Alaska AIRLINES

Dear Sir/Madam,

I'm writing on behalf of Alaska Airlines Lease Management Team. We have worked with Jet Research for the last 2 years as we exit our older fleet of 26 737-400 A/C. When we began our project, we managed 5 returns internally. However, it became clear to us that like most Airlines, we didn't have the internal resources to efficiently return this many aircraft with continued success. Lessors seemed to take advantage of the fact that we didn't have the technical expertise and dedicated team during a return which we believed resulted in high pay outs and a sometimes adversarial working relationship. Our leases were coming due 15 days apart in some months and we anticipated a mounting burden. As a result, we took the step to hire outside Consultants to help us develop a strategy for the remaining returns. Having worked with Consultants from Jet Research in the past, only on opposite sides of the table – we knew they were both professional and proficient in industry standards and practices.

Our goals were two fold and based on our experience having lease returned with internal resources.

- We wanted to produce and present a 100% electronic package that was 100% accurate to the Lessor – no more than needed per the contract and the FARS but with comprehensive value.
- We wanted to hold the Lessor accountable for cooperating with us in our common goal to return on time.

Jet Research provided exceptional Consultants who had technical proficiency in the areas of Records, Structures, Regulatory Standards and Project Management. They performed the initial Records audit and Physical inspection on each aircraft prior to presenting packages to the Lessors. Our open items from the Lessors went from a list of 900 to less than 150. They successfully managed and held the Lessors accountable from the presentation of the package to the end of every lease – leaving only Commercial matters for us to resolve. However, most commercial issues were eliminated based on their ability to field and scrutinize technical questions before moving up the chain. We returned every aircraft on time if not early and reduced our buyout amounts significantly. Most importantly, we were able to continue our normal daily business with little interruption. I recommend Jet Research with the highest esteem for Airlines who may find themselves in the same position as us. Please feel free to reach out to me for further information regarding our process.

Sincerely,

Golden Weller
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