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## NEWS FROM THE RAMP

**VEGA ANTONOV AN-12** ready for take-off to Benghazi (Lybia) with oil drilling equipment.

**KLM, VLM & DENIM AIR F-50** with special guests on board from Amsterdam and Antwerp on a day trip to visit Peugeot's car plant at Mulhouse.

**SAUDI MD-11** parked for 2 days due to apron saturation in GVA

**MONDAY, MAY 19** was a customer day to listen to SWISS problems. Frequent flyers present hoped for some answers to their questions with little to be learnt.

Cutting Copenhagen as destination got a special note as SWISS was hard pressed for any reasons to explain the drop in air services.

"We think not axing CPH would have invited the travellers to go via CPH *as gateway* to Helsinki & Stockholm on SAS - a bad choice for SWISS". CPH traffic/revenue/yield with another message the ratio C-class to Y-class BSL 1:4, ZRH 1:8 !

## TRAFFIC REPORT JANUARY THRU APRIL 2003

Passengers on scheduled flights	635'746	- 19%
Passengers on charter flights	143'715	+10%
<b>TOTAL PASSENGERS</b>	<b>781'476</b>	<b>- 15%</b>

General Cargo flown	1'894 to.	- 50%
Expresscargo	7'630 to.	+ 8%
<b>TOTAL CARGO flown</b>	<b>9'631 to.</b>	<b>- 12%</b>
TOTAL CARGO trucked	16'110 to.	+ 5%
<b>TOTAL CARGO handled</b>	<b>25'741 to.</b>	<b>- 2%</b>

Aircraft movements		
Passenger (scheduled/charter)	21'884	- 18%
Aircargo (scheduled/express)	1'083	- 9%
<b>TOTAL MOVEMENTS</b>	<b>32'471</b>	<b>- 9%</b>

DHL to Brussels on work days      VEGA AN-12 to Benghazi



**THE DEMAND FOR CORPORATE CHARTERS** with jet and turboprop aircraft is still reasonably firm says Ross Tieman in a FT special on corporate aviation. "With a fleet of 700 corporate jet aircraft available to charter in Europe, chartering is certainly a flexible and attractive way for the executive in a hurry with a complex international schedule to keep. The available aircraft range from six-seaters to a specially fitted Boeing B-747 Jumbo Jet. Many aircraft are owned by manufacturing or service companies or even rich individuals – that are available to the charter market when not needed by their owners. Others are provided by specialist operators".

Major charter operators on Europe's airways are Air Partner, Bombardier SkyJet, Jet Aviation Business Aviation, NetJet Europe, PrivatAir, TAG Aviation. A on-site research at the EAP covering business aviation activities has produced data for the March thru May period (arrivals & departures on display). Service cuts by airlines and fears of terror acts may force corporate travel to look for other ways and means. Local aircraft holders have sent a message to the EAP for better services to private aircraft operators. Big Pharma, banking institutions and service companies have found travel solutions bypassing the airlines. Novartis & Roche are maintaining fleets of dedicated aircraft (Global Express, Falcon 2000). Others go for charters flying directly to final destination. BaselWorld, ART, BIZ meetings or Swiss Indoors are good business for top charter brands with cash-rich travellers aboard. Swissport's special handling team is catering to this growing traffic sector at the EAP.

Top Operator	Mvts.	Fleet available*	Top in Europe	Top in Overseas	YY (undisclosed operator)
NetJet Europe	31	FalconJets/Gruman	Barcelona/London,	US: Bedford/Boston	landing/take-off : 67
EuroJet Italy	18	LearJets/Citation	Milan/Munich	Morristown/Newark	range of aircraft : CitationJets
Jet Aviation	8	Citation/Challenger	Nueremberg/Paris	Teterboro NY/White	FalconJets all vers
TAG Aviation	7	FalconJets/LearJets	Rome/Venice	Plains NY.	*subject to change Global Express
Others	37	all biz-jet versions		Bombay/Dheli/Doha	mvt.= movements Gruman Jets IV/V

## CHARTER UPDATES

**AVIONE/flieg-ab-basel.de** have suspended the weekly charter to Colombo and Male due to the relative proximity to the SARS affected Asian hemisphere. Larnaca has been suspended due to low demand until the beginning of July.

**April 11 & May 1** marked the beginning of many charter operations to Mediterranean holiday resorts. The Summer charter season 2003 got a late start with Easter days being in mid-April. This explains the small increase in charter passengers in April (+ 2%).

## SCHEDULE UPDATES

**LH** has reduced the daily Munich flights from 5 to 3 as a response to low demands worldwide and Sars in particular. New departure times to Munich are at 08.55 local time, 11.00, and 16.40. Arrivals from Munich are at 10.30, 16.10 & 22.00 It..

**AIR FRANCE** finally started its Marseille service (Monday thru Friday) which can be called up on any computer reservation system ex Basel, so can be Paris Charles de Gaulle (CDG). All other city-pairs (Clermont-Ferrand, Lyon, Nice, Paris Orly and Rennes) are still listed under the MLH code (Mulhouse).

**SWISS EUROPE SAVERS** will be offered to seven destinations as of June 3. Barcelona, Berlin, Düsseldorf, Hamburg, London Heathrow, Munich and Vienna can be booked via internet or preferred travel agent. Fares are starting at CHF 125 to or from Berlin-Tempelhof. Passengers are entitled to collect miles on these fares as members of the SWISS travel club. SWISS Europe Savers has been started in Geneva to counter Easyjet.

