

# Newsletter EAP August 2001

Airport Basel (Switzerland)-Mulhouse (France)-Freiburg(Germany)

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*edited by airtraffic promotion group – a non-profit organization supported by aviation professionals*

## LATEST NEWS

**ON JULY 11, 2001 THE DOORS TO THE NEW Y-TERMINAL WERE OPENED TO THE TRAVELING PUBLIC.** Since then the terminal has proven to work very well, no major problems had to be solved. Passengers are enjoying the new terminal which is spacious and has all a traveler needs these days, a wide selection of restaurants, bars and shops shorten the waiting time. The new building serves the local passengers (75%) and the ever increasing number of transfer passengers (mainly Crossair) which count to nearly 25% of the total passengers volume.

## STATISTICS 2001 : JULY 2001 REPORT **need all details, please, let us know !**

<u>Passengers</u>		<u>Airfreight</u>	<u>July</u>	<u>January - July</u>
Scheduled	271'590 - 4%	Scheduled	4'520 -1%	30'481 + 5%
Charter	107'085* - 9%	Charter	57 -88%	1'243 - 24%
<b>Total</b>	<b>379'236 - 5%</b>	Express	1'832 +8%	13'093 +10%
EuroCross (January-July)	402'419 +3%	<b>Total flown</b>	<b>6'409 - 5%</b>	<b>44'817 + 5%</b>
<b>Total (January-July)</b>	<b>2'122'596 -3%</b>	Total trucked	3'900	
*07/00: 5 weekends / 07/01: 4 weekends (10'000 seats/weekend)		<b>Total volume</b>	<b>10'309 - 3%</b>	<b>72'667 + 6%</b>

## **viewpoint : CROSSAIR'S INDEPENDENCE VS. SWISSAIR'S CALL OF REIGN**

**AIR TRAVEL WITHIN EUROPE** : via a Major Hub or via tailor-made airports. The idea to establish an alternative to crowded mega airports has not seen European flag carriers in the pool position to rally for better options. The regionals' initiative to offer easy traveling is still unchallenged. Few airlines facilitate efficient by-pass concepts to avoid large and congested gateways. Crossair has invented the EuroCross at the EuroAirport to spearhead a concept which connects most regions within Western Europe. This initiative has brought forward much acclamation among air travelers. Parent-company Swissair has shown no interest to do likewise at the EAP. Instead, good old days are celebrated heralding "One Airline and One Airport only". This is no longer in tune with reality ! Crossair has done reasonably well in resisting full Swissair control over its business. The fight was and still is justified when looking at the SR Group's present chaos. By now, Crossair enjoys first place in European airtraffic when looking at its network/fleet/passenger performance within the ERA class. Also the airline is number one with a separate hub and spoke operation. The carrier performs best when allowed to remain independent. The core competence of Crossair is now hotly debated. Its performance is not very welcomed among fractions within the Swissair Group. Reports issued by experts see a danger in "off-shore hubbing" to Swissair. They are pushing the point that it is not standard practice that regionals play the entrepreneurial card as a member company. Efficiency matters are being called to support their argument. That is exactly what the Swissair Group is presently struggling with. Cool minds call for a quality assessment with Crossair as an independent carrier to the benefit of the entire group. Soft factors like loyalty, ingenuity, and innovation made this airline strong.

## **A BUSY SATURDAY AFTERNOON AT RUNWAY 16....**

What a beautiful Saturday morning ! I have the urge to see planes landing and taking off, feel the thrust, smell the kerosene and see what is new on the ramp of the EuroAirport. I arrive at the spectators platform at the end of RWY 16 at 09.00 hours, the second Crossair wave has just started, Saab 2000, Embraer 145 and RJ 85/100 approach the runway one after the other and touch down real smooth. An elderly couple arrives, reflecting over the traffic and being surprised about the number of planes approaching. Meanwhile it is 11.00 hours, additionally to the Crossair planes, charter traffic is mixing in, Air Europe, Tunis Air, Royal Air Maroc, Fly FTI, a Gemini Air Cargo DC-10-30 from Bombay and other highlights let the hours pass by. A lot of different people visit the Belvedere (spectators platform), families, couples and the guys you can't help anymore, equipped with ladders, cameras and spectacles get installed and talk about what happened the week before..."did you see the Icelandair B-737 Cargo ?" or "do you know more about Ryanair's plans to serve the EAP ?". Later in the afternoon Malaysia Cargo B747-200 arrives, the cameras click many times and soon the sun sets and yet another Saturday afternoon is over at the end of RWY 16.

## **LATEST WINTER SCHEDULE 2001/2002 UPDATE**

**THE EURO CROSS WILL SEE SOME CHANGES IN THE COMING WINTER SEASON.** Additional flights are scheduled for Hub 2 (08.00-10.00) and 5 (19.00-21.00). 24 movements (arrivals & departures) will be handled at each bank altogether. All outbound flights in Hub 5 are nightstop operations with early morning departures the next day to connect with French, Italian and Spanish destinations in Hub 2. The nightstop at Cologne is replacing the evening turnaround ex EAP. Crossair hopes to attract more traffic ex Cologne. A nightstop at Düsseldorf with an early departure is targeted but not (yet) finalized as slots are hard to obtain at DUS. Rome will be served in Hub 2 with a returning flight in Hub 5. As more ERJ 145 become available for operations, more destinations will be served by this aircraft (Winter 2001 : Florence, Rome, Madrid).

