

**ARE THERE EAP-MINDED T/O'S LEFT ?** French, German and Swiss t/o's will tell different stories for sure.

**In Switzerland**, years ago risk-sharing among ESCO (member of Hotelplan), German and French t/o's was at a strategic height to push the EAP as starting point for vacation packages to Europe. ESCO's call center in Südbaden was designed to reach out to new costumers. With changes at the top, sales strategies took a u-turn redirecting activities back to Zürich and to Hotelplan's own airline Belair. Cooperations across the board has since been reduced to a handful of destinations, only.

**In France**, the EAP is enjoying gateway status with a number of travel agencies like Avione, Starter, Tourivac. They (Starter) offer coach services to many cities and towns which are feeding their departures.

**In Germany**, enthusiasm to bank on the EAP as point of origin has suffered over the last two years. The travel industry has plenty of choices with Baden-Airport being the latest newcomer. Change will come if competitors are out to grab a thick slice of the market. Avione, flieg-ab-basel.de are just about to do that.

**AVIONE, flieg-ab-basel.de** are sharing the risks to market an average of 3'000 seats a week during the Summer season 2003 which will end in late October. The duo expects to carry about 200'000 passengers this year which would translate to a 9% market share at the EAP.

Five Winter charters are scheduled for 2003/2004 starting in November : **Mexico/Cuba** (Varadero/ Cancun day 5), **Brazil** (Fortaleza day 6), **DomRep** (Puerto Plata day 7 and La Romana day 1) **SriLanka/Maledives** (Colombo/Malé day 2). Flights to Dakar and Hurghada are being finalized. More Summer seats are on the market : Heraklion days 2 and 3 (Nordic Airlink), Djerba/Monastir day 1 (Axis), Hurghada day 1 (Nordic Airlink), Puerto Plata day 2, (Aeris), Rhodos day 6 (Nordic Airlink).

**AER LINGUS** will send A-330-200/300 to Basel on October 11. The tickets to the European Soccer Championship are in reach for Eire & Switzerland.

## RAMP NEWS JULY 2003 (Pictures: W. Soltermann)



CimberAir CRJ 100 to Pori, the band flew first



AVIAST AN 12 - the "music" got in later

**SCHEDULED TRAFFIC 2003** - 23 % at 942'755 pax (1<sup>st</sup> half), German carriers + 12%, French carriers -12%

### CHARTER FIGURES 2003 (January thru June)

<b>Swiss carriers</b>	31'244	(55'707)	- 44%
<b>French carriers</b>			
local passengers	29'058	(8'084)	+359%
transit passengers	14'004	(63'74)	+220%
<b>other carriers</b>			
local passengers	158'695	(155'604)	+ 2%
transit passengers	13'454	(14'562)	- 7%
<b>total passengers</b>	<b>257'040</b>	<b>(252'282)</b>	<b>+ 2%</b>

The EAP is walking on a tight rope. Its market value for SWISS and Swiss tour operators is shrinking. Again, for other airlines and travel companies it seems to hold some promises for business. A major concern on the mind are the market entry costs especially among smaller airlines like Luxair and VLM.

To counter such roadblocks the EAP is expected to assist the airlines' marketing efforts which would call for more funds.

The airport's incentive programs are listing zero landing fees for one year and discounts on ground costs. Is this enough ? Some airline sources say no ! In today's tough competitive climate each penny counts because the race is on cost-cutting to survive the low cost carriers drive.

What other means are there at hand just short of hand-outs to airlines ? This question requires a fast reply.

Yours, Monty's Flying Circus

**CARGO UPDATES** : DEUTSCHE POST is reported to review all cargo hubs in Europe to optimize all activities (express/general cargo) operated by DHL/ Danzas as both groups are to form a single unit. By reviewing DHL and Danzas operations a new approach for express and general cargo products is expected. Operations at the EAP will also be tested. Presently, the airport is a gateway for nearby biotech/pharma clusters.

**DHL** offers up to 18% in discounts to its costumers for shipments under a ContoPlus handling scheme including **DOX** (documents, not weight-restricted), **WPX** (merchandise, not weight-restricted), **E-DOX** (documents up to 250 kgs), **E-PAC** (express shipments of 2 kgs or less), **WMX** (worldwide medical express) serving the Greater Bio Valley of Basel/Freiburg/Strassburg along the Rhine River.

**FARNAIR EUROPE** is maintaining a single AN-26 freighter for special shipments on behalf of clients like carmaker Peugeot to stockpile inventories of essential car parts at Coventry, Vigo, and soon to be in Slovakia.

### CARGO FIGURES for 2003 (January thru June)

general cargo	3'160	(4'085)	- 23%
expresscargo	11'422	(10'743)	+ 6%
<b>cargo flown</b>	<b>14'775</b>	<b>(15'021)</b>	<b>- 2%</b>
total cargo trucked	25'309	(24'759)	+ 2%
<b>cargo handled</b>	<b>40'084</b>	<b>(39'780)</b>	<b>+ 1%</b>
General cargo was up by 493 to. to 665 to. in June.			

The EAP's hopes to strike a deal with one or two low cost carriers suffered a blow by **HAPAG LLOYD EXPRESS' "NO"**. A new base will be established in Stuttgart.

There is mounting criticism from service companies which fear further losses in business in the absence of a turn around to acceptable levels. In the center of concern is the airport's handling of airline requests which the same source calls as being slow and unimpressed by the urgency of action.

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**BAK BASEL Economics** launched a benchmarking of 214 European centers in late 2002. Travel-related data like frequencies, number of destinations served and local infrastructure offered by air (Europe/Overseas), rail and road (within Europe) was used to index all locations.

Available data for Switzerland is positioning Zürich in the upper ranks (25) and nearby towns (Schaffhausen, Aarau) are close behind. With increasing distance to Zürich airport other centers (Geneva 42, Basel 73, Berne 157) are rated lower.

## Destination Spain

Airline	Destination	Flights**	Aircraft	Status	Additional Spain Charters
AIR EUROPA	Palma	2	B737-400/800	charter	Air Europa, Condor (Thomas Cook) and Hapag Lloyd
AXIS AIRLINES	Alicante	1	B737-300	charter	
GERMANIA	Palma de Mallorca	1	F100	sched. low cost	
HAPAG LLOYD	Arrecive(Lanzerote)	1	B737-800/	sched. charter	in June 2003 : 19
	Ibiza(Menorca)	1	A310-200	sched. charter	in July 2003 : 32*
	Las Palmas	1		sched. charter	in August 2003 : to follow
	Mahon(Menorca)	1		sched. charter	
	Palma(Mallorca)	3		sched. charter	
	Teneriffa	1		sched. charter	
IBERWORLD	Arrecive(Lanzerote)	1	A320-200	charter	
	Ibiza	1		charter	* count until July 28
	Las Palmas	1		charter	** per week
	Malaga	1		charter	
	Teneriffa	1		charter	
NORDIC AIRLINK	Palma	1	MD82	charter	
SPANAIR	Palma	2	MD83	charter	
SWISS	Alicante	1	MD83.	charter	
	Barcelona	19	S2000/ERJ145	on schedule	
	Madrid	7	S2000/ERJ145	on schedule	
	Palma	3	MD83	charter	



Hapag Lloyd **A310-200** serving Mahon with peaks in July & August B737-800 will be on the route later All pics: F. Hug



**Airbus 320** Thomas Cook routed to spots in Spain ex German Airports via EAP on adoc charters



Germania Express **Fokker F-100** on a regular run to Palma on day 6, the tiny window to 'express'



**AIR EUROPA** with B737-400/800 - in a longstanding partnership with Universal and other T/O's