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**DESERT TEAM** is definitely switching partners for its Algerian charter. The contract will go to Khalifa Airways instead which is ready to start with a Boeing B-737-400 on December 22. The routing is Basel – Djanet – Tamanrasset – Basel vv. every Sunday.

**AERIS FLIGHTS EAP – PARIS** vv. are now open to the local market. In the first phase 150 and later on up to 450 seats are available each way. Initial fares are at 6.80 Euro plus airport tax of 15 Euro. The carrier operates three weekly flights ex Paris via EAP to Puerto Plata, La Romana and Malé. [www.hopla.fr](http://www.hopla.fr)

**Swiss Federal Office of Civil Aviation** responded to our (PrivateAir shuttle to NYC) questions as follows :

**as LH-flight**, Swiss carriers must issue no objections. Germany is to grant mutual rights to Swiss carriers.

**as PrivatAir charter**, traffic rights are required as the "Open Sky agreement" does not cover charter works.

**as AF-flight**, French traffic rights ex MLH are required.  
**as flight of US-carriers**, the "Open Sky agreement" is setting the framework for such deals.

PrivateAir's basic plan is to place its BBJ fleet either with airlines and/or corporate travel organizations.

**CHAMPIONS LEAGUE AT ITS BEST** - The EAP and its fan community had their share of fan-charters lining up for take-off to Glasgow, Liverpool and Valencia. Since the FC Basel started its Champions League ride a total of 28 charters added as much as 8'500 passengers to the EAP's July thru November statistics. Here is a first look what has happened sofar.

month	carrier	aircraft	destination	pax	
(based on round-trip and full load)					
08/2002	SWISS	S20	Bratislava	100	
	SkyEuro	EMB120	Bratislava	60	
	SWISS	ARJ1	to Glasgow	180	
	SWISS	MD83	to Glasgow	320	
	SWISS	MD83	to Glasgow	320	
	SWISS	A320	to Glasgow	300	
	Belair	B767-3	to Glasgow	520	
	Titan	B737-3	from Glasgow	300	
	09/2002	SWISS	A330-2	to Liverpool	450
		SWISS	A321	to Liverpool	360
SWISS		MD83	to Liverpool	320	
SWISS		MD83	to Liverpool	320	
SWISS		MD83	to Liverpool	320	
AirLib		DC10-30	to Liverpool	660	
Neos		B737-8	to Liverpool	400	
Eurowing		A319	to Liverpool	280	
ALine400		TU154M	from Moscow	320	
10/2002		SWISS	MD83	to Valencia	320
	SWISS	MD83	to Valencia	320	
	SWISS	MD83	to Valencia	320	
	Belair	B757-2	to Valencia	420	
	Farnair	ATR42	to Valencia	90	
	Neos	B737-8	to Valencia	400	
	Futura	B737-4	from Valencia	340	
	11/2002	SWISS	MD83	to Moscow	320
SWISS		MD83	to Moscow	320	
Titan		B737-3	from Liverpool	300	

La Coruna, Manchester and Turin are next to come.

**AIR FRANCE** started to increase seat capacity to Paris-Orly, departing from the present 4 : 3 aircraft mix (A-319/A-320) on November 4. The new mix is now 5 A-320, 1 A-321 and 1 A-319 a day. Available seats are at 1'125 a day (+80) and 47'250 a week (+3'360). There are 42 flights a week in each direction.

Star Alliance partner **AIR CANADA** (AC) launched a sales drive for Toronto flights which are codeshared with LH ex Munich and Frankfurt. Air Canada can also be booked ex EAP.

**TRAVEL PREFERENCES OF BUSINESS FLYERS** in the EAP catchment area surveyed by the Institute of Econometrics WWZ at the University of Basel

In Spring 2001, the chambers of commerce in the tri-national catchment area of the EAP launched a new research to study travel preferences of corporate business. Those companies responding are offering 124'000 jobs which represent 25% of total employment in Alsace (Colmar/Mulhouse), Southern Germany (Freiburg/Konstanz) and Switzerland (Greater Basel area).

following are some excerpts of the study.

#### number of business trips

98% of all companies registered a total of 120'000 travels to major destinations. Travel activity varies substantially when looking at different sectors. Agro, pharma, chemicals, machinery and tooling, the service industries (banking, accounting, shipping) are known for its high demand for travel solutions. In 1987, 185 trips per company were reported. In 2000, the numbers climbed to 420 trips per entity.

Recent economic development have left their marks on further increases in travel activity anticipated by the business community. 42% of companies expected a growing demand in air travel.

#### selecting airports

60% ex EuroAirport  
20% ex Zürich  
11% ex Stuttgart

#### reasons not to choose the EAP

destination not offered, departure time not suitable  
pricing by carrier ex EAP, congested road access ex Switzerland and missing rail access as sub-optimal.

Business travel ex EuroAirport is up sharply due to improved air services.

#### important destinations

Amsterdam, Berlin, Brussels, Frankfurt, Manchester, Paris London

#### more competition expected to/from

Amsterdam, Berlin, Düsseldorf, Hannover, London, Munich, Paris with better pricing

**air-links JFK – BSL is a high priority**, services to Atlanta, Chicago running second

**rail and road networks in competition** to air services within a range of 300 km or with good train services (Hamburg, Milan)

**reliability in the air** was quoted a major problem in 2000/2001. Flights ex EAP seemed to suffer more so than at other airports.

