

**GOING THE EXCLUSIVE WAY** on board of a PrivateAir Boeing B-757 the aircraft was chartered on November 13 for a two-week journey, which followed the cultural footprints of the Aztec and Mayan societies, natural wildlife in Central America and traces of famous Hemingway in Cuba.

It is the style of travelling making a difference at this particular occasion which is measured by price (27'500 CHF), convenience and the agenda set up for a culturally inclined and well-positioned clientele.

On that day, the team of Exklusive Travel and the flight crew welcomed 46 guests in the Crossair Lounge for breakfast before taking-off to Gander (fuel stop) and Mexico City. Other ports of call were Flores and Guatemala City, San José (Costa Rica) and Havana before returning back home on November 28.

Other trips will go to parts of Asia (Uzbekistan-Shanghai-Osaka-Taipeh-Mandalay-Male-EAP), to South America (Cartagena-Iquitos-Easter Islands-Cuzco-San Cristobal/Galapagos-St. Kitts-EAP) and finally to Funchal and Marocco for golfing. Asia and South America will see B757 in action while Lauda's B-737-700 SP is to carry golfers to their delights.

**EXKLUSIVE REAVEL** (Cross Travel) is a new venture escaping the SWSS terminator by going independent.



**SCHEDULE UPDATES - PORTUGALIA and TAP** agreed to code share on the EAP-Lisbon/Porto routes (NI 410/411 TP 8050/8051). This change is putting a five-year code share standing with SWISS to an end. Major disagreements arouse about the commercial risk-sharing on the daily Embraer 145 jet-service (49 seats). The now defunct accord with SWISS was based on ten seats on each leg only (hard block) under LX commercial responsibility. The new code share NI/TP is of advantage to better thru-tariffs via Lisbon en route to South America and African destinations served by TAP. Flights display MLH/BSL as final destination (BSL with LX).

**AIR ALGERIE** will offer Winter services to Constantine with Boeing B-737-800 aircraft once a week starting on December 11.

**CIMBER/SAS** offer two Sunday EAP-departures ex Copenhagen which we put at one flight only (October edition).

The carrier is expecting a market of 40'000 local/transfer passengers via Copenhagen in a first phase. Figures for 2000 are confirming this potential. Denmark (12'000), Finland (2'800), Norway (3400), Sweden (11'750) posted 30'000 local passenger bookings ex EAP. In 2001 figures arrived at 31'200 reservations and in 2002 ticket sales rose once more to 32'230.

**CARGO UPDATES - MAS CARGO** is mulling plans to add destinations to its European cargo network (see [www.payloadasia.com](http://www.payloadasia.com)) by Spring 2004.. Manchester and Basel are gateways to be considered. MAS Cargo used to code share with SwissCargo before Swissair had to ground all operations. International Transport Journal (ITZ) is also confirming MASCargo's plans.

**SWISS WORLD CARGO IS BOOKING ON KE EX JFK.** Both carriers have cleared the deal in September with immediate effect. The extra capacity on KE's weekly freighter to Basel is giving SWISS' more flexibility to handle large shipments outstripping the A330-200 lower deck cargo compartments with maximum door heights of 1.60m on the JFK run. The B747-maindeck can accommodate loads of up to 3m in height and pallets of 20 feet in length, the largest standard unit-load device available.

**CARGO FIGURES 2003** (10 months)

General Cargo	5'120	(4'985)	+ 3%
Express Cargo	19'651	(18'450)	+ 6.5%
Adhoc Cargo	291	(268)	+ 9%
<b>Total Cargo flown</b>	<b>25'062</b>	<b>(23'703)</b>	<b>+ 6%</b>
Total Cargo trucked	42'506	(42'879)	- 1%
<b>Total Cargo handled</b>	<b>67'568</b>	<b>(66582)</b>	<b>+ 1%</b>

Figures are clearly better than macro-economic data may suggest. The local cargo market is driven by pharma at large and by spin-offs in the biotech sector, which are relying heavily on express cargo shipments.

**PROMOTING COPENHAGEN** is on the EAP's agenda when addressing travel managers at big corporations, travel desks at small/mid-sized companies and travel agents in its tri-national catchment area by mail.

With SAS' range of Scandinavian destinations via CPH it has already attracted Novartis' attention, which is reported to have chosen SAS as preferred carrier for New York EWR as well.

SK/QI has also promotion schemes ready with special fares ex EAP at CHF 140 (one-way) and Christmas specials at CHF 348 (roundtrip). Airport taxes are not included.

**AIR NOSTRUM** has put an eye on more services ex Barcelona to the EAP. A second flight ex BCN may be introduced as early as March 2004 (now at one early morning departure and late evening arrival).

Local passenger figures (outbound ex EAP) reflect a sound traffic base (2000: 18'880, 2001: 18'850, 2002: 18'490) between the two regions, which have common grounds what their economic fabric is concerned.

**CLUB AIRWAYS UPDATE** – November 20 was the day to cut ribbons for the new flights to Geneva. The carrier offers its services on a point-to-point „one-stop-shopping“ principle. All fares (CHF 890 roundtrip and CHF 540 one-way) are covering basics like limousine rides at both cities, lounge access at airports, board-catering, tarmac transfers, fast check-in/check-out times, internet reservation and assistance at all levels.

Being recommended is a must for any customer. The management's intention is clearly focused on a „club spirit“ style of travel, which may foster a „trust-me“ type membership. The regional potential qualifying for membership is estimated at about 1'200 heads of bankers, lawyers and pharmacy managers.

Book-a-Plane (London), Jet Aviation (BSL/ZRH) and Triple-A (Düsseldorf) are (wetlease) providers with Cessna Citation and Falcon Jet aircraft in their fleets.