**LUFTHANSA IS AGAIN LAUNCHING SERVICES TO MUNICH.** Up to three flights a day and 18 operations a week are to start on September 1, 2001. Dash 8-300 (50 seats) will be operated by Augsburg Airways on behalf of Lufthansa. All LH-flights are handled by Swissport Basel (a member company of the Swissair Group).

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**FTI IS HEADING FOR CANCUN AGAIN.** The service will start on November 13 (twice weekly with Condor B-767-300). FTI also announces a switch from LTU to Condor for all Puerto Plata, Punta Cana and Varadero operations. Furthermore, the TO will pull out of Egypt and the Canarias markets due to negative revenue perspectives resulting from overcapacity.

## KEY ACCOUNT ? A LOT OF FIGURES ? NEW TERMINOLOGY FOR WHAT ? – WE TRY TO FIGURE IT OUT !

Modern aviation is eagerly producing abbreviations and codes which the news people have to decode in order to move on with their business. Many reference books and "bibles" are available to them. But again, the challenge is theirs to pick the right ones. When searching for a letter A special, I came across a standard term like "key account". Luckily, someone has given me an idea how the airline people define the key account question.

Question : **"Who qualifies for (key) accounts ?"** Answer : **Passengers and corporations have to use airline networks extensively in order to join the ranks. Sales teams will follow-up with customer incentive and mileage programs.** Some corporations have in-house travel agencies which manage all business travels and incentive programs. At the airline level, passengers are being classified by their travel budget, turnover and yield. Many companies keep accounting systems which may produce numbers in Swiss currency like :

<b>Category A+</b>	Yield 42 Mio.	Annual Turnover Above 1 Mio.	<b>Category C</b>	Yield 6 Mio.	Annual Turnover 100'000 - 175'000
<b>Category A</b>	Yield 14 Mio.	500'000 – 1 Mio.	<b>Category D</b>	Yield 5 Mio.	50'000 – 175'000
<b>Category B</b>	Yield 15 Mio.	175'000 – 500'000	<b>Category E</b>	Yield 3 Mio.	50'000

## CHARTER PROGRAM 2001 AT THE EUROAIRPORT

### ESTIMATES ON SEAT & FLIGHT AVAILABILITIES TO MAJOR HOLIDAY RESORTS FROM MAY THRU OCTOBER 2001

Airline	Aircraft	Aircraft seats	Destinations	Total Seats	Flights
African Safari	DC-10-30	234	Mombasa / Seychelles	8'150	35
Air Europa	B-737-300/800	300:150/800:180	Baleares, Canarias, Spain	19'700	130
Balair	B-757ER/767-300	757:210/767:270	Baleares, Greece, Dominicana	17'200	80
Crossair	MD-83/ARJ/SB20	83:160/ARJ:90/SB:50	Baleares, Egypt, Greece, Italy, Spain, Tunisia, Turkey	84'000	550
Futura International	B-737-400	170	Baleares, Canarias, Greece	15'300	90
Hapag Lloyd	B-737-800	180	Baleares, Canarias, Greece, Portugal, Spain	50'400	280
LTU Germany	B-767-300	275	Cuba, Dominicana	13'750	50
Onur Air	A-321/MD-88	321:220/MD-88:170	Turkey	20'000	120
Tunis Air	B-737-500/A-319	737:125/319:145	Tunisia	13'000	95
Other airlines	Different aircraft	Different capacities		115'400	n/a
<b>Total</b>				<b>356'900</b>	<b>1'430</b>

A large number of flights are operated to the Balkan region (Mostar, Pristina, Sarajevo, Tuzla etc.) by exotics like Dardanair and standard airlines like Crossair and Fly FTI. The EAP expects a total of 22'660 seats in each direction during the Summer months. Ethnic traffic has also picked up to and from Algeria (Oran and Constantine). About 6'800 seats can be added to the total number of seats.

## FLY THE MS FLIGHTSIMULATOR – IT IS GREAT FUN !

**I AM ACTUALLY FLYING !** Approaching Runway 16 of the EuroAirport as a captain of a Boeing 777, the big bird touches down on the 4 km concrete strip, I apply the reverse thrust and come to a standstill. This of course is a virtual happening, but it is real fun.

A new add-on for the MS Flight Simulator 98 & 2000 called "Airport Basel" from Flylogic Switzerland makes it possible to roar over the tower in a Cessna or try the visual approach to Runway 34. The scenery shows the airport status two years ago, Apparently there are plans to create an add-on showing the airport after the extension – are you looking forward to that ? or do you want more information, just let us know ! (ndegen@datacomm.ch).

## WATCH OUT FOR ALL THE BUSINESS JETS !

**THE BUSINESS JET SECTOR IS ON THE RISE.** The Newsletter team will look at the importance of this market to local handling companies in its September issue. Four major events contribute substantially to the handling volume at the EAP : World Economic Forum, BASEL (World Fair for Watches and Jewellery), the ART Fair, and the ATP tournament Swiss Indoors. Statistics show two-digit growths of VIP jet travel worldwide. Modern jets accommodate all needs on board and in terms of range.

## INTERNA

**THE NEWSLETTER EAP IS NOW AVAILABLE ONLINE** at [www.eapnews.ch](http://www.eapnews.ch). This service is made possible by webmaster Michael Koerte. We appreciate this opportunity as it may bring more attention to both news channels.