How to use Route Grader

- 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.

- 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.

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

- 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).

How to use Route Grader

- Show Stage Length Adjusted Values? Click to include Stage Length Adjusted RASM / RASK and Stage Length Adjusted Yield.

- SLA Target Stage Length - Input an integer that is your target stage length for adjustment

- Display Results For - Choose whether to see all routes or to limit the output to domestic routes only or international routes only.

- Select the number of airport pairs to display with similar stage length to the Focus Airport-Hub airport pair selected.

- 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

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 Al	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	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

- 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

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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

Select a Marketing Airline and Hub Airport

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

▪ Select a Marketing Airline

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

- Ideal for keeping an eye on revenue performance metrics for all your markets, including those with multiple carriers competing on a single route.
- 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: 📝 📊

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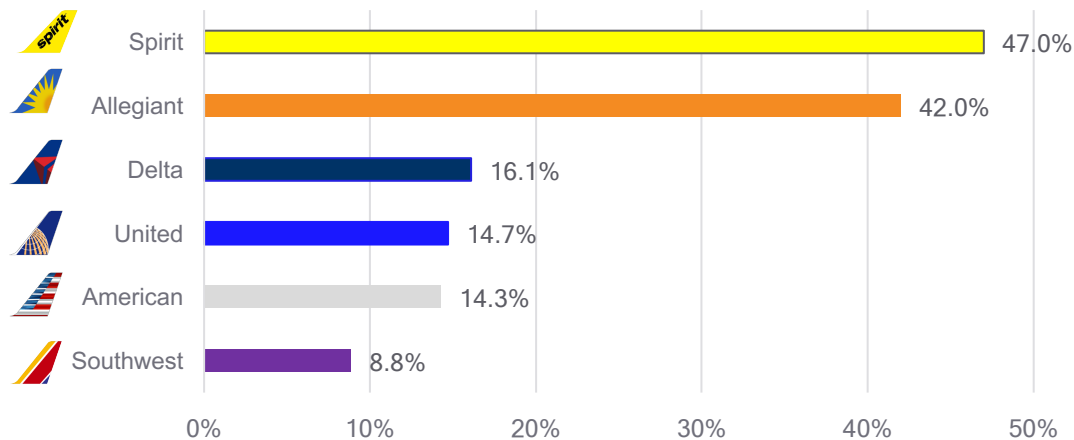▌ Click the column header to sort ascending/descending

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

Airline	Percentage
Spirit	47.0%
Allegiant	42.0%
Delta	16.1%
United	14.7%
American	14.3%
Southwest	8.8%

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

Ticket Revenue   Ancillary Revenue   Cargo Revenue

TRASM