



Both Financial Times & Flight International made it public that Lufthansa (LH) and NetJets Europe are to launch a new programme aimed at passengers travelling in first or business class. Launching date is 29 March. The deal is exclusive to LH and designed to cater to these passengers taking into account their need for fast lane handling at airports of origin, final destination and transfer whenever onward flights are being booked. Basically, Lufthansa is offering private jet services out of Munich to travellers booking intercontinental flights to 1,000 European destinations. Point-to-point flights within Europe may also be added. The service is seen as novum with a six-month period of market testing. NetJets is deploying entry-level business jets such as Cessna Citation and Bravo. Larger jet aircraft can be hired as well. Passengers booking such flights would pay 6,000 to 7,480 US dollars in fares for flights from Munich to country destinations such as Switzerland depending on the type of aircraft selected.

Lufthansa's new product is meant to draw a distinct line between airtravel largely perceived as commodity and a market serving a special clientele with service expectations such as on-time departures and arrivals, inflight convenience, safety and fast ground handling. NetJets Europe, a member of NetJets of America and owned by Berkshire Hattaway Groupe, has recently ordered larger jet aircraft seating between 10 to 20 passengers such as Gruman G450/550 and Dassault 2000EX. The company has also increased its presence at EuroAirport with more flights either chartered by corporations based in the Greater Basel Area or by companies on business from outside this region.

Launching its own JetPort at the EAP is showing a change of perception at the helm of companies such as Novartis as to how corporate travel ought to be run. At many occasions Big Pharma has seen its case not being properly acknowledged by the industry. The rise of point-to-point services with Airbus A319ER or Boeing Business Jets from Düsseldorf, Munich and Stuttgart to Detroit, New York and Newark signals a change of attitude towards the issue in the minds of legacy carriers such as Lufthansa. Other airlines are also starting to think about premier services for their high-yield ticket holders.

However, these activities do not render obsolete other air services as small to mid-sized companies depend on them because of tight or restricted travel budgets. Indeed, the arrival of low-cost carriers in Europe such as EasyJet is reshaping travel options. The new base at the EAP will further propel the airline to become a fierce competitor for business-minded passengers heading for destinations such as Barcelona, Berlin or Greater London.

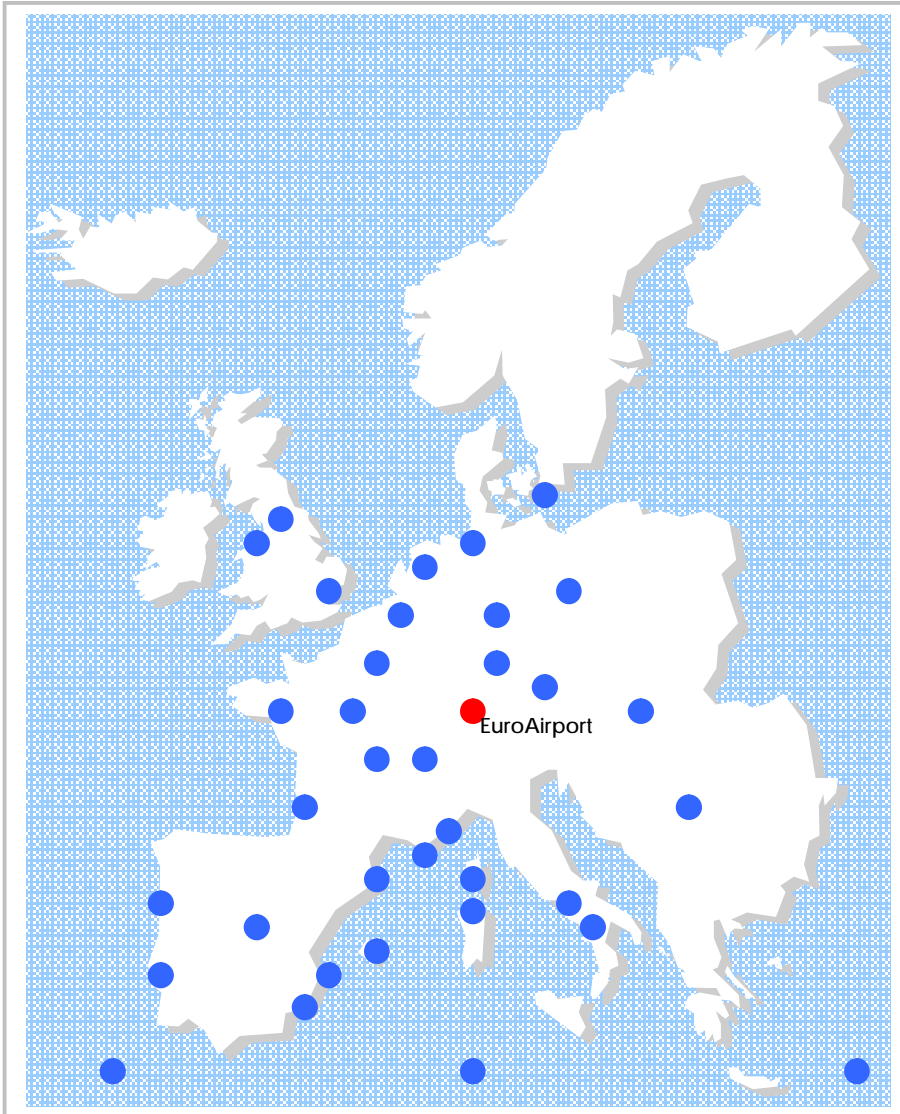
### SUMMER CHARTER NEWS\* (continued)

