

## **AvSoft - Summary of the Year and our Plans for 2000**

### **1999 Marketing Development**

- In 1999, we increased our customer base to over 400 located in a total of 36 countries, while revenue increased by over 25% for the fifth year running.

### **1999 Data Development**

- In 1999, we achieved the following data improvements
  - The currency and accuracy of aircraft fleet, orders and address data continued to improve, for example
    - we updated 2,900 Operator Head Office Addresses including contact names, telephone, fax and email,
    - we updated 3,300 Maintenance Facility Addresses including contact names, telephone, fax and email,
    - we updated the overhaul capability of over 500 maintenance facilities,
    - we increased lease duration data from 498 to 2,776 aircraft,
    - we verified directly with aircraft customers the delivery schedules on aircraft order backlogs for over 60% of the total backlog (for Airbus, we verified over 90%)
  - additional status codes were introduced for historical fleet data including: sub-leased, bought lease intact, freighter conversion, hush-kitted to improve fleet trend monitoring
  - HeliCAS was released in October and already contains data on over 17,000 helicopters
  - data research and collection has now started for our military aircraft product: MiliCAS

### **1999 Program Development**

- In 1999, we continued to enhance Version 2.5 as follows:
  - Full security features were introduced into Contact Manager
  - The ability to add documents and images to Contact Manager was introduced
  - A Diary and Reminder facility were added to Contact Manager
  - The Lease End Screen and Reports were added to the A/C Reports Menu, enabling detailed or summary reports on aircraft lease ends by a range of months and/or years

## **1999 Program Development (continued)**

- The Aircraft Trends Screen and Reports were added to the Analytical Reports Menu, enabling both historical and future trends to be displayed on one screen (graph and report)
- A Website button was introduced to provide on-line access to the latest aircraft orders

## **1999 Staff Development**

- In 1999, we increased our staff to a total of 27 by
  - the addition of 5 Data staff from 8 to 13
  - the addition of 1 Sales staff from 2 to 3

## **The New Year - 2000**

### **2000 - Data Development**

- In 2000, our data development plan is as follows:
  - Continue to improve the currency and accuracy of our fleet, orders and orders delivery schedule, address and overhaul capability data
  - Increase our coverage of turbine-powered transport aircraft to include aircraft of less than 12,500lbs/5,600kgs e.g. Beech King Air
  - Separate lease status into Financial lease and Operating lease
  - Add Aircraft & Engine Technical & Operational Specifications
  - Initiate data collection from the airlines on aircraft fit
  - Complete the coverage of all military transport aircraft
  - Continue to increase our coverage of helicopters
  - Continue the research on – and collection of – military fighting aircraft data for the launch of MiliCAS in the second quarter of 2000

### **2000 - Software Development**

- Our ACAS software development plans in 2000 include:
  - Release Product Tracker Version 2.0 in the first quarter of 2000
  - Release ACAS Version 2.6 with an improved, easier-to-use front end in the second quarter of 2000

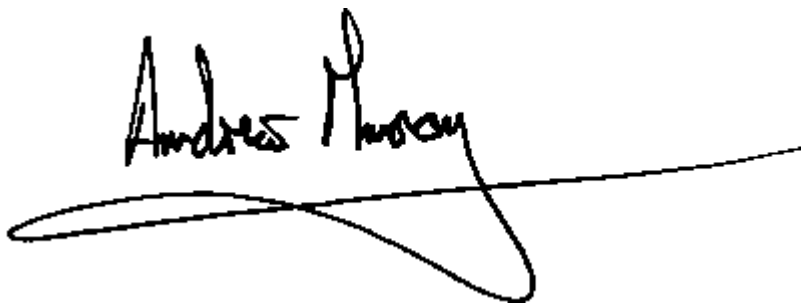
### ***2000 - Software Development (continued)***

- Increase the type of data changes (currently aircraft orders) - in between monthly CD updates - which can be viewed on-line and downloaded from our website
- Improve the Time-Series Optional Module by the addition of an Individual Aircraft Report, Utilisation per Aircraft Report and Average Cycle Time Report
- Add Selections for APU, Propeller & Aircraft Fit
- Add an Operator Status Report which summarises all information from all data files
- Release MiliCAS Version 1.0 in the second quarter of 2000 (military fighting and transport aircraft)
- Develop the client-server version of ACAS, Version 3.0. (I had hoped that 1999 would see the launch of this Version – unfortunately we have been constrained by a lack of programming capacity – due to the difficulties in recruiting additional highly qualified programmers in this pre-millennium year).

