



Intelligent Records Management



Leasing to and Repossessing from
Third-Tier Operators

A Records Perspective

Third Tier Operators

- Why are records reviews so difficult?
- Understood in Two Phrases
 - “Life Records Experience”
 - “Knowledge Component”

Life Records Experience

- For a Consultant:
 - Exposure to others' records and
 - the type(s) of aircraft reviewed.
- For an operator employee:
 - Depth of training in records keeping processes and maintenance planning.

Knowledge Component

- Using all of your life records experience when conducting reviews
 - It's a complex environment.

Art of Data Collection & Data Mining

- Every piece of paper is part of an aircraft's data-information set.
 - But the records 'analyst' may be an inexperienced data entry clerk.
 - May be acquired through friends and family or from other third tier operators.
 - Do not know that they do not know.
 - Sometimes a pilot is the records reviewer.

Defining your Expert

- Working records is more than knowing what to do with the data.
 - It is knowing what the data means.
 - It is analyzing all the data to mine information.
- Knowledge influences performance.
- Data analysis yields information which should become knowledge/acumen.

Who Are The Experts?

- Experts can sort, synthesize, organize and apply data to give you information.
- Experts are objective, not subjective.
- Experts ensure that data matches the information in inventories line by line.

Information We Need From You

- All technical reports
 - AD's, Repairs, Modifications and STC's.
- Serial numbers
 - Engines, APU and Landing Gear,
- The condition of any B2B or LLP parts as delivered to the operator
- .
- Records return conditions.
 - May still be enforced by commercial.
- Access to the facility and technical department(s)
- Introductions prior to arrival.

Consultants Must Work With People

- All come from diverse backgrounds.
- May be angry, alienated or unpaid.
- Must work together to prepare records for return.

How Shall Records Be Returned?

- In boxes by date, w/ current status inventories.
- Inventory every box and locate all pertinent information.
 - STC and Modification data are most important.
 - Missing data can cost serious money.
 - Other data such as repair assessment can be addressed later.
- Consultant can stay on site and ‘do’ the records.
 - Not recommended.

Sometimes Records Will Be Everywhere

- If the operator is shutting down, it may be difficult to access records.

As Is Where Is – In a perfect world

- A complete set of records ready for a DAR.
 - All AD's in file folders.
 - All component tags.
 - All engine, gear and APU (if required) B2B.
 - All modifications and STC's pulled .
 - All Export Certificates, Registration Certificates, Accident and Incident Statements, Fluid Used Statements, Engine EGT Statements, Records Acceptance , Transponders, Pilot Static Checks, etc

As Is Where Is – Records Completeness

- Records in boxes as presented by the operator .
 - May or may not be complete.
- A few file folders with the admonition “Here your records. You go” .
- Records in boxes by date, with an inventory.
 - This is the most common records condition presented to the consultant.
 - Sometimes, records in boxes by date, but with no inventory.

As Is Where Is – Formats vary

- There can be over 100 boxes containing records that are 25 or more years old.
- There can be 10 or fewer boxes with microfilm.
- There maybe only one box of the latest (30–60 days) technical records.

As Is Where Is - To the operator

- At the aircraft's return, the leasing company will receive the records as they kept them.
- Contractually, the return physical condition of the airframe, engines, gear & APU should be specified separate from the return condition of the records.

As Is Where Is – Operators and Owners

- To a new company:
leasing/purchasing the aircraft; the records must be ‘done’ and ready for presentation to a DAR.
- To the leasing company:
whatever they are forced to comply with to close the deal.



Grace Farmer

President, AviaSphere Corp.

817-371-8558