



**"we are hungry for your airfreight"** says MASKargo head of sales in Switzerland.

Rescheduling of flights and changing routes as well as introducing new equipment are meant to follow-up on recent promises trying to make Malaysian Airlines a respected player for industry peers such as bio-tech and pharma. Flights twice a week from Kuala Lumpur via Amsterdam-Basel- Dubai-Shanghai-Kuala Lumpur (days 3/7) as well as Kuala Lumpur-Amsterdam-Basel-Dubai-Kuala Lumpur (day 5) with direct connections to Sydney are part of these plans. Malaysian is determined to by-pass Kuala Lumpur avoiding loosing freight shipments to competitors. Seamless passage to final destination is indeed a must if airlines want to be first choice for companies Novartis, Roche to any given market. Also, first carrier positions are crucial if any service is ever to reach satisfactory load-factors and a return on investment both in aircraft and marketing.

The present performance of all three flights is reaching positive levels with strong exports on Friday and Sunday (80 to 85%) and on Wednesday close to 65% of total capacity available set aside for MASKargo Switzerland (50-60 tons per flight). The carrier uses Swiss traffic rights on the route to Dubai then switches to those agreed between Malaysia and China on all China-bound services.

**MALAYSIAN AIRLINES** had mixed results with its joint-venture with Swissair six years ago which finally ended in October 2001. Since the carrier allocated new resources to restart the business to present levels of three weekly B747-400ERF flights air cargo has picked up and making robust in-roads as exports are high in key areas of the Swiss economy and in adjacent parts of Southern Germany, the Alsace, the French Jura and in Vorarlberg (Austria).

### NEWS BRIEF

**SCHEDULES** for a new coach service between the German Train Station, the city's Fair Ground (Messe Basel) and EuroAirport have been published. The bus will go into service on 10 December connecting all stops every hour from 06.20 till 21.20 on Monday through Saturday (16 round-trips) and on Sunday from 06.20 till 20.20 (12 round-trips).

**AIR FRANCE-KLM** is planning to launch a hybrid low-cost carrier for scheduled and charter operations in France, after accepting that it no longer can ignore the development of the fast growing no-frills airline sector.

Air France said it was planning to establish its low-cost subsidiary at Paris-Orly, where it would use a separate terminal to its main-line operations.

One European airline executive said: ***for years Air France has been so arrogant to expect it could keep the budget airlines out of its market with the help of the Government in Paris, but now it realises that Brussels will not let France act in this way anymore.***

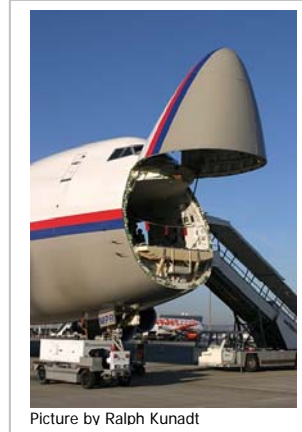
The Air France is keeping the lawyers busy with filing court suits trying to stop those (French) airports supporting either EasyJet or Ryanair with special tariffs also offered to network carriers under the conditions that they create volume.

**EASYJET** plans to base more A319 and to increase its tactical fleet from 6 to 9 aircraft on standby in 2007 (see EZS ranking).

### UPLIFT FIGURES YEAR 2002 - 2006

Shipments Year	1,974	3,761	6,163	6,565	5,945	2002	2003	2004	2005	2006*
Tons Year	862	1,505	3,419	3,461	3,427	2002	2003	2004	2005	2006

(\*January-October, figures MASKargo)



Picture by Ralph Kunadt



Taxiing to holding point Rwy 16 – picture by Marcel Bitter

**TRAINING INITIATIVES** as outlined by the Chamber of Commerce Mulhouse are aimed to help Jet Aviation to recruit specialists for its aircraft completion centre at EuroAirport.

In a first phase it will benefit craftsmen of French origin holding job certificates in areas such as carpentry, upholstery, electronics, composites or plumbing. JET will provide special training which is in line with regulations of civil aviation offices worldwide set for the completion sector. After completing the program in two years time candidates will be fully certified in their fields by Joint Aviation Authorities and able to seek new work at other companies. The job-training and schooling initiative is also reducing costs for training at JET.

Training is central to this strategy both in terms of securing excellence as well as worker competence in the completion sector.

JET maintains co-operations with Swiss schools training poly-mechanics wishing to commence a career in aviation such as airframe, avionics, engine overhaul.



