

A RECENT POLL concerning the flow of exported and imported goods among selected shipper's like Clariant, Ciba Speciality, ICN Pharma, Novartis Pharma, Roche Pharma, and Syngenta is clearly showing their geographical focus in terms of trading and marketing.

Shippers	Ex/Import in to.	Means of Transportation in % pts.	Major Markets (A large, B mid-sized, C small)
Clariant	140'000 Ex/Import	road 57, sea 36, air 2, others 5	Asia A, Australia C, Europe A, US/Canada B
Ciba Speciality	6'000 Export	road 43*, sea 48, air 3, others 6	Asia A, Australia A, Europe C, US/Canada A
ICN Pharma	600 Export/Import	road 20*, sea 20, air 60	Asia A, Europe B, India B,
Novartis Pharma	140'000 Export	road 34", sea 29, air 1, rail 36	Asia A, Australia C, Europe A, US/Canada A
Roche Pharma	15'000 Export	road 54, sea 10, air 36	Asia A, Australia A, Europe A, US/Canada A
Syngenta	140'000 Ex/Import	road 30, sea 30, air 5, rail 35	Asia A, Australia B, Europe A, US/Canada A

* Large volumes are departing ex works by truck to selected airline/forwarder gateways. Yet, they are not identified as airfreight by Swiss Customs. However, rough estimates identify as much as 50'000 tons annually as hidden' airfreight hauled by forwarders and airlines to their terminals and warehouses for consolidation in due time. The EAP registered 51'000 road feeder tons trucked to or from other airports in 2003.

In the same poll shipping managers were also asked to provide data concerning company criteria for airfreight solutions and airport proximity for export and import shipments.

<u>RESPONSE</u> by shipper's priority list	<u>1 URGENCY</u> time factor durability of	<u>2 SAFETY</u> risk of damage risk of theft	<u>3 DIRECT</u> <u>AIRLINK</u> reliability	<u>4 LOWEST RATE</u> <u>AVAILABLE</u>	<u>5 PROXIMITY TO AIRPORT</u> role of airport in the supply chain
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CIBA Speciality	other reasons than indicated above dictated by particular order contracts and terms of delivery				
CLARIANT	important	n/a	important	n/a	some importance
ICN PHARMA	important	n/a	n/a	n/a	not important
NOVARTIS	important	important	important	important	important
ROCHE PHARMA	important	important	very important	not relevant	important
SYNGENTA	important	important	important	important	some importance

Pharma is a big producer of aircargo. Contrary to this assessment, the **Chemical Industry** is by far more sea - and truck-bound in terms of exports. Some companies leave it up to their customers what means of transportation is to be selected. Pharma products score much higher in terms of margins whereas chemical products tend to be part of a production cycle anyway which may end up in final products to be identified at a later stage. Generally speaking, the mood to uplift at the doorstep is on the rise.

RAMP NEWS

French Military has deployed fresh troops to Africa (Abidjan & Ndjamena) chartering five Corsair jets (B747-300/Airbus A330-300) and A310-300 of its on transport command.

A **Hadj charter by Syrianair** (A320-200) was on its way from Jeddah to the EAP with pilgrims returning from their holy voyage to the Muslim shrine at Medina.

An Airbus A320-200 of **Eurofly** had the team of Inter Milan on board playing in Sochaux in round two of the UEFA contest against the team of the motor town of the Alsace.



M.Seidel

KING TUTANCHAMUN's BURIAL SITE will be presented to the European public starting on April 7 thru October 3. The artifacts for this rare exhibition will be shipped to Basel (EAP) on March 6 & 7 by two Egypt Aircargo Airbus A300 freighters. <http://www.antikenmuseumbasel.ch/sonder/AEGprod/>



M.v.Bosch



TOUR OPERATOR NEWS

RED TRAVEL is being resurrected from the dead by former **AVIONE HEAD Jürg Saladin**. Avione was forced to depart from all activities last Fall. The new company has taken offices at the EAP after settling all bills outstanding from its predecessor.

BANJUL (Gambia) is on the travel menu again. **FTI** Switzerland is offering flights at peak times in July and October which are operated by Futura International B737-800 nonstop ex EAP. FTI has confirmed plans with SAS to connect via Copenhagen for its North America travel kit scheme offered ex EAP. Air France and Lufthansa are also partners for the same destination.

AIR ADRIATIC MD83 will fly to **RIJEKA** (Croatia) once a week on behalf of **TOURIVAC**.

