflects the Segment's performance as it relates to all flights for the airline and within the selected Peer Group Comparison option.
 All statistics are shown as **Non-Directional Average**.
KEY: Deps = Departures. LF = Load Factor. Lcl = Local. Seg = Segment. Sys = System.

Mkt AI	Orig	Dest	Miles	Deps/Day	Seats/Dep	Pax/Dep	Load Factor	Lcl %	Lcl Fare	Seg Fare	Sys Fare	Yield	SLA Yield	PRASM	SLA PRASM	AR/Dep	TRASM	SLA TRASM	Hub Grade	Network Grade
G4	HNL	LAS	2762	0.3	215	204.7	95	99.9	186	186	186	6.7	11.2	6.4	10.7	13,721	8.72	14.50	1	1
G4	FAR	LAS	1205	0.4	166	143.3	86	99.8	113	113	113	9.4	10.3	8.1	8.9	6,340	11.26	12.36	1	1
G4	ATW	LAS	1510	0.3	166	143.8	87	100.0	123	123	123	8.2	10.0	7.1	8.7	7,125	9.91	12.17	1	1
G4	GRR	LAS	1643	0.3	166	154.5	93	99.9	115	115	115	7.0	8.9	6.5	8.3	7,981	9.42	12.08	1	1
G4	CID	LAS	1320	0.3	166	146.8	88	99.9	105	106	106	8.0	9.2	7.1	8.1	6,794	10.15	11.66	1	1
G4	FAT	LAS	258	1.1	165	131.8	80	99.5	52	52	52	20.2	10.3	16.1	8.2	2,696	22.48	11.42	1	1
G4	GRI	LAS	971	0.3	166	140.8	85	99.9	90	90	90	9.3	9.1	7.9	7.8	5,604	11.35	11.18	1	1
G4	MFE	LAS	1210	0.6	206	174.5	85	100.0	100	100	100	8.2	9.1	7.0	7.7	7,729	10.07	11.07	1	1
G4	MFR	LAS	599	0.3	159	138.8	87	99.6	67	67	67	11.1	8.6	9.7	7.5	4,334	14.23	11.01	1	1
G4	SGF	LAS	1210	0.3	166	146.0	88	99.8	94	94	94	7.7	8.5	6.8	7.5	6,475	10.01	11.01	1	1
G4	SCK	LAS	359	1.4	166	132.7	80	100.0	58	58	58	16.2	9.7	13.0	7.8	3,202	18.33	10.98	1	1
G4	EUG	LAS	699	0.3	158	139.1	88	99.6	71	71	71	10.1	8.4	8.9	7.4	4,687	13.09	10.95	1	1
G4	MOT	LAS	1098	0.3	166	142.1	86	99.9	90	90	90	8.2	8.6	7.1	7.4	6,003	10.35	10.84	2	1
G4	XNA	LAS	1163	0.3	166	143.1	86	99.9	91	92	92	7.9	8.5	6.8	7.3	6,221	10.02	10.80	2	1

1 Select a Marketing Airline and Hub Airport

Tip #2 Run Route Grader for an airline's network

Route Grader Report Saved Report Configurations...

Note: 4Q17 results show only partial data - International T100 data is not yet available for all months in the quarter.

* Marketing Airlines **G4**

* Focus Spoke Airport

* Hub Airport

Travel Data Available : 2014-Q1 to 2017-Q3

Travel Period: Four-Quarter Sum

Dates: ending Q3 2017

+/- Peer Markets: All

Peer Group Comparison: Include all aircraft types

* Hub Airport is the airport that is typically a hub and you would like to compare various routes into and out of that airport.