### **2000 - Staff Development**

- To achieve the above developments we will be recruiting additional staff, and our 2000 Budget requires three more Data Research Staff, two additional Programmers and an additional Sales Executive during the course of 2000.

Lastly may I thank you for your custom in 1999 and wish you a most prosperous 2000.

A handwritten signature in black ink, reading "Andrew Murray". The signature is stylized with a large, sweeping loop at the end of the name.

Andrew Murray  
Managing Director

# ACAS

## August 2000 Update

The August Update contains updated data files.

***Update News now contains both the currency of aircraft data and news of ACAS program Changes and Additions***

### ***Aircraft Status***

#### ***1. Currency of Aircraft Utilisation Data***

<b><i>Manufacturer</i></b>	<b><i>Utilisation Data Updated to end-</i></b>
Aerospatiale*	July 2000 (from June 00)
Airbus	June 2000 (from May 00)
ATR	May 2000 (from April 00)
BAe/Aerospatiale	June 2000 (from June 00)
BAe (AVRO)	June 2000 (from May 00)
BAe (Jetstream)	June 2000 (from May 00)
Beech	June 2000 (from May 00)
Boeing	June 2000 (from May 00)
BBAD (Business Jets)*	July 2000 (from June 00)
BRAD (Turboprop)	June 2000 (from May 00)
BRAD (Jet)	June 2000 (from May 00)
CASA	May 2000 (from May 00)
Cessna*	July 2000 (from June 00)
Convair*	July 2000 (from June 00)
Dassault*	July 2000 (from June 00)
Douglas	May 2000 (from April 00)
Dornier*	July 2000 (from June 00)
Embraer 110	July 2000 (from June 00)
Embraer 120	April 2000 (from March 00)
Embraer 145	May 2000 (from April 00)
Fairchild*	July 2000 (from June 00)
Fokker*	July 2000 (from June 00)
Grumman*	July 2000 (from June 00)
IAI*	July 2000 (from June 00)
IPTN	December 1998 (from December 98)
Lockheed*	June 2000 (from March 00)
NAMC*	July 2000 (from June 00)
Saab	April 2000 (from March 00)
Sabre	July 2000 (from June 00)
Shorts*	July 2000 (from June 00)

***\* Please note that we research the hours and cycles data direct from the operators for those Manufacturers marked with an asterisk - generally because the Manufacturer no longer supports the aircraft or because they have no interest in collecting the data or because - in the case of business jets - the data is regarded as confidential. For such manufacturers aircraft, the hours and cycles data is incomplete and should be used with caution.***

## ***2 Fleet Status***

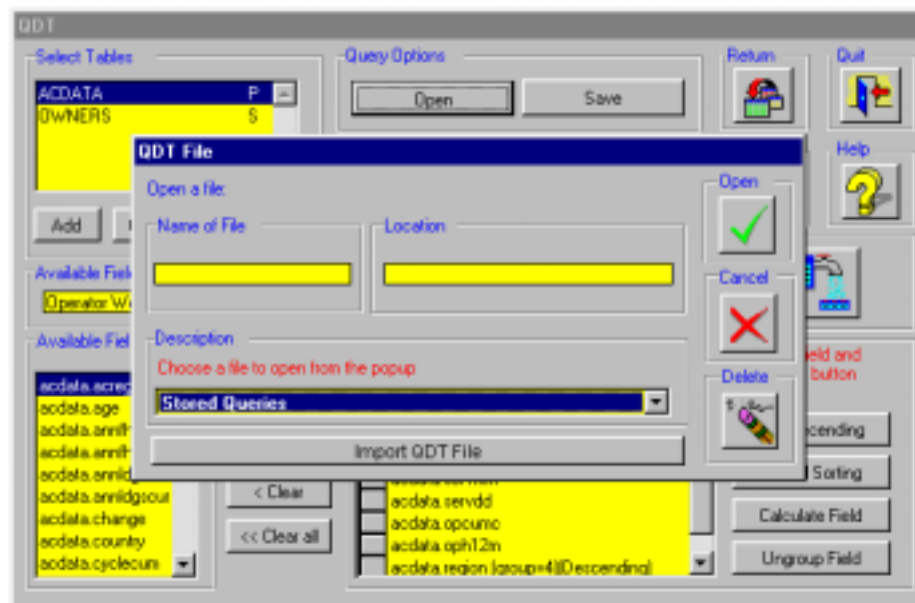
The currency of the Fleet data (i.e. latest new aircraft deliveries, operator changes etc as opposed to hours and cycles data) is valid to the latest date possible - generally the end of July 2000 although wherever possible we have included August 2000 aircraft deliveries and changes.

