

**EUROPEAN CONTINENTAL AIRWAYS** Crossair Europe received its AOC extension (airline operating certificate) by the French Civil Aviation Authority (DGAC) till 2005. The AOC is based on JAR operations certificate 1 covering all of Europe.

The extension has come at a time when speculations about the carrier's future under SWISS commercial rule started to heat up. The prolonged AOC is adding substantial value to the airline's wetlease and drylease operations. There are still some options to take into consideration :

**Option 1** - a sale to a third party with non-competition clause stipulations

**Option 2** - to keep flying to fend off new competitors

**Option 3** - fleet upgrade with a transfer of all remaining Saab 2000 aircraft from SWISS

**Option 4** - third party to closely cooperate with SWISS at Basel.

Latest news are that Saab 340B will be phased out and fleet planning is to focus on two Saab 2000.

The AOC entitles the carrier to host full-scale TRTO (type rating/training organization) for in-house training, to carry out computer-based training with approved instructors/captains for simulator training and line introduction and to conduct flight safety analysis.

All departments are headed by JAA-approved post holders (general manager/flight operations/maintenance/ quality assurance).

**TUI SUISSE** (Imholz, member-company of TUI Europe) offers tour packages to 14 holiday spots with B-737-800 ex EAP supplied by Hapag Lloyd. Prices are to match those of French rivals Etapes Nouvelles and Starter.

Hapag Lloyd welcomed about 180'000 passengers ex EAP in 2003 with 70 additional via-flights at peak times.



**JET AVIATION BASEL** is reporting a second delivery of a Boeing Business Jet (BBJ) to an undisclosed customer in the Middle East. The BBJ will operate as government aircraft seating 44 passengers and five crew. The interior is offering a first-class seating area, a forward and rear club seating area and a forward lounge (see JET DOC services). Jet Aviation Basel also performs interior fittings on Airbus 319, entry-level and mid-sized business jets.



Latest jobs at its EAP-base include FAA-approved upgrades of older generation business jets to Reduced Vertical Separation Management (RVSM) as required by new ATC standards since the introduction of enlarged airways in Europe and worldwide in Spring 2000. Aircraft to be refitted avionically are Gulfstream III, Cessna Citation 500 and Dassault Falcon 10/20/50.

The **WORLD ECONOMIC FORUM 2003 DAVOS** produced about 50 aircraft movements. Many of them were contracted to undergo short maintenance visits at Jet Aviation's Basel site.

**PRISTINA TOURS SWITZERLAND** is still optimistic to launch flights to Skopje and other Balkan destinations ex EAP in early Spring 2004. The grounding of F100 aircraft sought by Macedonian Airline has put start-up carrier Air Vardar in a difficult situation according to Flight International. The flag carrier is seeking full control of its home turf. Again, Pristina Tours is said to fight these intentions successfully.

**SWISS** reintroduces a **TRIRHENA PORTAL** held by a special sales position. This position was established by former Crossair 21 years ago anticipating new growth to its local customer base and left unstaffed by new SWISS after grouping its sales force at Zürich. Lufthansa, SAS and Air France captured larger market shares following SWISS' retraction.

**BRITISH AIRWAYS** (BA) may return to the EAP following a possible handover of slots at London Heathrow end of October 2004. SWISS is said to receive 50 mio. CHF from BA for reducing its daily slot allotment

**AIRCARGO** – The new head of cargo will be responsible to develop the EAP platform into an import- and export gateway for Europe.

Some issues are taking in the forefront - **Zone 4 Expressfreight Developments** at a final stage with a British-led consortium (based on build operate and transfer) – **new regimes in the bonded terminal areas** with selected handling agents – incentive driven **volume charges** for airfreight haulers – **facility management** for day-to-day requests – and finally **the formation of a team ready to plan airline/forwarder acquisition activities**.

**Construction for the new expressfreight compound** is scheduled for Spring 2004 and operations to begin in early 2006. Plans call for a gradual introduction of new facilities in line with market demands with a first phase of 10'000 sqm. which would house a multi-storey terminal building and 120'000 sqm of apron/taxiway installations with direct access to runway 16/34 and 26 eventually. Further expansions would follow covering a total of 35'000 sqm commercial space at base level. Also part of the scheme are access-roads connecting with the French and Swiss highway systems.

**New terminal regimes** are to replace older concepts at the beginning of April 2004. They would more room for new new players in the cargo handling market.

**MASKargo** will introduce Kuala Lumpur-Dubai-Manchester-Basel-Kuala Lumpur-Sidney freighter services (day 3/6) starting on March 31. Attractive volume charges by Swissport and the EAP have helped to go ahead with the freighter plans. **A Shipper/Forwarder summit** will be organized initiated by MASKargo and the EAP seeking a strong airline/customer support for the relaunch of services.