HTML Run Report Now

Route Grader Report for G4 for travel YE Q3 2017

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Mkt AI	Orig	Dest	Miles	Deps/Day	Seats/Dep	Pax/Dep	Load Factor	Lcl %	Lcl Fare	Seg Fare	Sys Fare	Yield	SLA Yield	PRASM	SLA PRASM	AR/Dep	TRASM	SLA TRASM	Network Grade
G4	HNL	LAS	2762	0.3	215	204.7	95	99.9	186	186	186	6.7	11.2	6.4	10.7	13,721	8.72	14.50	1
G4	AZA	FAR	1220	0.6	158	142.3	90	100.0	123	123	123	10.1	11.2	9.1	10.1	6,342	12.42	13.72	1
G4	AZA	BIS	1092	0.4	157	138.4	88	100.0	111	111	111	10.1	10.6	8.9	9.3	5,831	12.33	12.89	1
G4	AZA	MOT	1164	0.3	157	138.7	88	100.0	110	110	110	9.4	10.2	8.3	9.0	6,029	11.63	12.55	1
G4	FAR	LAS	1205	0.4	166	143.3	86	99.8	113	113	113	9.4	10.3	8.1	8.9	6,340	11.26	12.36	1
G4	BGR	SFB	1299	0.5	171	146.2	85	100.0	118	118	118	9.1	10.4	7.8	8.9	6,707	10.79	12.30	1
G4	AZA	CID	1240	0.5	157	137.4	87	100.0	111	111	111	9.0	10.0	7.9	8.8	6,167	11.03	12.28	1
G4	PIE	SYR	1110	0.4	174	154.0	88	100.0	103	103	103	9.3	9.8	8.2	8.7	6,551	11.61	12.23	1
G4	ATW	LAS	1510	0.3	166	143.8	87	100.0	123	123	123	8.2	10.0	7.1	8.7	7,125	9.91	12.17	1
G4	GRR	LAS	1643	0.3	166	154.5	93	99.9	115	115	115	7.0	8.9	6.5	8.3	7,981	9.42	12.08	1
G4	BGR	PIE	1393	0.4	177	151.7	86	100.0	118	118	118	8.4	10.0	7.2	8.5	7,214	10.17	12.01	1
G4	AZA	GRR	1561	0.4	156	141.5	91	100.0	114	114	114	7.3	9.2	6.6	8.3	7,120	9.56	11.95	1
G4	ATW	AZA	1452	0.3	157	133.3	85	100.0	119	119	119	8.2	9.9	7.0	8.4	6,475	9.82	11.83	1

1 Select a Marketing Airline

Tip #3 Need to see all airlines and routes at your airport? Just enter a Focus Spoke Airport.

Route Grader Report

Note: 4Q17 results show only partial data - International T100 data is not yet available for all months in the quarter.