## ***ACAS Product News***

**Daily Updates on Aircraft Orders via AvSoft Website** - a Website selection is included on the top menu bar above the ACAS Main Menu which enables you to access the latest aircraft orders via our Website (a Technical Support option is also included if you need to contact us).

The Website is updated daily with all the news on the latest aircraft orders, to keep you right up to date in between the monthly ACAS update - just click on Website on the top menu bar, then select Latest Orders and our Website page containing the orders will appear automatically.

If you access our Website ([WWW.AVSOF.T.CO.UK](http://WWW.AVSOF.T.CO.UK)) directly, the orders and other news is contained in the News section, but **you will need a password** to access Latest Orders (this section is only available to ACAS Customers). The **Password** is: **RMTAS**

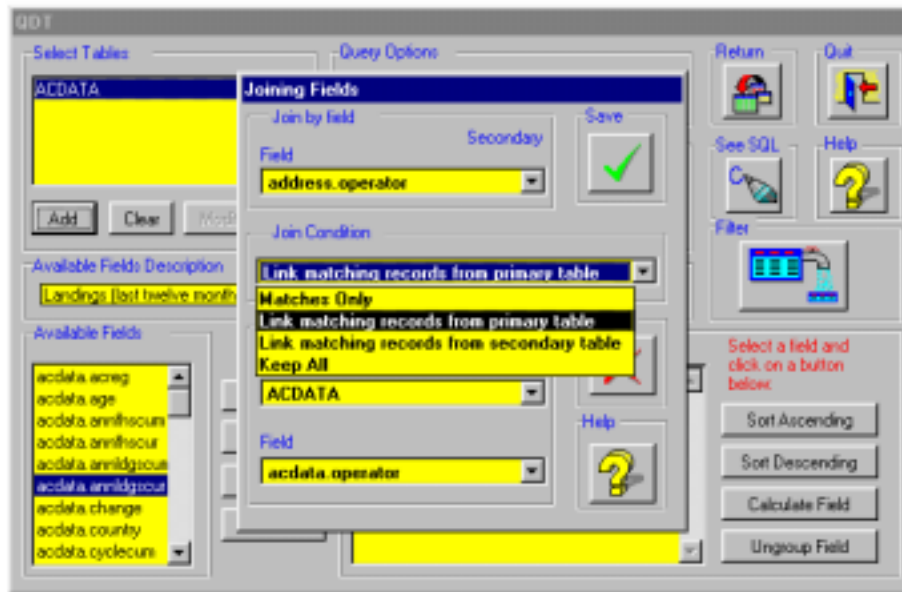


## Using More than One Data File

To allow greater control over the records you can see from each data file, a number of additional Join Conditions have been added to QDT.

The **Join Condition** controls which records are shown from each file. In the majority of cases, the default Condition: "Link matching records from primary table" will be the correct choice.

To see the choices available with the Example Query on the next page, click on the down arrow next to "Link matching records from primary table" and the screen will look like this:



**Example Query:** Primary Table: ACDATA.DBF  
Secondary Table: ADDRESS.DBF  
Aircraft Type: 777

Purpose of Query: to show all 777 operators together with a count of aircraft per operator and the name, title, telephone and email address of the Chief Operating Officer of each operator.

### Link matching records from primary table

In the Example Query, this join condition will show all 777 operators from ACDATA.dbf and matching records from ADDRESS.DBF. Thus, if there wasn't a Head Office Address record in ADDRESS.DBF to match an operator in ACDATA.DBF, the Operator and Count of Aircraft would still appear, but with no data from ADDRESS.DBF

### Link matching records from secondary table

This join condition will produce the reverse of the above showing all records for the secondary file.

## Matches Only

In the case of this Join Condition, if there were 30 777 operators in ACDATA.DBF but only 27 matching operator address records in ADDRESS.DBF, the result would only show the matching 27 records; such a result can be misleading, of course - possibly leading you to believe that there are only 27 777 operators.

**Keep All**

In this case, let's say that ACDATA.DBF contains 1500 records and ADDRESS.DBF contains 1000 records, of which 800 have matching records in ACDATA.DBF. If you select the "Keep All" Join Condition, you will see all records from each file.