



Why we exist, and the view nobody has yet

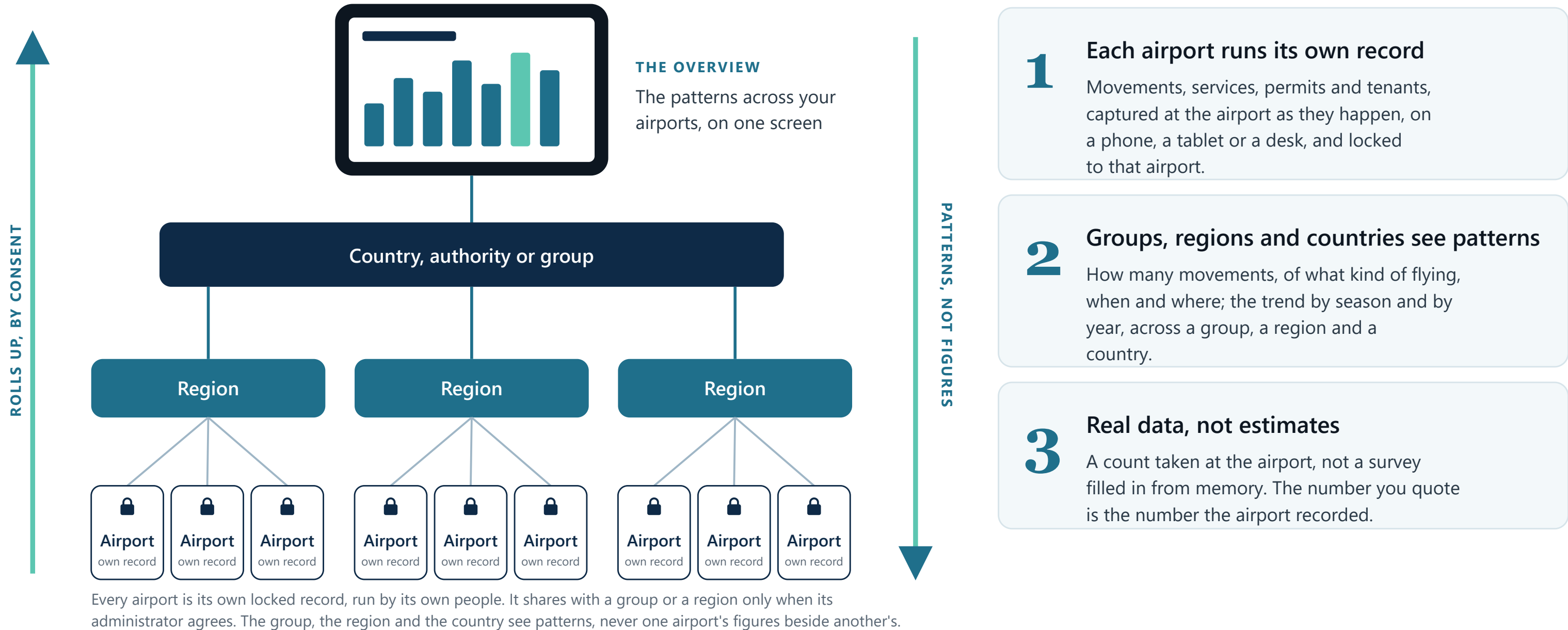
Each airport keeps its own record. A group or a region sees the patterns across its airports, and a country sees the whole, by consent.

WHY WE EXIST

Smaller airports everywhere are under-served by the mainstream aviation technology industry. They run on paper and spreadsheets, so they have no statistics and no history, and neither does anyone who plans for them. We exist to give every airport, however small, a trusted record of its own activity.

WHAT WE ARE BUILDING TOWARDS

Every airport with its own record. Every group and region able to see the patterns across its airports. Countries planning on real data instead of estimates, with each airport in control of what it shares.



Most of the world's medium and smaller airports run on paper and spreadsheets today.

They have no history and no statistics, so neither have the people who plan for them.



Every movement, seen and verified

Transponders, the tower, cameras, staff and pilots feed one pipeline: every aircraft becomes one trusted record.

ADS-B receivers at the airport

Our own receivers, built on an open design.
The feed goes to the airport's record and nowhere else.

The tower and the radio

Where there is a tower, each movement captured by voice, by keyboard or by camera, beside the paper strips.

Smart cameras

Current-generation cameras on the apron and runway read each aircraft, day and night.

Mobile capture

Airport staff record and photograph on a phone or tablet. It works without signal and catches up later.

Operators and pilots

Based operators and visiting pilots declare their movements and services on the portal, from anywhere.

THE DATA PIPELINE

Received

from every source, as it happens

Cleaned and matched

one aircraft, one identity

One verified movement

reviewed once, counted once

The airport's own picture

Every movement and service, by aircraft, operator and kind of flying, with a history from the first day.

The group, the region, the country

Patterns across airports, aggregated by consent, for planning and for advocacy.

Analysis and AI

A data warehouse for trends, forecasts and machine learning, held in your region.