# NEWS !!

*Crossair Europe  
with extended  
AOC*

*2<sup>nd</sup> BBJ delivered  
ex Jet Aviation  
Basel*

*AIRFREIGHT -  
MASKargo to  
Kuala Lumpur  
and Sydney end  
of March*

*TWIN JET Beech  
1900 to Marseille*

*BALKAN Charters  
still on agenda*

*SWISS Tri-Rhena  
sales post to be  
introduced*

*YEAR 2003 EAP  
traffic figures*

*CIMBER/SAS with  
positive results*

*FTI SUMMER  
with SWISS SUN*

*VOLUME CHARGE  
Instead of flat fee  
levied by EAP*

*AEA HANGAR to  
be moved - zone  
4 projects eyed  
by Big Pharma*

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TRAFFIC DATA	YEAR 2003	YEAR 2002	IN % PTS.	Local Pax Shares
Local Passengers (schedule)	1'691'169	1'885'122	- 11.4	AF 656'200
Local Passengers (charter)	628'950	609'292	+ 3%	LX 622'200
Passengers General Aviation	10'249	7'149	+ 43.4	LH 180'000
<b>Total Passengers(+ transfer)</b>	<b>2'489'665</b>	<b>3'058'384</b>	<b>- 18.6</b>	HF 180'000
				scheduled traffic
Scheduled Movements (Pax)	50'024	73'479	- 46.8	<b>Top Destinations</b>
Charter Movements (Pax)	6'301	6'120	+ 2.9	Paris Orly 392'000
General Aviation Movements	25'431	24'530	+ 3.6	London 179'000
Scheduled Movements (Cargo)	100	62	+ 61.2	Frankfurt 129'000
Movements Expressfreight)	3'156	3'288	- 4.1	Munich 81'000
<b>Total Aircraft Movements</b>	<b>87'995</b>	<b>109'103</b>	<b>- 23.9</b>	Palma 76'700
				Antalya 74'800C
Scheduled Airfreight in to.	6'097	6'052	+ 0.7	Heraklion 60'800C
Expressfreight	23'571	22'472	+ 4.4	Vienna 50'000
Adhoc Airfreight	389	332	+ 17.2	Barcelona 49'000
Total Airfreight flown	30'057	28'756	+ 4.5	Berlin 48'700
Total Airfreight trucked	51'369	51'011	+ 0.7	C = charter dest.
<b>Total Airfreight handled</b>	<b>81'426</b>	<b>79'767</b>	<b>+ 2.0</b>	

The EAP expects another dive in traffic in 2004 due to network cuts by SWISS which took place in April 2003 (-30%). They will still be felt in the first half of this year. Transfer passenger numbers are to decline to new lows (presently at 159'000 compared to 700'000 in 2000). Charter traffic has to be rebuilt matching the numbers of 2003, eventually.

Much hope goes into expressfreight which has shown steady growth since its introduction in 1984 as a new means of modern transportation. After 1994 (opening of Westen/Eastend terminals) players hope to see facility improvements at last helping their competitive stands. The number of shipments handled annually surpassed the 1 mio. mark in 2003. DHL is still top (about 8'800 to), followed by Fedex (6'300 to), TNT (4'500 to) and UPS (4'000 to).

General Cargo may experience new heights by Malaysian Aircargo's (MASKargo) to launch freighter services to Kuala Lumpur and Sidney on day 3 and 6.

**CIMBER/SAS** is reporting positive figures on its newly opened service between Copenhagen and Basel/Mulhouse/Freiburg. The loadfactor is at 55% (27.5 passenger average) for the first month of operation. In order to breakeven an average share of 68% or 34 passenger boardings are necessary.

**SWISS** is returning to the EAP with Airbus A320-200 charters on behalf of **FTI/flieg-ab-basel.de** to Antalya, Corfu, Djerba, Heraklion, Hurghada, Larnaca, Malta, Monastir Rhodos on days 1/4/5/6/7 which are managed by charter wing **SWISS Sun** starting in April. SWISS Sun has offered at competitive rates matching those of other European charter airlines. The A320 will perform 300 flights with 50'600 seats offered in each direction.

**THE EAP** is considering a number of measures to remain competitive against other airports in Europe. A **complete overhaul of all charges** is underway starting with passenger tax, landing fees, ramp service fees (airbridges, passenger/crew transfers by coach, aircraft parking) and parking schemes for passengers arriving/departing by car using the airport's facilities (sheltered/remote car parking stands).

Contrary to earlier revisions, charges by volume should be applied and made accessible to all airlines (network and low cost carriers). The Board of Directors will approve the new tariffs in February as well as the financial report of 2003 which is expected to produce red ink. The airport coffers still hold some reserves which were built over the years thanks to the Euro/Franc disparities. The debts accumulated in 2003 are amounting to 165 Mio. Euros which are mainly due to terminal extension work contracted in Swiss francs. The raise of the Euro against the Swiss currency is expected to relief some of the pressure on debts.

In an interview with Le Matin a Swiss periodical the President of the Board has expressed new urgency to keep the EAP's investment capability afloat by filing another request of 80 mio. francs with the Swiss government carrying the status of an interest-free loan. An earlier request was turned down. In any case the bi-national accord between France and Switzerland foresees a deficit stipulation which has to be honoured by France, Switzerland and the state of Basel.

The **ASSOCIATION of EXPERIMENTAL AIRCRAFT (AEA)** received notice to remove their hangar from the present site close to the proposed Zone 4 development with construction scheduled for Spring 2004. Big Pharma is interested in building its own terminal/hangar facilities to host aircraft like A319, Global Express or Gruman IV/VSP. Big question : who is to foot the bill to remove the hangar ?

**BUSINESS FLIGHTS ONLY** are gaining momentum according to studies conducted by Swiss and American consulting groups. 30'000 Atlantic crossings annually for a Basel-Newark shuttle are being identified (Novartis 12'000, Roche of 8'000, Syngenta 6'000). NetJet started a campaign to lure away first-class/business class passengers from network carriers starting with Gruman IVSP. Positioning chargers (\$25'000 based on aircraft size) are dropped to score selling points.

Biz-jets are offering up to 50 seats, fly to smaller airports, save time, add to staff productivity and provide better security.