

Newsletter **EAP**



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An acting EAP-Board Member seems prepared to seek consultations about an extension of the present night ban by one hour. Dissent among house owners to the south of the airport about the ILS-34 approach system has led to a vote in the parliament requesting that the airport be closed between 23.00h-06.00h. Flights arriving during this hour must therefore be stopped.

The Vice-President of the Board is taking a different view. He argues that prior to any decision in favor of an extended night ban, a profound analysis will be necessary to study potential impacts on the airport.

Most agree, that this move will put the express-freight at the EAP at risk. Long-term commitments by DHL, FedEx and others may fade as a result of unreflected and short-sighted demands. The extra hour of closure will certainly affect jobs at and around the EAP. The implications differ depending on the source asked to assess the labour situation in the region. As much as 800 people may have to go thus swelling the rate of unemployment again.

Present negotiations to build a state-of-the-art facility for the industry will suffer and a collateral damage to the reputation of the airport must be anticipated.

Groups of investors responding to a tender show an interest in financing and operating a dedicated cargo terminal zone including parking space for employees, trucks and aircraft as well as areas to handle freight in a temperature-controlled environment.

The night ban sought would be the same as in Zurich and Geneva. Yet, they take a different approach if a carrier is home-based there. A similar ruling has been approved for FedEx departures at the EAP at 23.15. All other cargo flights depart between 22 and 23.00.

There are ample reasons to stay away from any cuts:

- The importance of the sector as source of revenue should not be willfully dismissed.
- Efforts made to limit its impact on the environment can be measured as new freighters come into service and new landing and take-off procedures are in the making to further reduce the noise-trail on the glide paths on Runway 16 and 34.
- The debate about the future of airfreight at the EAP is not able to provide any alternative. Demands seeking to outsource freighters to Lahr show an ignorant attitude towards market rules in the first place. Most shipments are Swiss-generated either on the export or import side. Thus, shipments would have to be cleared by Swiss and German customs adding extra handling costs and delays to any shipment.
- Finally, an even tighter night ban will cripple the EAP to serve the regional economies as gateway.

DHL, FedEx, TNT, UPS offer just-in-time supply chain solutions allowing companies to save on costly stocks. Thus, the 05-06.00 window is crucial for the industry in order to ensure overnight deliveries.

AIRPORT CATCHMENT AREA COMPETITION

Long-term forecasts about passenger volumes and aircraft movements require a new focus on available data as well as models which take into consideration competitive elements as they emerge, says a an Airport Network and Catchment Area Competition reflection group. The classical approach, the use of time series data in combination with econometric models, to extrapolate observed patterns of growth into the future, no longer keep their promise to measure what is in store for airports in regard to potentials and opportunities.

The old ways of running airports and airlines have gone as airline consolidation, mergers and bankruptcies reshape the industry. The arrival of low-cost carriers has made air travel cheaper. And, the creation of airline alliances has given a few large carriers the power of market control in Europe.

As one studies the fuel hike and airline policies handling the impact on their balance sheet one may see a tougher race for customers filling their planes. So, airline networks, flight density and schedules matter most to passengers provided the price is right. One could argue that chasing the lowest fare possible has reached proportions which are dangerous for the survival of four operators and airlines.

Upper Rhine Valley airports still seem to benefit from a loyal customer base who appreciates their proximity by car. The competition begins when the range of services is identical at each airport. Palma is certainly an example with flights from all airports. Therefore, the size of the catchment area (see map) depends on the uniqueness of services. Flights to Marrakech and Istanbul-Sabiha seem to attract a larger target audience as fewer services are on the market. In the absence of traffic rights (EasyJet from Berlin to Istanbul) a market (EAP) could go as far north as Berlin.



picture by Urs Ruf (c)

Ryanair says: 'SHARE THE PAIN'

In an effort to combat its rising fuel bill for the Boeing fleet the carrier has announced a €400 million cost cutting drive over the next months. It is negotiating with service firms and airports about an austerity plan to save on ground costs.