Seen, even when silent

An aircraft without a transponder, or with it switched off, is still recorded: the camera reads it, a person confirms it.

No foreign tracking service

Commercial flight trackers send every receiver's data abroad and sell it back. Ours stays with the airport, in your country.

Paper can stay

Nobody gives up the paper strips or the logbook on day one. Each movement is captured digitally beside them.



What the data tells a group, a region, a country

Transport planning, economic development, climate and flight training, from counts taken at the airport rather than estimates.

1 **TRANSPORT PLANNING** Where the traffic is, and where it is going

Movements by airport and by kind of flying: training, charter, medevac, scheduled, private, firefighting, by month and by year.

Which airports are growing, which are quiet, and what a change at one would displace to the others.

2 **ECONOMIC DEVELOPMENT** The activity behind the airport

Based operators, tenants and visiting aircraft recorded by the airport itself; the services delivered on the apron.

The evidence for an investment case, a funding application or a submission to the board or the council, with the numbers taken at source.

3 **CLIMATE** Counted, not modelled

Movements by aircraft type and weight band give an emissions baseline per airport and per region, from recorded landings rather than estimates.

The same count shows the shift as fleets change, year on year.

4 **FLIGHT TRAINING** Landings, not flights

A circuit touches down many times. A training airport carries traffic and wear that a count of flights never shows.

Seen as it happens, by runway end, and shared with the schools that fly there.

AND FOR THE AIRPORT ITSELF

Every landing is a wear event, counted where it happens

Runway wear, by end

Landings, not flights: a circuit touches down many times. One runway end can take many times the wear of the other.

Weight on the pavement

Landings by weight band. A regional turboprop and a trainer are not the same load on the same surface.

Heavy stands

Which stands carry the heavy aircraft, and heavies parked where the pavement was not built for them.

Equipment due before it fails

Ground power falls due by hours, cycles or days, whichever comes first, with warning ahead.

The trend shows where wear builds and when a surface reaches its threshold: the evidence behind a capital funding application, taken from the record.

Each airport owns its data.

A group or a region sees what its airports agree to share. A country sees the whole in aggregate, never one airport's figures beside another's. The airport can withdraw its consent at any time, and its record stays its own.



Hosted in your region, by design

Data held in-country, sold and supported locally, and each airport in control of its data.

Nodes are live in Canada, the United States, Europe and Africa. Your data stays in your region, your backups with it, and a partner in your market carries the relationship.

Hosted in your region

Your data stays in-country. Backups are held in-country and never copied abroad.

Sold and supported locally

A partner in your market carries onboarding, training and support, in your time zone, with our engineering behind it.

Your privacy law by design

Personal information kept to the minimum, with expiry, under the privacy law that applies to you.

Closed to everyone else

Each airport locked to itself, every access checked on the server and logged, for as long as the airport requires.

Built for the smallest airport

No analyst and no IT department: a phone, a tablet or a browser, set up from the airport's own published tariffs.

Thirteen languages

English, French, Spanish, Portuguese, German, Italian, Dutch, Kiswahili and five more, for staff, pilots and visiting operators.

WHERE WE ARE

Four regions

Nodes live in Canada, the United States, Europe and Africa, each deployed and watched the same way.

Third generation

The third evolution of a platform that has run real airports since 2019, on real tariffs and real books.

One pipeline, many sources

Transponders, cameras, the tower, staff and pilots: every source feeds the same verified record.

Open and ordinary

Standard Linux and PostgreSQL, our own receivers on an open design, and code that can be placed in escrow.

What you gain is a network that can see itself: every airport with a record of its own, and the patterns across them, on real data.

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What is coming: a new class of aircraft is already arriving

Small passenger aircraft for short regional hops, and cargo aircraft with nobody on board, will use the fields big aviation passed over.

1 Built for short cycles, not long sectors

Small passenger aircraft for regional hops, and cargo aircraft with nobody on board, are moving out of trials and into service. They fly frequent, short cycles, so they will use the fields that big aviation has always passed over.

2 A movement a minute

At peak the traffic does not arrive once an hour. It arrives every minute, and every movement needs permission before it comes, a record when it lands, the right charge against the right operator, and an invoice that is correct the first time.

3 No airport on paper will land it

Not slowly, and not by adding people. The fields with a real digital record will be the ones able to say yes when an operator asks who can take the traffic. The ones still keying movements into a spreadsheet will watch it go to a neighbour that can.

ONE HOUR AT A REGIONAL FIELD

Each mark is one movement

and each movement needs a permission, a record, a charge and an invoice.

Today: a few movements an hour



With the new class, at peak: one a minute



On paper, the second strip is a queue at the gate, a backlog in the office and charges nobody raised.

On a record that captures each movement as it happens, it is a normal hour.

FOR THE OWNER, THE GROUP, THE REGION

Which of your fields will be ready is a question to ask now, before an operator asks it.

Being ready early is a commercial position, not a technology achievement.

It is open to any airport willing to start now, and it is how a regional field holds on to the role it plays in the economy around it. The window is roughly two years.

The full piece: www.ironwood.aero/insights/a-new-class-of-aircraft