**TRAFFIC DATA** for taxi and general aviation is up. Ten months into 2003 (January-October) recorded 9'220 passengers (+ 42%). 9'291 landings and take-offs were handled by ATC. (+10%)

**AIGLE AZUR**  
*started services  
to Constantine as  
planned*

**POPRTUGALIA/  
TAP** *codeshare to  
Lisbon and Porto*

**AVIONE TRAVEL**  
*GROUNDED*

[www.payloadasia.com](http://www.payloadasia.com)  
and  
[www.transportjournal.ch](http://www.transportjournal.ch) are  
*reporting MAS  
freighter plans*

**LX LOUNGE** *to  
host EXCLUSIV  
TRAVEL's guests*

**TRAFFIC REPORT**  
*Cargo in October*

**CLUB AIRWAYS**  
*Ribbon-cutting  
for a special  
service - updates*

**FTI COMEBACK**

**SKOPJE** *in the  
holding pattern*

**LX Cargo ex JFK**

**RYANAIR's case**

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**AVIONE OUT OF BREATH** and **EUROJET FRANCE SHORT OF BREATH**. A much acclaimed liaison has ended abruptly with many unpaid bills and dashed hopes among vacationers ready to taste different menus at exotic destinations like Fortaleza or NosyBe. The anticipated boost to the charter sector by Avione/Eurojet France has evaporated quickly. About 41'000 seats had to be removed from the market at a fingertip. Now does this mean that the Winter season will suffer a nose-dive ?

**Looking at last years charter program the picture of the Winter program 2003 is still up !**

Yet, the estimated 176'740 seats have to be reduced by Avione's share of 41'700 seats matching the production ex EAP over a six month period (total production was set at 62'150 seats ex EAP and Paris Orly combined). This leaves 114'590 seats in the market. Latest additions are supporting estimates that seat availability will reach 131'000 units again as Egypt (6), Antalya (4) and Marocco (3)w are to be continued at these levels. Total production for the Winter 2002/2003 season was estimated at 124'000 seats in each direction. However, war in Iraq and its fall-out brought flights to Egypt to a temporary halt and Malé/Colombo to a fast end. Now, with FTI's new program launch to be published soon indications may give the Winter program an additional push.

**AVIONE's** failure leaves observers puzzled what really happened with a business widely welcomed at various occasions. After a number of irregularities and shortcomings based on operational and financial mishaps the star began to sink. The psychologies of the players Avione, Aeris, EuroJet, Sud-Airlines and the French authorities have given the situation a dramatic twist and left some traumas to those involved starting with the dashed hopes of vacationers and those who face disruptions to their business and fouled checks.

Avione was a promise to the market as it added some flavour to the traditional travel menu at the EAP. Travelers responded well with increased bookings to an enriched range of holiday options. That was the successful side of the story for the Winter and Summer months. Then, the management gave birth to high-flying plans including its airline participation and to ambitious long-range operations. They went beyond its means and capabilities as we have learned.

To assess market potentials carefully and to stop expanding at the right time or to consolidate when necessary are virtues which get lost very quickly when things thrive beyond expectation. Boom follows bust is obviously the inevitable in many sectors.

To understand the psychologies of pilots and tour operators (especially when the same mistakes are being repeated) sound to me as if travel pro's can't stop trading inclusive tour packages and pilots can't stop flying. This sort of combination seems to leave out rationality and sound judgement. Do I miss out on something ?  
Yours, Monty's Flying Circus

**THE RYANAIR CASE IS HEATING UP**. The carrier is in a last-ditch appeal with the UK Ministry of Transport to save its business practice to strike deals with underserved airports operated by public branches of government. Virgin Express has filed a lawsuit calling these practices illegal and distorting in the case of Charleroi Brussels South. The case is entering centre stage as it may alter future conducts of the LCC sector if the EU Commission finds prove of public funding of Ryanair. Private group Union Européenne contre les Nuissances des Avions and Air France have done likewise at Strasbourg. It welcomed Ryanair with heavy subsidies according to a French court ruling. The carrier has moved operations to Baden-Airport since (see details attached).

**marketing support** to be financed by the CCI, Strasbourg and the Department du Bas Rhin  
150'000 E per flight as a basic one-time contribution in the first year of operation  
216'000 E per year and flight  
492'000 E per year and flight as  
**5'148 mio. E** in marketing subsidies (the carrier's intention was based on six flights per day)

**Ryanair's airport costs**  
195.21 euro per rotation (B737-800)  
201.17 euro per rotation (B737-200)  
39.48 euro per approach (approach lights)  
0.37 euro departure tax per passenger

**other amenities for Ryanair**  
480 euro acft handling per rotation over 5 years  
540 euro acft handling per rotation after 5 years  
fuel at extremely low rates  
coach service provided by airport free of charge

**CHARTER NEWS - PRISTINA TOURS** is to start regular charter flights ex EAP to Skopje (Macedonia). The tour operator and Air Vardar are eagerly awaiting the go-ahead by the Ministry of Transportation. Fokker 100 will be deployed three times a week as of November 29 if all is cleared.

**FTI IS ON THE MARKET** ex EAP again. The move back was made possible after FTI was sold back to its original founder by MyTravel UK. Lamezia Terme in Calabria is a new destination served once a week with Hola Airways B737-300 from November thru April 2004. Other destinations will follow.

**NEWCASTLE AIRPORT**  
welcomed Basel's fan club attending a (UEFA) match on Nov. 27 on board of 5 aircraft (2 A- 320/321, 2 S2000, 1 Iberworld A-320)