* Marketing Airlines

* Focus Spoke Airport **PVD**

* Hub Airport

Show Departures by Major Aircraft Type Yes No

Show Fares? Yes No

Show Cargo Detail Columns? Yes No

Show Stage Length Adjusted Values? Yes No

SLA Target Stage Length: 1000

Display Results For: Domestic

Travel Data Available: 2014-Q1 to 2017-Q3

Travel Period: Four-Quarter Sum

Dates: ending Q3 2017

+/- Peer Markets: All

Peer Group Comparison: Include all aircraft types

Run Report Now

Route Grader Report for flights for PVD for travel YE Q3 2017



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Mkt AI	Orig	Dest	Miles	Deps/Day	Seats/Dep	Pax/Dep	Load Factor	Lcl %	Lcl Fare	Seg Fare	Sys Fare	Yield	SLA Yield	PRASM	SLA PRASM	AR/Dep	TRASM	SLA TRASM
AA	PVD	PHL	238	5.6	86	67.9	79	25.6	197	107	215	45.2	22.0	35.6	17.4	743	39.21	19.13
AA	PVD	DCA	357	5.8	66	50.5	77	62.2	154	131	178	36.6	21.9	28.1	16.8	677	30.97	18.50
UA	PVD	IAD	372	2.1	61	54.6	89	25.6	157	107	238	28.7	17.5	25.6	15.6	824	29.25	17.84
AA	PVD	ORD	849	1.9	64	52.6	82	47.4	196	174	257	20.4	18.8	16.8	15.5	1,089	18.80	17.32
UA	PVD	EWB	160	3.5	51	39.9	79	9.9	224	76	253	47.4	18.9	37.4	15.0	400	42.34	16.94
UA	PVD	ORD	849	1.7	72	63.4	88	31.3	178	150	270	17.7	16.3	15.5	14.3	1,459	17.92	16.51
DL	PVD	ATL	903	2.8	147	126.3	86	32.5	175	144	222	16.0	15.2	13.8	13.1	4,242	16.99	16.15
DL	PVD	DTW	614	2.7	108	87.4	81	26.9	161	125	222	20.4	16.0	16.5	12.9	2,416	20.13	15.77
AA	PVD	CLT	683	4.1	141	119.4	85	22.6	177	125	208	18.2	15.1	15.4	12.7	2,213	17.72	14.64
WN	PVD	RSW	1201	0.2	152	134.4	88	99.6	165	165	165	13.7	15.1	12.2	13.3	1,880	13.18	14.45
B6	PVD	FLI	1188	1.0	150	128.4	86	95.8	145	144	148	12.1	13.2	10.4	11.3	2,303	11.68	12.73
B6	PVD	MCO	1073	1.9	150	124.8	83	97.4	140	139	142	13.0	13.4	10.8	11.2	2,124	12.10	12.53
WN	PVD	BWI	328	7.4	147	118.8	81	35.9	107	78	144	23.9	13.7	19.3	11.1	863	21.13	12.10
WN	PVD	TPA	1137	1.8	149	124.1	84	94.4	137	135	139	11.9	12.6	9.9	10.6	1,676	10.91	11.64

- 1 Ideal for keeping an eye on revenue performance metrics for all your markets, including those with multiple carriers competing on a single route.
- 1 Select a Focus Spoke Airport. Note that you will not get a hub grade nor a network grade.

Tip #4 Sort by SLA TRASM (or any column in the report)

Route Grader Report for AA flights to DFW for MEM for travel in Q3 2017

Send to:  

Some values may be shown rounded.
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AA	MFE	DFW	468	5.7	100	75.3	75	22.8	203	155	322	33.1	22.7	24.8	17.0	1,086	27.17	18.59	1	1
AA	CRP	DFW	354	5.4	78	59.3	76	21.9	197	132	286	37.2	22.1	28.3	16.8	744	30.99	18.44	1	1
AA	JAN	DFW	408	5.7	69	50.4	73	21.1	199	140	290	34.4	22.0	25.3	16.1	679	27.69	17.69	1	1
AA	PIB	DFW	462	0.5	50	41.4	83	11.3	153	129	226	27.9	19.0	23.1	15.7	593	25.66	17.44	1	1
AA	MEM	DFW	432	5.7	121	97.9	81	32.1	161	127	246	29.4	19.3	23.8	15.6	1,357	26.37	17.33	1	1
AA	MEI	DFW	485	0.5	50	43.5	87	15.7	131	124	231	25.6	17.8	22.2	15.5	639	24.07	17.32	1	1
AA	ICT	DFW	328	5.7	87	70.0	81	17.1	172	109	255	33.2	19.0	26.8	15.4	845	20.80	17.06	1	1
AA	SGF	DFW	364	6.8	65	46.9	72	19.1	183	128	285	35.0	21.1	25.4	15.3	596	27.91	16.84	1	1
AA	BTR	DFW	383	6.0	65	45.7	70	26.0	187	123	249	32.2	19.9	22.5	13.9	597	24.92	15.42	2	2
AA	LFT	DFW	351	3.8	73	47.1	64	19.1	194	129	280	36.6	21.7	23.6	14.0	588	25.87	15.33	2	2
AA	ROW	DFW	435	2.8	56	40.6	72	21.7	185	127	257	29.1	19.2	20.9	13.8	567	23.19	15.30	2	2
AA	MCI	DFW	460	6.6	138	108.6	78	36.7	135	115	212	24.9	16.9	19.5	13.3	1,533	22.05	14.96	3	3
AA	GPT	DFW	500	2.0	78	60.8	78	21.8	174	120	241	24.0	17.0	18.7	13.3	907	21.08	14.91	3	3
AA	JLN	DFW	327	2.0	67	49.9	74	8.5	193	101	262	30.8	17.6	22.8	13.1	601	25.57	14.62	3	3
AA	LRD	DFW	396	3.8	61	34.7	57	19.8	225	146	307	36.9	23.2	21.1	13.3	461	22.98	14.46	3	3
AA	MSY	DFW	448	6.8	138	110.2	80	34.5	125	107	202	23.8	15.9	19.1	12.8	1,556	21.60	14.45	3	3
AA	MHK	DFW	431	2.8	65	44.1	68	16.5	155	122	277	28.2	18.5	19.1	12.6	610	21.30	13.99	4	3
AA	COU	DFW	489	2.0	77	55.7	72	23.5	154	120	247	24.5	17.1	17.7	12.4	821	19.88	13.90	4	4
AA	BRO	DFW	482	2.8	78	54.4	70	21.9	169	122	252	25.4	17.6	17.7	12.3	796	19.87	13.80	4	4