„EASYJET IS READY TO TAKE EVERY WINDOW OF OPPORTUNITY AT THE EAP“ says EasyJet Switzerland (EJS). Yet holding back on any details, it is understood that EJS seeks to push its share of business travelers. Occasions to act accordingly are plentiful as Swiss is fully engaged in copying EasyJet's business model. EasyJet could easily score points in the absence of Swiss on major business routes such as Amsterdam, Barcelona, Manchester and to eastern destinations. At a presentation held in mid-November EasyJet announced that it will focus on new markets such as Madrid and Milan as well as adding more flights on existing routes. With a new badge of Airbus A319 aircraft arriving, chances are rising that a fifth A319 will be stationed at Basel. Also, flights from other bases may complement existing services from Madrid and out of London-Gatwick as a new point of call. At the same occasion it was made understood that Basel is holding the potential of further growth. This corresponds with initiatives of EJS to upgrade booking, check-in and boarding procedures within a twenty-five minute time-frame for people on business trips. Based on our finding passengers booking either one-way or round-trip within ten days prior to the day of departure are likely to represent this market segment. Speaking of opportunities, EasyJet is repeating its winter sports offers to the French Alps via Geneva. Likewise this will be copied via Basel as gateway to the Bernese and Central Swiss Alps from Berlin, Hamburg as well as from London and Liverpool.

Presently, the airline is holding a traffic share of 6% in Switzerland which it wants to increase to 9% by 2009. Other figures released are shining a light on ground expenditures and trip fuel costs. Revenues generated from about 40 passengers are required to cover landing fees and handling and other revenues from ticket sales to another ten passengers are needed to meet the fuel bill of each flight. In fiscal year 2005/2006 fuel was hedged by 75% in the first half followed by 45% in the second half of the year.

### EASYJET HUB RANKING WINTER 2006/2007 (second figure per column represents the ranking)

HUB ordered alphabetically	# CITIES SERVED		FREQUENCIES				NETWORK				BASED A/C 2006 2007	
			weekly		daily		Europe		domestic			
<b>BASEL</b>	<b>18</b>	<b>6</b>	<b>148</b>	<b>13</b>	<b>19</b>	<b>10</b>	<b>148</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>4</b>	<b>A319</b>
BELFAST	16	7	274	4	40	4	43	14	<b>231</b>	<b>1</b>	5	EQV
BERLIN-SXF	24	3	220	5	30	6	220	3	0	0	8	A319
BRISTOL	22	4	213	7	30	6	126	8	87	6	9	A319 +1
DORTMUND	10	10	69	16	8	11	69	12	0	0	4	A319
EDINBURGH	7	13	161	10	25	7	14	16	147	2	3	A319
GENEVA	21	5	219	6	31	5	219	4	0	0	6	A319 +2
GLASGOW	9	11	153	12	22	9	20	15	133	3	4	A319
LIVERPOOL	15	8	164	8	25	7	123	9	41	10	8	EQV
LONDON-LGW	<b>30</b>	<b>1</b>	<b>427</b>	<b>1</b>	63	2	<b>346</b>	<b>1</b>	81	7	18	EQV +2
LONDON-LTN	28	2	424	2	<b>65</b>	<b>1</b>	295	2	129	4	17	EQV
LONDON-STN	24	3	338	3	51	3	213	5	125	5	13	EQV
MADRID	16	7	162	9	24	8	134	7	28	12	0	A319 +4
MILAN-MXP	12	9	159	11	22	9	123	9	36	11	3	A319 +3
NEWCASTLE	15	8	141	15	19	10	71	11	70	8	6	EQV
NOTTINGHAM	8	12	56	17	8	11	56	13	0	0	2	A319
PARIS-ORY	10	10	147	14	22	9	87	10	60	9	5	A319

A/C=aircraft, EQV= equipment varies A319, B737-700

[www.easviet.com](http://www.easviet.com) (timetable)

### TRAFFIC REPORT – EUROAIRPORT

Total Passengers, Movements and Cargo (October 2006)

Scheduled Passengers	326,100	+15%
Charter Passengers	57,674	-19%
<u>Total Passengers</u>	<u>384,480</u>	<u>+8%</u>
<u>Total Passengers 10 months</u>	<u>3,425,998</u>	<u>+22%</u>
General Airfreight in tons	1,013	+17%
Expressfreight in tons	2,493	+18%
<u>Total Airfreight handled</u>	<u>8,006</u>	<u>+9%</u>
<u>Airfreight handled 10 months</u>	<u>77,114</u>	<u>+14%</u>
<u>Expressfreight handled 10 mo</u>	<u>21,831</u>	<u>+10%</u>
<u>Total General cargo 10 mo.</u>	<u>6,592</u>	<u>+17%</u>
<u>Total Aircraft Movements</u>	<u>7,073</u>	<u>-5%</u>
<u>Aircraft Movements 10 mo.</u>	<u>69,358</u>	<u>-2%</u>

Developing regional airports to bring prosperity to their region is a big ticket both in terms of costs and prestige.

**The EU-initiative RairDev** (regional airport interaction for regional development) has gained momentum with closures of air-bases either ahead or concluded in all of Europe.

A study was presented to representatives of regions facing closures or who are involved in transformation projects at Karlsruhe-Baden Airport. The paper highlights the fact that all airports have had to rely on public money in their history.

State support for regional airports matters in the early stage of development provided there is enough business in the hinterland of the airport.

Karlsruhe-Baden Airpark is seen as a successfully managed case as to how conversions can boost regional developments as gateway for high-end activities in technical fields as well as motor to regional tourism.