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**TOUR OPERATOR
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MASKARGO is definitively setting sail to **Kuala Lumpur** and **Sydney** twice a week starting on March 31 (day 3) and April 3 (day 6) with a two-hour turnaround time (15.20-17.20 local time). Initially, a Air Atlanta Iceland B747-200 freighter is reported to be en-route to Basel and Manchester as there is not enough freighter capacity at MAS to meet expected demands ex Asia and Europe. Yet, it is not quite clear what the block space picture for both stations (Basel/Manchester) will look like. Manchester is reported that it could not fill a B747 on its own. MAS will also take office space at the airport to handle cargo reservations and pallet build-ups by its own staff.

Also, on February 11 a first presentation was made to all forwarders like DHL Air & Sea, Kuehne & Nagel, Panalpina etc. at the EAP highlighting services offered to the export industry and shipping opportunities via MASKargo's gateway Kuala Lumpur. Ciba Speciality, Novartis and Roche have been approached with reportedly positive receptions. The carrier may benefit from SWISS World Cargo and Polar's decision to stop all-freighter activities at Zürich again, which got little support from forwarders. MASKargo is targeting a special relationship with Big Pharma as there is a clearly identified need for transport solutions for temperature-controlled and time-sensitive shipments. A winning airline-shipper relationship would be a **Core Carrier** or **Preferred Airline** status whose service standards are set by shippers or forwarders if the latter is authorized to act on behalf of shippers. Agreements of this kind may include fixed block space taken by the shippers or forwarders, rebates on volume, procedures for deliveries ex works to final destination and/or reliability of services.

MASKargo is anticipating a substantial export market ex Switzerland to Asia (China) and Australia via Sydney and ex China (Shanghai) to Europe. The carrier's return to the EAP with freighter services is based on new assessments with global markets in mind. Pharmaceutical companies such as Novartis or Roche are maintaining extensive research/production sites in Asia as well which ultimately require sophisticated transport solutions to meet market demands worldwide.



A SPECIAL HIGHLIGHT

The arrival of the legendary "**CAMARILLO CONNIE**" **N-73544** on May 8 is rapidly making headlines among aviation enthusiasts. The Super Constellation L-1049 is scheduled to depart the US on April 26 making stops at Kansas City, Manchester (NH), Stephenville (NF), Reykjavik, Prestwick and Reims France before turning final on Runway 16 at the EAP at 11.00 hours Basel time. N-73544 has replaced N105CF which no longer can be readied for the Atlantic crossing due new FAA regulations. The "new" Constellation will host 40 passengers who already signed up well ahead of time for this historic trip to Basel.

On May 8, an impressive program is scheduled to await the aircraft enthusiasts to celebrate the arrival of N-73544 on European soil. Bücker Bü 131, DC-3, Junkers JU-52 and Antonov AN-2 with special guests on board will be flown in to provide an adequate scenery for this special occasion. The Connie can be visited by the fan community.

easyJet.com

Does **EASYJET's decision to serve the EAP** spell an end to falling passenger figures ? Details about the full agreement between the EAP and Easyjet have not been released, it's understood that the deal has already had ramifications for future businesses. Airlines have to cut corners (costs) wherever possible leaving airports no longer in the driver seat. If the airports wish to attract airline business, the approach to airlines is getting more complex and demanding – we may it courtship !

Some news have been released like commencing daily services to London Stansted and Liverpool on March 28 with B737-300 and to Berlin-Schönefeld with A319 on May 20 twice a day – the future network ex EAP may foresee a fleet of four to six aircraft gradually introduced until 2007 serving five to six cities with up to 18 daily flights with Amsterdam, Barcelona and Nice likely to be candidates – to operate successfully, the carrier is demanding a 20 minute aircraft turnaround in order to maximize the fleet's economy – with no-frills airlines pushing simplicity in the air and on ground, facility costs have become a major issue for both airport operators and Easyjet - airports must now offer different scales of terminal charges if they want to capture a slice of this business - fast turnaround expectation by the airline is making aircraft handling a logistical challenge to any handling agents – Swissport is in final negotiation with Easyjet with contract to be signed just a few days away.

TNT SWISS POST moved to a new site where faster customs clearance for incoming and outgoing shipments has been finally realized. The larger warehouse is also making it possible to expand windows for export pick ups in the evening and import deliveries prior to noon, reaching all of German-speaking Switzerland and eliminating costly detours to its country hub for customs clearance near Zurich (Buchs/Aarau). The location offers a total of 1'800 sqm in warehouse and 380 sqm in office space at the dedicated expresscargo terminal called "Westend". The new TNT site was formerly used by French Post, which transferred all operations to Strasbourg.

picture by R. Kunadt