

## CHARTER UPDATES

**AXIS** will operate Summer charters with B-737-300 on behalf of Avione Travel to Corfu, Djerba, Dubrovnik, Heraklion, Larnacca, Monastir and Rhodos.

**MNG AIRLINES** B-737-400 are to fly charters to Antalya and Izmir on behalf of Avione Travel.

[www.flieg-ab-basel.de](http://www.flieg-ab-basel.de)

## GENERAL AVIATION A GOOD PARTNER

Basic/enhanced pilot training is one of its core activities. Other segments like leisure/business flights with aircraft of 5.7 to mtow or less have also a long tradition and contribute to the airport's coffers. Some companies are maintaining their own fleet of 6 to 8-seater Beech, Cessna and Piper turboprop aircraft. New arrivals on the ramp have introduced various jet brands from Cessna (Citation) and Bombardier (Global Express, LearJets).

9/11 and the US/UK's likely war against Iraq will push the importance of GA once again as airport security faces an even tighter regime with more hassle attached to it.

**However**, the situation at the EAP cannot be called a bet to make pilots happy across the board.

Booming traffic of the 90's had negative spill-overs like **tight slot regimes, inefficient terminal facilities, and taxiing procedures.**

Some regulations add to the difficulties of business flyers: **Slot restriction** is still not lifted even with falling traffic. The EAP is off-limit to them on days 1-6 from 10.30-12.00 and on days 1-5/7 from 15.45-17.30 lt.

Pilots are spending **one hour plus** to find the flight information office for **flight preparations** (flight plan filing, enroute atc/weather, reports at final destination).

Before boarding, pilots stationed at the EAP have to park at **remote car-parking sites**. Gates to the plane are difficult to pass. Luggage handling represents another obstacle on the way to the air.

**Taxiing from the Swiss** to the international tarmac is required prior to departure involving two engine start-ups.

**The GA-Terminal site** offers a taste of neglect. Services are hard to get there. Arriving/departing non-homebased pilots face costly charges in Euro for bus-transfers to/from the main terminal (7.60), landing fees (38.50 up to 3 to mtow) and departure tax (4.80).

**The present impasse** does not suggest a situation of no return as most issues can be improved in no time. Plans soon forthcoming require limited capital spending to open the gates to new non- and home-based GA-traffic.

- The EAP has to be won to see the potentials and opportunities of General Aviation.
- ATC BSL and authorities like customs or Police de l'Air ought to look at the benefits of GA's presence.
- Ground and air procedures can be optimized.
- A full-service GA-Center is a must if traffic is to go up

movements (training/leisure/business) 2001 8'362  
2002 8'100  
number of based aircraft at 87 (10 jets/turboprops above 2/6/7.5 to mtow operated by undisclosed holders)

Many arriving/departing biz-jet are handled by Swissport.

## CHAMPIONS LEAGUE special flights to Manchester on March 12

SWISS	Airbus 321	08.30	Frossard Travel
SWISS	MD-83	09.00	Frossard Travel
SWISS	Airbus 320	09.15	Frossard Travel
Hamburg	B-737-700	09.30	Frossard Travel
Hamburg	B-737-700	11.30	Frossard Travel
Belair	B-757-200	12.30	Frossard Travel
SWISS	MD-83	13.00	Frossard Travel
NEOS	B-737-800	13.15	GTU Travel
Farnair	Fokker 27	13.30	Tripi Travel
SWISS	Airbus 330-200	14.30	Frossard Travel
Hapag	Airbus 310-300	14.30	Frossard Travel
BA	2-day trip via LHR		GTU Travel
SWISS	Airbus 321	07.05	on LX 374 scheduled ops.