Click the column header to sort ascending/descending

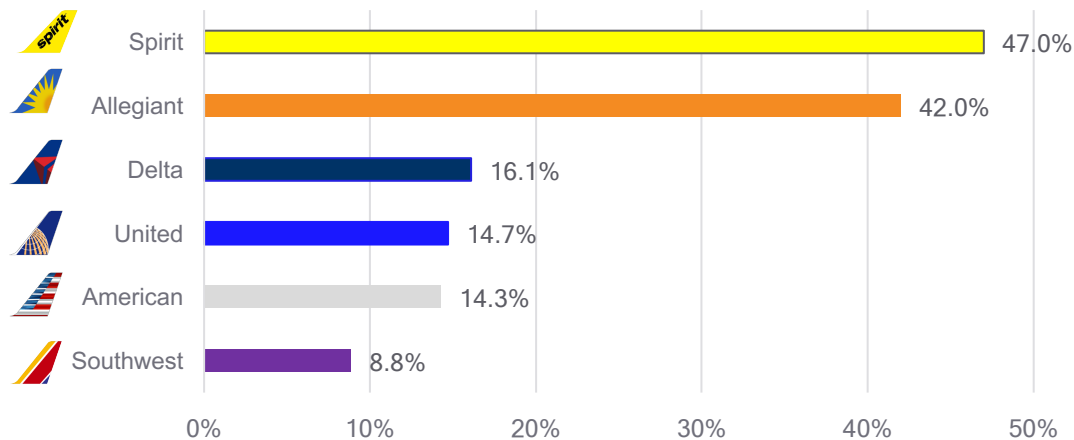
Tip #5 Know like a pro!

Whether you are an airport air service development manager, consultant, airline network planner, or bonafide avgeek, gauging route performance has long been an enigma that aviation experts struggle to fully understand.

It's easy to become mesmerized by key metrics that are often associated with route performance. Sure, the flights had extraordinarily high load factors that suggest full flights. But packed planes don't necessarily guarantee the route is minting money. Likewise, industry leading yield doesn't exactly translate into profitable flying. Suffice to say, allocating, estimating, and understanding revenues and costs is an art form given the complexities of airline P&L methodologies.

Route Grader distills all the key metrics of a route's revenue performance, including capacity, load factor, passengers and fares, as well as a new TRASM calculation (which combines passenger ticket revenue with ancillary and cargo revenue) into one easy-to-use report.

Ancillary % of Total Revenue



AAL, DAL, UAL, and LUV Q1 2016 10-Q, SAVE and ALGT Q2 2017 10-Q

