

**MRS CARGO** is invited to Seoul by KOREAN CARGO headquarters as guest of honor. She was instrumental in relaunching KE's Seoul flight and in getting 5<sup>th</sup> freedom traffic rights between New York and Basel.

**A NEW MANAGING POSITION** was created to reposition the airport in the airfreight market. The EAP's standing as gateway for express cargo in Switzerland, the Alsace and Südbaden and the formulation of a new strategy aimed at general cargo will be major challenges for the newly appointed manager. Other areas of importance are the facility management, customer services, airline acquisition and new business opportunities. The post is financed by non-airport sources and is to function as independent unit.

**ES CARGO** is promising new shipper opportunities for manufacturers in continental Europe and for citrus fruit/meat producers in Western Africa to market their goods. At both ends the airline claims to have good export and import connections. The perishables ex Africa will be imported to Britain, Germany and Switzerland. The EAP was chosen as best gateway. Other airports (Zürich) were too expensive for this cost-sensitive freighter operation. Final agreements are sought to clear all export & import procedures. Cargologic (Rhenus Alpina), ICS and Swissport are competing for ramp and warehouse handling contracts. Flight operations are expected to start at the end of October with five services a week (three are being extended to London) with DC-8-73 accommodating 18 pallet maindeck positions. (Swiss) Retailers COOP, Denner and Migros are major clients for the fruit airlift. Export markets ex UK are already on the airline's portfolio. Those ex continental Europe are to be announced, yet.

#### CARGO FIGURES JANUARY THRU AUGUST 2003

	Year 2003	Year 2002	+/- in %
General Cargo flow	4'214	4'415	- 5 %
Express Cargo	15'368	14'406	+7 %
Adhoc Cargo	238	235	
Total Cargo flown	19'820	19'054	+4 %
Total Cargo trucked	33'768	33'900	- 0 %
Total Cargo handled	53'588	52'954	+1 %

Fedex shipments account for 4'099 tons (+9%) while the majority of general cargo is generated by Korean Air Cargo (about 95%).

#### ETAPES NOUVELLES'

Winter program 2003/2004

Day	Dest.	Airline aircraft
1	AYT	OnurAir A321
2	ASW-CAI	LotusAir A319
5	RKK	RAM*
	HGD-SSH	LotusAir A320
6	HER	Aegean B734
	MIR	LBT* A320
7	LXR-CAI	LotusAir A320

#### Comments

RAM (Royal Air Maroc), LBT (Nouvelair Tunisie), ASW (Assuan), CAI (Cairo), AYT (Antalya), LXR (Luxor), SSH (Sharm-El-Sheikh), HER (Heraklion), MIR (Monastir), HGD (Hurghada), RKK (Marrakech) B737-400 (WAN, 9/15)

**Heraklion** continues to be a full year destination.

**SWIS SUN** may be out of charter contracts at all with local operators over pricing policies.

#### LATEST NEWS

**SWISS PARLIAMENT** agreed to continue its support to help bring the Balkan on a peaceful path. The financial backing of Swisscoy which is stationed at this regional hot spot means the continuation of flight services to Dakovice ex EAP with ATRs of Farnair (day 2/5) ferrying both personnel, freight and mail.

**ON THE RAMP:** Embraer 145 of FinnComm(uter) in full livery ex LH paintshop at Hamburg heading for SWISS maintenance (ex HB-JAI, new registration OH-EBE).

**FLYING IN STYLE** has been made possible by a DC-4/C-54 „Skymaster“ provided by the **DUTCH DAKOTA SOCIETY** which has not only rebuilt this „Oldie“ but also pressed for an Aircraft Operating Certificate (AOC) for passenger transport.

**On September 17**, the Dutch Dakota Society along with Frossard Travel organized two scenic flights into the Swiss Alpes. The next day, the SkyMaster took off for South Africa with a well-to-do clientele on board paying 16'000 Euro each for a once in a lifetime voyage by air following the journey of Jules Verne's passage of Africa.

Another „Oldie“ should be EAP-bound. The **SUPER CONSTELLATION FLYERS ASSOCIATION** is already planning the (delayed) Trans-Atlantic passage of her „new“ Super Constellation ex Camarillo, California on April 26, 2004. The latest „Connie“ has replaced the famous N105CF (ex US Navy) Constellation which fell victim to tightened FAA rules and therefore has become financially unsustainable.

The routing of the Camarillo Connie, as they call it, will be as follows : Kansas City - Manchester. NH - Stephenville. NF - Keflavik - Prestwick - Chalons-Vatry - arriving at the EAP on May 8, 2004. All is subject to change as they expect major technical challenges due to low temperature in the airplane while crossing the Atlantic.

**PRIVATE INVESTOR/DEVELOPER CONSORTIA ARE AT WORK WORLDWIDE** - „They have the ability to get the critical mass“. That is what the EAP is also hoping to see with its new site called Zone 4. The area of 26'000 sqm. is earmarked for cargo activities. At this time of the year, the Board of Directors is expected to make a final decision which consortium will get the job to turn the site into a thriving commercial landmark.

Big American developers AMB of San Francisco and Airis of Los Angeles have announced their interest in European sites, which they consider as asset for cargo developments. They argue that „Airlines are now avoiding asset ownership at all costs as they do not have the money to spend. Neither do Airports“. AMB Property Corporation's developed 2'689'997 square feet of cargo space. The latest site project has been opened at NEWARK LIBERTY INTERNATIONAL AIRPORT with six anchor tenants to start with. At the EuroAirport, there are four expresscargo players (DHL/Fedex/TNT/UPS) eagerly awaiting long overdue initiatives to resolve warehouse congestion and to secure expansion features. The EAP has been slow in addressing these concerns due to its complex status as bi-national airport in which French and Swiss mentalities clash at times. (see also cargo manager appointment deal).