A pay freeze for 36 senior managers will also be implemented. Passengers are to be persuaded to travel with hand luggage only which will further drive down costs. The aim to push this figure to 50% from the present level of 40% where four in ten travelers actually follow this advice is helped by levying check-in charges.

The carrier's fuel hedging run out on 31 March. As a result the airline now must pay spot-prices as high as \$ 100 a barrel compared to \$65 before.



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TRAFFIC REPORT - EURO 2008

Day June the...	Movements			Pax per Day
	Euro	Private	Regular	
7	50	170	170	23,000
8	2	15	147	15,000
9	30	24	178	17,800
10	20	17	183	14,000
11	0	30	180	13,000
12	4	21	174	12,600
13	32	15	186	17,000
14	20	10	173	18,000
15	36	29	143	17,000
16	8	18	170	14,000
17	16	18	162	14,000
18	23	11	178	15,000
Quarter	19	62	174	13,000
20	6	39	186	15,000
Quarter	21	95	177	18,000
22	6	56	147	14,000
Semi-Final	25	175	177	15,000
26	4	52	167	14,000
Total of Flights	327	859	3,872	278,000

TRAFFIC REPORT MAY 2008 AND YTD

SELECTED ROUTES Q1

Month	May-08		January - May 2008				
Scheduled Passengers	354,467	327,622	8%	Scheduled Passengers	1,487,482	1,490,107	0%
Charter Passengers	46,164	47,536	-3%	Charter Passengers	120,973	153,836	-21%
Total Passengers	401,163	375,803	7%	Total Passengers	1,612,020	1,646,400	-2%
General Airfreight	890	1,484	-40%	General Airfreight	4,507	6,871	-34%
Express Airfreight	2,386	2,443	-2%	Express Airfreight	12,101	11,737	3%
Total Airfreight flown	3,277	3,926	-17%	Total Airfreight flown	16,608	18,608	-11%
Total Airfreight handled	8,577	8,776	-2%	Total Airfreight handled	44,328	43,283	2%
Aircraft Movements							
Scheduled Traffic	4,391	4,163	5%	Scheduled Traffic	20,238	19,923	2%
Charter Traffic	452	516	-12%	Charter Traffic	1,536	1,620	-18%
Freighter Traffic	350	404	-13%	Freighter Traffic	1,600	1,494	7%
Total Movements	7,498	7009	7%	Total Movements	33,506	32,886	2%

SELECTED PASSENGER STATISTICS ON MAJOR ROUTES EX EAP

Route	Carrier	Flights	1.Q. 2008	1.Q. 2007
ALICANTE	EasyJet & Ryanair	8	21,758	13,162
AMSTERDAM	EasyJet & Swiss	14	34,956	34,296
BARCELONA	EasyJet & Swiss	12	28,724	28,404
BARCELONA-Gerona	Ryanair	4	9,826	0
BERLIN-Schönefeld	EasyJet	20	60,748	64,810
DUBLIN	Ryanair	3	9,042	0
HAMBURG	EasyJet	12	37,108	35,456
ISTANBUL-Sabina	EasyJet	4	13,264	12,786
LISBON & PORTO	EasyJet	7	24,624	21,635
MADRID	EasyJet	7	21,740	20,996
MALAGA	EasyJET	3	10,414	16,034
MARRAKECH	EasyJet/Atlas Blue	4	12,230	6,010
NAPLES	EasyJet	5	12,506	13,360
NICE	EasyJet	14	34,206	26,758
PALMA	Air Berlin/Tuifly	5	13,870	15,160
PARIS-Orly	Air France	40	70,772	87,122
PARIS-CDG	Air France	28	42,360	76,720
ROME-Ciampino	EasyJet	6	19,258	19,376
STOCKHOLM-Skavsta	Ryanair	3	10,080	0
VALENCIA	Ryanair	4	10,232	0