

The Airport industry has some very innovative people, and they come up with great solutions for the challenges we all face in managing our own airports. In these newsletters we'll be passing on some of those solutions we feel other Airports might benefit from.

**Discuss Challenges and Opportunities:**

The Aimm team includes Airport Owners, Operators, Managers & Consultants, Pilots, Aircraft Engineers and Software Developers.

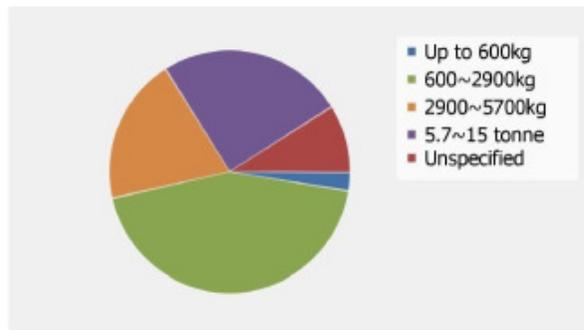
We've seen many scenarios and solutions that occur in the running of Airports/Airfields of various sizes, and (while preserving confidentiality) are happy to discuss how these may be applied to address your own requirements. This can take the form of a short chat at no charge, or a full paid consultancy with written report and recommendations or something in between.

Sometimes just bouncing ideas off someone else is all it takes to make the solution obvious.

You're welcome to phone or email us to discuss any challenges and opportunities at your airport.

**Aircraft Weight Summary**

Weight	Movements
Up to 600kg	17
600~2900kg	293
2900~5700kg	131
5.7~15 tonne	167
Unspecified	61



*The Aircraft Weight Summary is just one of the graphs you'll find on the monthly Aimm Dashboard. Consistent metrics help to build your awareness of airport operations and usage patterns.*

**Safety Committee:** 'Leave it to the experts.'

Have you ever had to a conversation with one of your airport users where you come away thinking they've used their superior knowledge of their niche in aviation to avoid co-operating with you?

Do you sometimes encounter an operational situation that you have misgivings about, but don't quite know how to remedy? Many operational challenges can be solved by appointing a Safety Committee with members representing the various type of aviator or commercial interests at your Airport.

In many situations this removes the Airport Manager from being the 'piggy in the middle' or the messenger of bad news, and shows that proactive steps are being taken to assess and address operational issues.

At our Airport (West Auckland Airport, Parakai), we've found that the Safety Committee makes very good decisions, and as they come from a group of six or more highly qualified pilots of various backgrounds, have never been challenged.

As an example: Our Safety Committee Consists of 9 Members.

Airport Manager, Grounds keeper, A recreational GA pilot (who is also an airline captain), An Ultralight Pilot/Instructor, A Helicopter Pilot (also CPL) and Representatives from Each Commercial operator: Several flight training operators, Engineering, Skydiving.

With this range of talents and experience on board, issues are dealt with efficiently and with lasting results and a spirit of cooperation.

If you don't already have a Safety Committee, it is well worth considering. Quarterly meetings are often enough, with a special meeting if an incident or loss-of-separation occurs. Feel free to contact us if you'd like to discuss setting up your own safety committee.



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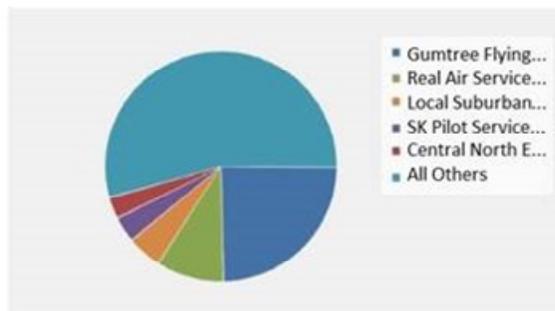
## Bulk Charge Aircraft?

Most Airports have local aircraft operators who pay a bulk annual rate that covers all their movements. Although they're not being charged for each individual movement, it is still important to know how many movements they make for you to calculate the appropriate bulk fee.

When a new Airport installs Aimm, it is common to find that the usage by local operators has changed considerably from when it was first estimated. Often two to three times different either way. To make an informed decision as to the appropriate level of Bulk fee (and negotiate effectively), it is essential to know what the actual level is now, rather than what it used to be.

### Most Active Operators

Operator	Movements
Gumtree Flying Club (Inc)	165
Real Air Services (2010) Pty Ltd	63
Local Suburban Wings Pty Ltd	32
SK Pilot Services	24
Central North Eastern Aviation Pty Ltd	20
All Other Operators	365
Total	669



Another graph from the monthly Aimm Dashboard.

Metrics like this are invaluable when it comes time to review your pricing structure and fee arrangements.

It's surprisingly common to find, as in the above example, that one operator will account for 25% of total airport usage.

## Aimm clients - Did you know?

You can listen to pilot radio calls within a few minutes of them being recorded by either Aimm-Lite or Aimm-Plus... you don't need to wait for the calls to be processed. This lets you respond quickly to noise complaints or incidents before they escalate.

## New 'Auto Relief' service for Aimm Clients

It is each Airport's choice to have their own staff, or Aimm's operators, do the radio call playbacks and data entry. With many Airports now wanting to improve their cost-efficiency, we've noticed that more are now choosing to have their own staff do the work. This is ideal as local people have local knowledge, and it is good public relations to provide a job for a local to do the playbacks, rather than outsourcing to someone far away.

However, it is easy for an isolated operator to fall behind if they get busy, get sick etc. So we've added a new 'Auto Relief' service. This diverts all calls older than seven days to one of Aimm's own operators, who then follow along behind until the Airport's own staffer catches up. Seven days seems about right, and can be adjusted if necessary to suit each Airport.

## Holiday Relief for Aimm Clients own Playback Operators

While on the subject of 'relief' services, please let us know a few days in advance if your playback operator is going on holiday. This helps us to schedule one of Aimm's own operators to take over on the day so it is fully up to date. Our operators try to enter all movements within 2 to 3 days so you can see them on your Home Page. The radio calls are available to you within 10 to 20 minutes... even if not yet played back for data entry.

## AAA National Conference 2016 - Canberra

If you're going to AAA in Canberra in November, come and have a chat. We'll be on stand 70.



## Do you know what's happening at your airport?

Aimm produces reports, graphs and statistics to help you demonstrate accountability at your airport to stakeholders.

Find out more at - [www.Aimm.aero](http://www.Aimm.aero) or contact us; [info@Aimm.aero](mailto:info@Aimm.aero)



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