

## CHARTER UPDATE

**AVIAPARTNER** calls a deal with **IBERWORLD** to handle its A-320 which will be stationed at the EAP to operate up to 14 charters a week on behalf of **Starter Voyages**.

**PILGRIMAGE** to Mekka with new player **Syrian Arab Airlines A320** – with pilgrims of muslim faith on board bound for Jeddah in January.

**VALUE-ADDED TAX RECLAIMS** (French TVA) have been a longstanding issue between companies based at the EAP and fiscal authorities both in France and Switzerland. A final settlement of the TVA agenda is now in sight with negotiations on diplomatic and fiscal levels successfully ended on July 8, 2002.

A workshop was organized by the Basel Chamber of Commerce (HKBB) and the EAP on December 12. All companies based in the Swiss sector were invited to attend.

The principle accord is that the EuroAirport has been declared a French entity under French TVA regulation. The final print of the agreement (and its ratification) have still to be worked out. The Basel Chamber of Commerce (HKBB) has agreed to establish guidelines for companies concerned how to proceed in their quest to reclaim the tax from the French Ministry of Finance.



Pictures: Marc Seidel, Christian Drändle and Vincent Preneux

**FREIGHTER line-up** each morning (05.00) and evening (22.00) – DHL B-757-200, FedEx A-310-200, TNT TU-204-120 (at times L-188), UPS ATR-72.

The new **PASSENGER TERMINAL AREAS** require fresh initiatives to fill them with commercial life.

The EAP must prepare a strategy to tackle its structural deficit related to airline dominance (LX with 54% of scheduled traffic).

Representatives of the Board made this known to the public at various occasions.

Presenting the traffic figures (2002) clearly put the need for change up front.

## EAP FIGURES 2002 – FULL YEAR

Pax (scheduled)	2'441'960*	-6.8%
Pax (charter)	609'292	-18%
Pax (taxi flights)	5'938	
Total Pax traffic	3'057'190*	-10%

Cargo (scheduled)	5'970	-85%
Cargo (charter)	322	-82%
Expresscargo	22'371	+1%
Total Cargo flown	28'873	-58%
Cargo trucked	51'478	+13%
Total Cargo	80'151	-29%

Sched. Movements	74'828	-11%
Charter Movements	8'685	-19%
Total Movements	88'009	-12%

## traffic shares by (sched.) carriers

Air France	690'000	28.3%
Hapag Lloyd	156'600	6.4%
Lufthansa	164'000	6.7%
SWISS	1320700	54%
Others	80'600	3.3%

\*minus SR-transfers via ZRH in 2001

## AIRPORT STRUCTURES TO CHANGE - German partnership is welcomed

The binational accord between France and Switzerland was under scrutiny regarding its value in a changing world which civil aviation is part of. Ernst & Young consultancy tested two main areas with five options on behalf of the four CCI's\* representing Basel, Colmar, Freiburg and Mulhouse.

- Franco-German-Swiss treaty – based on the existing airport company and a new entity to be formed – with German participation now possible or a complete overhaul of the present airport company (with Germany taking seats on the Board).
- Franco-Swiss treaty – to be adjusted to accommodate new airport entities – with possibilities for German, regional investor and public holdings.

The team was invited to present the most practical approach to open the doors for German participation, eventually.

Based on jurisdictional and fiscal findings setting up a new **OPERATIONAL** (commercial) **ENTITY** (*Betriebsgesellschaft*) will do the job most efficiently.

- Changing binational accords vs. any agreement involving three countries was considered superior in terms of time and politics involved.
- Operational entities are a cheaper way for German & private involvement.
- Operational entities are coherent with current EAP-structures overseeing new entities and delegating responsibilities to these off-shots.

All Chambers of Commerce (\*CCI Mulhouse, Freiburg, Hochrhein/Bodensee, Basel) are endorsing the „airport company/operational entity“ option as an efficient way for German participation at the EAP without changing the Franco-Swiss accord of 1949. Also, decision-making procedures can be enhanced and expedited benefiting commercially viable projects and direct customer contacts.

**SCHEDULE UPDATES – PORTUGALIA** dropped its nonstop flight ex Lisbon to Berlin on January 19. Passengers will be routed via EAP (NI 910/911 Monday till Friday/Sunday) to transfer to SWISS (LX 945/946).  
<http://www.amadeus.net/>

**AIR LIB** stopped flying daily to and from Lille at the beginning of January. The move is part of the airline's struggle for survival. Ex Lille a number of other second tier-operations have also been cut.