**EUROJET IS LAUNCHED.** September 16 was the media day for this new French charter airline which has started operations on April 11, 2003 with chartered aircraft from Nordic Airlinck and Axis to Mediterranean holiday spots.

The event was meant to introduce to the public the first aircraft (Boeing B737-400ER) in Eurojet livery. The plane is believed to have Danair London origins, which became part of British Airways. Two aircraft are being based at the EAP with daily departures on behalf of Avione Travel, flieg-ab-basel.de and other t/o's holding seat allotments. A second B737 will be stationed in Greece in Spring 2004.

The carrier is being chaired by Mr. Sabittoni, a Frenchman with Italian roots and a crew of nine other airline people, employing 131 staff-members (89 pilots/flight attendants, 24 office staff). Early October crew training for the B-737-400 will be completed and sub-charter operations stopped which were necessary while applying for AOC with the French Civil Aviation Authority & CSAM (Superior Council for Commercial Aviation).

The fleet will consist of two B-737-400ER (additional fuel capacity) and one B-767-300ER which will be certified for ETOPS (extended twin-engine operations) in January 2004.

The fleet will offer 630 seats year-round to tour operators (B-767-300, 290 seats in a two class-configuration, B-737-400, 170 seats).

The airline is listed with the CCI Mulhouse, headquartered at the EAP in an ancient building resembling old Alsacian architecture now turned into office space.

The 2 mio Euro of share capital is split among four investors (50% Groupo Biesse, 20% Groupe d' Aviation, 20% Pierre-André Sabittoni, and 10% EURO-OPS). The company could allocate private capital to finance its start-up avoiding costly banking loans.



## WINTER PROGRAM 2003/2004

DAY	B-737-400	B767-300ER
1	Luxor-Hurghada	La Romana
2	Assuan-NosiBe	Colombo/Malé
3	for adhoc flights	from Malé
4	for adhoc flights	Isla Margherita
5	Marrakech	Cancun-Varadero
6	Dakar	Fortaleza
7	Teneriffa- Las Palmas	Puerto Plata

Call sign is **EUJ**. The B767-300ER will fly under **\*ETOPS regulations** (180 min. away from next alternate)

17 travel agencies are marketing the charter capacity (Avione, CaribTours, Direkt Reisen, flieg-ab-basel.de, MediaShop, Pick & Pay, Take It, Trend Tours among others). L'Tur is marketing flight-only reservations.

75% of all customers are French, 15% Swiss and 10% Germans. About 200'000 passengers will be generated in 2003. (excerpts from Travel Inside).



**SCHEDULE UPDATES** - Finally, news is emerging from network carriers and associated airlines and other carriers.

**IBERIA** (IB) introduces air links to **BARCELONA** (BCN) starting October 26 with Air Nostrum Canadair RJ 200. EAP-BCN IB8175 (LX4438) dep 7.15 arr BCN 8.15 day 1-6 BCN-EAP IB8174 (LX4439) dep 20.35 arr EAP 20.35 day 1-5/7. SWISS offers a daily midday flight (LX1936/IB7413).

**SWISS** is planning changes again : Düsseldorf 3xdaily (up from 2), Berlin 3xdaily (up from 1) and Munich 3xdaily (up from 0). Sources say that Swiss misread the legal status of Crossair Europe (QE) which cannot be shut down as planned as long as operations are profitable according to French law. The company is an airline under French jurisdiction. All additional services are operated with Saab 340B. QE may have a longer life than SWISS had wished for !

**GERMANIA** will continue to offer Palma services on day 6

**CIMBER AIR (SAS)** will start flying to Copenhagen (3x daily) with CRJ 200. On weekends services are reduced to two flights.

**CIRRUS** will start flights to Leipzig 2x daily on workdays with Beech King Air holding 9 seats.

**AIGLE AZUR** will start flights to Constantine twice a week (day 1 & 4) replacing Khalifa Airways in October with B-737-400.

**LUFTHANSA** will put a 4<sup>th</sup> (daily) flight to Munich into service starting on October 27.

**EUROPEAN SOCCER** is making local aviation headlines again. The Champions League show of Basel's soccer team is off and hopefully be replaced by many UEFA matches.

**On September 23**, a SWISS MD83 was en-route to Malatya Spor (Turkey) for round one.

Also, Sochaux FC chartered Eurojet which subchartered Air Atlas Express B737-400 for its UEFA debut in Finland.

**The Swiss national team** will play against Ireland at Basel on October 11. Handling requests have been filed

**October 9** EI 4688/89 DUB/DUB Treacy Travel AerLingus A330-200EI 4680/81 DUB/DUB Treacy Travel

**October 10/12** arrival 10/10, departure 10/12 Air Atlanta Boeing B-747-200 European Boeing B-747-200

**October 12** EI 4688/89 DUB/DUB Treacy Travel AerLingus A330-200EI 4680/81 DUB/DUB Treacy Travel Day charters are also expected on October 11. A total of 3'000 tickets have been sold to Irish fans.

**HAPAG LLOYD (TUI)** started again additional flights via EAP in September. So far 60 extra flights were offered.

**PRISTINA TOURS** is reported to start charters ex EAP to destinations in the Balkan in the winter months. At least two flights via Geneva will be on the market, opting for more as business in the Regio TriRhena picks up. The tour operator has signed charter contracts with Eurojet, filling capacities of its second B-737-400 in the near future.

**STARTER** continues to bank on **IBERWORLD** Airbus A-320-200 for its Winter program 2003/2004.