**BLUE LINE** is supposed to be a new player on Algerian routes ex EAP. The carrier is set to begin weekly services to Anaba and Constantine with Fokker 100 starting June 23. According to company sources this move is to slowly fill the void left by doomed Khalifa. AB Corporate Aviation is holding a brokerage contract and Le Voyagerie a local sales desk. Air Algerie will resume its seasonal flights to Constantine and Annaba in June.

**KOREAN AIR CARGO** has been granted **5<sup>th</sup> FREEDOM** traffic rights between **NEW YORK and BASEL** for its weekly SEOUL-ANCHORAGE-NEW YORK-BASEL-SEOUL freighter service.

The landmark decision by the Swiss Federal Office of Civil Aviation (FOCA) is based on special rulings outside the "Open Sky Agreement" between Switzerland and the US. The 5<sup>th</sup> freedom rights are carrying a stamp for good according to the marketing manager for cargo at the EAP. The lady manager who was appointed to this job a year ago was instrumental in bringing back KE as well as lobbying successfully for the NYC-BSL rights. IG Cargo was also in support of this move by sending letters of endorsement to the head of FOCA.

SWISS has no cargo capacity to accommodate ULDs with loads up to 3 meters in height. Also, Catran a Swiss cargo project is still in an early stage and far from getting any AOC permit (airline operating certificate). The type of aircraft is still an open matter. B-747-400 equipment is being preferred at this time.

By the way, Korean Air Cargo New York has been wondering how to correctly spell BSL. Is it Basel, Basle or Bale ? - at a party celebrating this landmark decision. Have they been helped by KE BSL ?  
Yours, Monty's Flying Circus



**IS SWISS Express A TOOL** to strengthen the regional fleet operating ex Basel, Geneva and Zürich ? – The answer is due in June when both CEO and COO will present the revised business plan. After some turbulent management shake outs most ex-Crossair heads are on the way out at SWISS. Those remaining will take on less influential job functions.

**Who can really give the regional fleet** a boost after the departure of people who have learnt this trade from scratch ? Swissair has never understood the particular dimensions attached to it ! The new Chief Operating Officer (COO) at SWISS has acquired his working experience with Swissair - among other fields as pilot. SWISS Express CEO is an ex-Crossair pilot and manager. In his new position he will have to run the show solely on operational grounds and at lower costs than under the present SWISS regime.

**Outsourcing all Avro, Embraer and Saab aircraft left** into a separate operating unit is considered long overdue. It comes at a stage when consumer confidence is scoring low points, the daily cashburn is at a high rate and liquidity is dwindling fast. It is not the media only but also airline professionals and those with consultant firms who call the actual SWISS path a misty road and many of the measures taken (SWISS Express) are looked at as unreflected decisions. In their view SWISS is not fit for any alliance because of all circumstances.

**Sensitive company data** has left the airline from all sides taking its way to the media and even to its fiercest competitors. The conflict with SWISS PILOTS is reaching a heated stage when SWISS issued a written warning that continued activities by union activists would pose a reason for immediate dismissal. Union members are contemplating industrial action if discriminatory measures (seniority/sick-leave/compensation of expenses on the job/flight duty regulations etc.) by the SWISS management are not being reversed.

**Under such conditions** it is hard to believe that there is sufficient and ultimately necessary management capacity left to build SWISS Express. As post scriptum, the newly appointed COO of SWISS was being quoted that SWISS Express will be primarily geared to serve as cheap feeder for its still oversized longhaul fleet - basta !

## REVENUES AND TRAFFIC PERFORMANCE AT SWISS ON SELECTED ROUTES FOR 2002 IN CHF

ALICANTE				BILBAO			
coupons	yield	avg yield	revenue	coupons	yield	avg yield	revenue
		all class				all class	
C-class ex BASEL	1'244	418	520	C-class ex BSL	1'372	580	795
Y-class	23'827	165	178	3'935	Y-class	12'880	203
C-class ex GENEVA	1'078	356	384	C-class ex ZRH	1'183	595	704
Y-class	23'403	190	197	4'442	Y-class	16'554	170
198	2'811						
COPENHAGEN				HELSINKI			
coupons	yield	avg yield	revenue	coupons	yield	avg yield	revenue
		all class				all class	
C-class ex BASEL	9'729	632	6'146	C-class ex BSL	3'988	726	2'896
Y-class	38'053	166	261	6'304	Y-class	18'038	184
C-class ex ZÜRICH	12'875	517	6'660	C-class ex ZRH	n/a		
Y-class	95'907	135	180	12'900	Y-class	n/a	
LONDON CITY				PALMA			
coupons	yield	avg yield	revenue	coupons	yield	avg yield	revenue
		all class				all class	
C-class ex BASEL	10'378	579	6'009	C-class ex BSL	1'236	227	280
Y-class	33'558	208	296	6'983	Y-class	22'696	137
C-class ex ZÜRICH	51'622	553	28'529	C-class ex ZRH	5'066	288	1'459
Y-class	102'870	173	300	17'812	Y-class	44'165	158
SEVILLA				STOCKHOLM			
coupons	yield	avg yield	revenue	coupons	yield	avg yield	revenue
		all class				all class	
C-class ex BASEL	1'785	487	869	C-class ex BSL	2'974	642	1'908
Y-class	22'537	168	192	3'790	Y-class	17'640	161
C-class ex GENEVA	1'414	427	604	C-class ex ZRH	21'426	610	13'069
Y-class	20'904	173	189	3'612	Y-class	152'936	163

**Comments** : sum of coupons collected, net revenue (in 1000 CHF), n/a = no data shown