Carrier	Day	Destination
AEGEAN B737-400	5	Heraklion
	6	Athens Heraklion
AFRICAN SAFARI A310	5	Mombasa
AIR MEDITERRANEE	5	Catania
ATLAS BLUE B737-400	1	Marrakech
	6	Agadir Marrakech
FARNAIR ATR42	2/5	Dakovica
KHARTAGO B737-300	6	Djerba
LOTUS AIR A319	7	Luxor/Cairo
MNG AIRLINES MD82	7	Izmir
NOUVELAIR A320-200	5	Djerba
	6	Djerba Monastir (2x)
ONUR AIR A321-100	4	Istanbul
	5	Izmir
	7	Istanbul
PEGASUS B737-800	5	Antalya
SPANAIR MD83	6	Palma
	7	Palma
TUNIS AIR B737-500	6	Monastir
	7	Djerba

\*subject to change on short notice

### INTERESTING TO KNOW - Terms of Contracts applied by the the travel industry:

- Full Charter** – full commercial risk taken by t/o
- Fixed Seat Allotment** – contracted over 50% of total capacity
- Fixed Seat Allotment** – contracted under 50% of total capacity
- Working Allotment** – taken by subcontractor with option to return unsold allotment
- Sell and Report of Seats** on charter services – Remaining seats put on the market by t/o or airlines
- Seat Allotment** on scheduled services – Fixed seat allotment contracted
- Sell and Report of Seats** on scheduled services – Remaining seats put on the market by airlines



### SCHEDULED SERVICES

#### SUMMER 2005 to :

AJACCIO	seasonal
ALICANTE	
AMSTERDAM	
ANABA	seasonal
BARCELONA	
BELGRADE	
BERLIN	Schönefeld
BERLIN	Tegel
BORDEAUX	
BRUSSELS	
CLERMONT	Ferrand
CONSTANTINE	
COPENHAGEN	
DÜSSELDORF	
FRANKFURT	
HAMBURG	
ISTANBUL	
LISBON	
LIVERPOOL	
LONDON	City
LONDON	Heathrow
LONDON	Luton
LONDON	Stansted
LYON	
MADRID	
MANCHESTER	
MARSEILLE	
MUNICH	
NAPOLI	seasonal
NICE	
OLBIA	seasonal
OPORTO	
PALMA	de Mallorca
PARIS	Roissy CDG
PARIS	Orly
RENNES	
ROME	Ciampino
ROME	Fiumicino
VALENCIA	
VIENNA	

**MASKARGO** is to introduce a third freighter service on 2 April. A B747-200F wetleased from Air Atlanta Iceland will be put on the routing Amsterdam-Basel-Dubai-China According to our colleagues at Wired Airnews Network (WAN) the freighter is departing on day 6 either to serve Beijing or Guangzhou. Also, on day 2 and 6 a B747-200F is heading for Kuala Lumpur and Sydney/Melbourne.

**HAPAG LLOYD** has started its daily Palma service with B737-800 aircraft. Flights are departing EuroAirport at 06.00 local times except on Tuesday and Thursday.

Again, according to WAN **Austrian** is to commence one daily flight to Vienna only on 4 April. Additional services should be added in early September.

**ALICANTE** (1x), **BARCELONA** (1x), Berlin (2x), Liverpool (1x), London Luton (2x) and Stansted (1x), **NICE** (2x), **PALMA** (1x) and **ROME** (1x) are presently and to be served daily by (EZY) **EASYJET** as of 20 June from EuroAirport. The new services will be operated by new A319 aircraft seating 156 passengers.

**UNIVERSAL AVIONICS** systems corporation [www.uasc.com](http://www.uasc.com) is a new company based at the EAP closely linked with Jet Aviation. The firm is seeking personnel such as field service engineers in support of FMS, EFD, flight deck instruments, flight guidance and peripheral equipment.