## CARGO UPDATES

### **STATISTICS FOR JANUARY 2003** (in tons)

general cargo scheduled	575	- 27%
expresscargo scheduled	1'910	+ 8%
ad hoc freight	23	+44%
total freight flown	2'508	- 3%
total freight trucked	3'000	+14%
total freight handled	6'508	+ 7%

**SWISS WORLD CARGO** finally agrees on hard and soft block loads to Seoul. The SWISS cargo branch will have a weekly hard block of 20 tons and a soft block starting at 5 tons with flexible handling up to 40 tons, respectively. Korean Air Cargo is operating a weekly B-747-400 freighter service to Seoul. The agreement will be effective on February 28.



**KORRIGENDA** : the **VAT Report** concerning value-added tax reclaims by Swiss companies operating at the EAP is requiring some complementary bits of news :

**IG CARGO** is the prime advocate to push the VAT-agenda for the Swiss companies operating at the EAP. The cargo lobby group is also pressing for the final print which should be due this year. The December 12 workshop was also sponsored by the **IG CARGO**.

## BEHIND THE SCENES

**SWISS** executives pass the message that **EMBRAER** deposited a proposal of compensation after new ERJ170-data do not meet contracts as agreed (now based on 65 pax ex LCY). Total 170/190 order is down to 40 aircraft. **BOARD** is worried about poor yields. Large numbers of corporate business have been lost.

**REVENUE** and yields are negative. Seat load factors are considered ok. The mix has been identified as major issue. **DECEMBER RESULTS:** Pax -7.2%, seat availability -9% vs budget due to planned seat reduction during Christmas season and unplanned cancellations due to weather, EU-network -13%, intercontinental operations +13%.

**SWISS PERFORMANCE** – commented by an airline pro (network & strategy manager)

**SWISS' intercontinental sector** is likely to add to the daily cash-drain at an accelerating pace. The few cash-cows (Tokyo, New York, Bangkok and/or Hongkong eventually) will not reverse this trend.

In Europe, high-yield markets are generally in Eastern Europe (Moscow, Kiev etc.). Germany offers depressed yields by now, so do England (LON) and Spain (BCN).

**Operating both regional and longhaul** aircraft can hardly be the way to fly 50/70- seaters profitably.

**SWISS** shows little expertise in partnership issues. It seems to get a kick out of fruitless attempts to recapture markets (BCN/CGN/LON/PAR) lost to competing carriers. Risking the collapse of the few alliances available at all, is obviously of little relevance to SWISS.

Yet, all the „above budget (pax/revenue)“ rhetoric may add to a feeling of complacency and self-deception.

*„Destination Excellence is to do things as badly as possible with best SWISS(air) practice“. By Monty's Circus*



### EAP TRAFFIC FIGURES FOR JANUARY 2003

scheduled passengers	156'111	- 9%
charter passengers	26'447	+42%
transfer passengers	26'261	- 29%
<b>total of passengers</b>	<b>182'909</b>	<b>- 4%</b>
<b>total of a/c movement</b>	<b>6'533</b>	<b>- 8%</b>

### shares by sheduled carriers (156'111)

Swiss carriers	74'896	48%	LX
French carriers	55'034	35%	AF
German carriers	20'217	13%	LH/HF
other carriers	5'459	4%	

### shares by charter carriers (26'447)

Swiss carriers	3'582	12%	LX
French carriers	6'358	25%	AIS
German carriers	2'277	9%	LT
other carriers	14'230	54%	

### CHARTERS 02/03 now in full swing

carrier	to	aircraft	main t/o
Aegean	HER	B-737-4	Etapas
Aeris	MLN	B-767-3	Avione
	LRM	B-767-3	Avione
	POP	B-767-3	Avione
ASA	MBA (2x)	A-310-3	ASC
Farnair	DJK	F27	Swisscoy
Futura	AGP	B-737-4	Starter
	FUE	B-737-4	Starter
	PMI	B737-4	Starter
Hapag	ARE	B737-8	TUI
Lloyd	FUE	B737-8	TUI
	LPA (2x)	B737-8	TUI
	MUC	B737-8	TUI
	PMI (2x)	B737-8	TUI
	TFS	B737-8	TUI
Hola	TFS	B737-3	Avione
Khalifa	TRM	A-320	Des.Team
LibertéT.	MIR	a-320	Etapas
LotusAir	CAI	A-320	Etapas
LTU	POP	A-330-2	FTI
	PUJ*	A-330-2	FTI
MNG	AYT	B737-4	Maxi
Onur	AYT	MD88**	Marmara
	IST	MD88**	Marmara+
Pegasus	IST (2x)	B737-4	Marmara
RAM	RAK (2x)	B737	Starter
Spanair	PMI	MD83	Universal
SWISS	DKR	MD83	Starter
	FNC	MD83	Starter
	HGD	MD83	Starter
	LPA	MD83	Starter
TunisAir	DJE (2x)	B737-5	Starter
	TUN	B737-5	Starter