**SWISS** moved up departure times for LX 1000/1001 to/from Düsseldorf (new : LX 1000 departing at EAP 07.00, arriving at DUS 08.25, LX 1001 departing at DUS 09.05, arriving at EAP at 10.25, Monday thru Saturday).

**EAP STRATEGY FOR 2003 AND BEYOND – to push for marketing setups ready to address present opportunities – to maintain tight cost controls – to improve airfreight services and support systems – to remain competitive with state-of-the-art passenger terminal , low costs for customers, availability of terminal facilities, fast road/atc access.**

A number of questions were presented to the attention of the EAP seeking further details concerning this strategy statement.

comments collected from :

**how much muscle to implement new strategy ?**

Results will tell !

**EAP-structures fit for this job ?**

There are procedural deficits which must be changed (CCI).

**the unique selling points ?**

The economic viability of this area, its central location and lower costs for the aviation industry justify innovative strategies (CCI).

**quantity/quality of airtraffic to be sought ?**

The AF/LX dominance is to be challenged to offset the present monopolies on schedules and tariffs (CCI).

**new windows of opportunity ?**

Niche markets have to be on the agenda as well (CCI)

**how to finance this strategy and for what ?**

**no comment**

**opportunities for airlines/forwarders/integrators/TO's ?**

A cargo strategy serving the industry present is being expected from the airport management (CCI).

**how to be an airport for all budgets ?**

C-class fares are too high (IHK). The EAP must address this issue not to lose ground to other airports (TO-forum).

**ways to capture the travelling public ?**

Alertness to opportunities will be the decisive edge (CCI).

**the chances to increase airtraffic again ?**

The industry will get out of its present crisis (CCI).

**importance of non-aviation related businesses ?**

Land resources are to be activated with great efforts and put to commercial use (logistics platforms) at a much faster pace (CCI).

**partner involvement and at which level ?**

Traffic rights (KE), rail access require great lobbying efforts (CCI)

The EAP's media/marketing approach to **our questions** did not produce any details. So, the agenda remains unresolved.

An earlier question-and-answer session with the the EAP's new CEO helps to shed some light on particular issues brought up.

**marketing staff**

-The marketing welcomed a new staff-person who commenced her work in January.

**marketing incentives**

-Incentives have been approved including no landing charges for new airlines and destinations.  
-To win Swiss customers (passengers/TOs') incentive-driven car-parking schemes are on the drawing board to offset the absence of direct rail services ex Swiss destinations to the EAP vv.

The Newsletter team wishes to know....

## SWISS ONLY OFFICIAL CARRIER FOR MESSE BASEL

This question was brought up in an exchange of mails. The leading convention/exhibition firm sent us the following reply:

„Our company is in direct contact with a number of airlines in order to finalize favourable contract for our customers. Clearly, we are very interested in a strong EuroAirport and air-services serving important business centers. It is therefor correct that other carriers beside SWISS should (will) also be considered in our carrier selection“.

**PS:** LH put B-737/A-320 on the FRA-EAP route during the BASEL 2002 (world fair for watches and jewellery).

**BIZJETS FOR BIZ's** first board meeting in 2003 (Bank for International Settlement) produced as much as 20 jet arrivals and departures. Our friends on the ramp kept us abreast of the January 12 „BIZ“ jet activity

HB-ZDA ECUREUIL AS350B3 Heli Bernina  
G-OFOM BAe-146-100 Formula 1 Administration  
EC-ELK BAe-125-800B Gestair  
F-GDLR Dassault Falcon 10 Leadair – Unijet  
F-GOCT Dassault Falcon 50 Occitania Jet Fleet  
C-FBNS Canadair CL604 Challenger Bank of Nova Scotia  
N171QS B-737-7BC (BBJ) Executive Jet Aviation  
N399GS Bombardier Global Express BD700 Cityflight Inc.  
N510QS Gulfstream V EJI Sales Inc/NetJet/Oklahoma City

Destinations of origin were among others White Plains/NY, Toronto, Madrid Torrejon AFB.

**WHAT DO YOU THINK ABOUT [www.euroairport.com](http://www.euroairport.com) ?** We asked some website masters about their experience with the site : user-unfriendly – many leads still going nowhere – overloaded by graphics and slow – language application (arrival/departure display in German) a mix of French-German elements, with many spelling errors – obviously, designers at work have no clue of some of the contents due for publication – no final product test. Please, let us know your experience !