**incoming business traffic pattern:** 58% of all companies receive guests from Europe and the NAFTA-zone, ex France/Germany = 30%, ex Britain and the NAFTA-zone = 20% most visitors are ex London, Paris, New York

PS : Frankfurt and Munich services have been improved (seat capacity & flights).

# Official opening of New Terminal: 28.11.2002 !

**SWISS** concluded three codeshare standards with six European carriers and American Airlines (also in place ex EuroAirport).

carrier	codeshare standard	to/from destination	range of destination via hub
Aer Lingus	free flow	via London City	to/from Dublin
American Airlines	free flow	via Brussels	to/from Chicago
British Airways	hard block (50 seats)	via London Heathrow	local traffic and worldwide
Finnair	free flow	via Helsinki	local traffic, domestic services in Finland
Iberia	free flow	via Basel	to/from Berne, Geneva, Lugano, Zürich
		via Barcelona	local traffic, domestic services in Spain
		via Madrid	local traffic, domestic services in Spain
Portugalia	soft block	Lisbon/Oporto	local traffic
SN Brussels Airlines	free flow	via Brussels	local traffic, to/ex Bristol, Cardiff, Copenhagen, Gothenborg, Helsinki, Manchester, Newcastle, Oslo to Kinshasa and from Monrovia

definition : Hard Block (fixed number of seats on each flight & direction) Soft Block (seat allocation varies daily and weekly), Free Flow (first booked, first confirmed)

**THE LATEST EAP FIGURES FOR OCTOBER 2002** are showing slight improvements to last year's grounding disaster of Swissair.

**Scheduled traffic** is at 224'379 passengers, – 6% (in October 2001 –13%).

**Charter traffic** is at 56'987 passengers, – 3% (in October 2001 – 24%).

**Total traffic** is at 281'647 passengers, - 8% (in October 2001 – 15%).

**ExpressCargo** recorded 2'149 tons, + 7% (in October 2001 + 6%).

**Commercial movements** posted 7'696 landings and take-offs, - 7% (in October 2001 – 10%).

Traffic BSL – ZRH is basically zero. A local ATC strike pushed figures further down in October 2001.

**THE QUALITY OF ACCESS OF REGIONS** by means of transportation is another benchmarking project engineered by BAK Economics Basel starting with Phase One indicators "intercontinental and inter-regional access" in November 2002. A first report is scheduled for June 2003.

BAK established procedures which will help to secure access to valuable data about all regions under review. Also, scientific standards have been set up to judge and interpret the data collected.

The team will look at centers like Basel, Frankfurt, Geneva, Lyon, Milan, Munich, Stuttgart, Vienna and Zürich with three indicators under consideration :

**INTRA-REGIONAL ACCESS** for highly-qualified manpower within a 60-minute radius to the particular economic center.

**REGIONAL POSITIONING** (market access for clients, suppliers, business partners and for company support)

**AVERAGE TIME SPENT BY AIR** to reach intercontinental metropolis in the US and Canada, Latin America, Southern Africa, Australia and Southeast Asia.

**REGIONALS ARE AT A CROSSROAD !** If one looks at their actual plight, perspectives are not good. ERA identified a heavy agenda of problems and setbacks to be faced.

- 1<sup>st</sup> economic recession is evident with no turnaround
- 2<sup>nd</sup> the squeeze between low cost and flagcarriers.
- 3<sup>rd</sup> niche-markets (second tier-routes) are in question
- 4<sup>th</sup> customers feel less inclined to pay exorbitant fares
- 5<sup>th</sup> EC mandated carriage contracts add extra costs
- 6<sup>th</sup> lacking clout at EC levels leaves the sector ad odds
- 7<sup>th</sup> still rising airport and atc costs reduce profitability
- 8<sup>th</sup> above factors may push the end of 50-seater-ops.

PS : SWISS faces more problems to operate the Embraers profitably. The airline failed to keep its costs in line when it took on the role as intercontinental carrier. The management is putting together a cost-cutting plan to save the businessplan with 26/26 medium and longrange aircraft.

Clouded outlooks for ERA member airlines may pave the way to re-invent regional traffic.

Pressure is mounting to look at air-travel in a different manner – life-style attitudes are on the way out. Flying is being reduced to a necessary commodity at generally lower fares !

Dear Editor, **IS GENERAL AVIATION A NOBODY ?**

I miss general aviation as topic in the newsletter. This sector is getting little attention by the airport. Coping with poor infrastructure and high fees does hardly forster a positive business climate. c.moser

Initial funding has been cleared with the Office of Urban Development (Amt für Raumplanung), Swiss Economic Council (seco), Swiss regions (Greater Basel Area) and with SWISS.

Other sources may be the (rail) networks DB (Germany), FS (Italy), OeBB (Austria), SBB (Switzerland), SNCF (France).

For each phase 250'000 CHF or 170'000 Euro are necessary to start the research. Any additional region to be considered would require new funding. WWZ of Basel and IRE of Lugano are participating as scientific project consultants.

**Bewertungsgebiet = regions under review, all means of transportation**