\*forthnightly \*\*equipment varies +to be confirmed (subject to change)

## Touroperator Program (Starter) Summer 2003

Destination	Airline &	Aircraft	Day	Duration
DJERBA	SWISS Sun	A320*	1	05.04.-27.10.
HERAKLIOM	Iberworld	A320	1	14.04.-27.10.
CORFU	Iberworld	A320	2	06.05.-27.10.
RHODOS	Iberworld	A320	2	06.05.-07.10.
MONASTIR	Tunis Air	B737	3	02.07.-25.09.
FUNCHAL	Iberworld	A320	3	03.04.-29.10.
FARO	Iberworld	A320	4	28.05.-01.10.
TENERIFA	Iberworld	A320	4	08.05.-30.10.
ANTALYA	Sun Express	B737	5	02.05.-31.10.
ANTALYA	SWISS Sun	A320*	5	30.05.-31.10.
LANZAROTE	Iberworld	A320	5	08.05.-30.10.
PALERMO	Iberworld	A320	5	05.04.-27.10.
TENERIFA	Iberworld	A320	5	04.04.-24.10.
AGADIR	Royal Air Maroc	B737	6	14.06.-25.10.
ATHEN	Futura	B737	6	12.04.-04.10.
HERAKLION	SWISS Sun	A320*	6	24.05.-04.10.
HERAKLION	Iberworld	A320	6	12.04.-04.10.
HURGHADA	Air Luxor	A320	6	06.04.-25.10.
LAS PALMAS	Iberworld	A320	6	05.04.-25.10.
LARNACA	EuroCypria	A320	6	31.05.-25.10.
MAHON	Iberworld	A320	6	03.05.-04.10.
MALTA	Air Malta	B737	6	12.04.-04.10.
MARRAKECH	Royal Air Maroc	B737	6	05.04.-07.06.
MONASTIR	Tunis Air	B737	6	03.05.-25.10.
PALMA	Futura	B737	6	05.04.-25.10.
PALMA	Air Europa	B737	6	04.04.-04.10.
TUNIS	Tunis Air	B737	6	05.04.-26.04.
VARNA	Air VIA	TU154	6	03.05.-27.09.
ALICANTE	SWISS Sun	A320*	7	25.05.-05.10.
IZMIR	MNG Airlines	B737	7	06.04.-05.10.
KOS	SWISS Sun	A320*	7	01.06.-05.10.
MALAGA	Iberworld	A320	7	10.03.-26.10.

\*SWISS MD83 or A320 (subject to change)

**DIFFERENT VIEWS ON THE CABO VERDES.....The Airline Center** (GSA of TACV) is airing different views about Cabo Verde as holiday market. The GSA suggested to drop the weekly service to Switzerland/Germany as criticism grows about Cabo Verdes as vaction spot. SAL-EAP-MUC-SAL lost money after September 2002. The airline is not prepared to intensify its marketing efforts to pull in better passenger bookings via tour operators.

**For TACV**, keeping a foothold in Swiss/German markets is of primary concern (despite expected losses). SAL-ZRH-MUC-SID (via LPA) will further add to the red ink which bit the ZRH/MUC-ops. prior to its transfer to BSL before October 2001.

A detail : **Cencus figures** show communities of ex-pats in the Alsace (8'000) and in French-speaking Switzerland (1'500).