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# AIRLINE BUSINESS DAILY

BRINGING YOU THE NEWS FROM THE 13TH WORLD ROUTE DEVELOPMENT FORUM IN STOCKHOLM – 24 SEPT

## Scandinavian stand-off takes centre stage

Who needs enemies when you've got friends like this? Copenhagen and Stockholm square up...

The battle between Copenhagen and Stockholm took centre stage as Routes 2007 opened in Scandinavia's self-proclaimed capital city.

Copenhagen Airports (CPH) took the boxing gloves off first by issuing a press release yesterday (Sunday) afternoon claiming Copenhagen should be the capital of Scandinavia because it

has the larger airport. It points out CPH had 20.9 million passengers last year compared to 17.6 million at Stockholm Arlanda (ARN).

But Swedish airport group LFV, which operates Arlanda, points out that, when considering all four of Stockholm's airports, it had 100,000 more passengers than CPH last year. LFV director aviation marketing Mats Sigurdson called the CPH press release "ridiculous" and says Stockholm does not call itself Scandinavia's capital because of Arlanda.

"I don't think the capital should be judged by the number of intercontinental routes. It should be judged as a destination. It's not about Stockholm Arlanda, it's about Stockholm," Sigurdson says. "When it comes to geography, business and culture, Stockholm is the capital."

Of course, CPH claims Copenhagen is the better place both to do business and to live. But what really counts, according to Copenhagen Airports' vice president aviation Corinna Lundbæk Pedersen, is catchment



Keep your enemies close: Pedersen and Sigurdson know each other well. They both previously worked for SAS

area. Copenhagen is a smaller city and Denmark is a smaller country but she says CPH has a larger catchment area because southwest Sweden is closer to CPH than ARN.

"I think a lot of long-haul carriers recognise this is a much larger catchment area than Stockholm. It's a fact," Pedersen says.

She points out two US carriers launched services to CPH last year and Scandinavian Airlines (SAS) is launching a Stockholm-Dubai service at the end of

October. CPH says it now has 19 intercontinental routes, compared to nine for ARN. Overall, CPH claims it has 125 routes compared to 102 for ARN.

But LFV claims ARN actually has 167 scheduled airline routes and points out in recent years it has added at least one new intercontinental route every year. Malaysia Airlines launched services to Stockholm in 2004, followed by Continental in 2005 and US Airways in 2006. Qatar

SEE PAGE 18

### ▶ inshort Tit for tat

Stockholm began calling itself Scandinavia's capital at Routes 2005, which Copenhagen hosted. By unveiling the new slogan in Copenhagen, Stockholm tried to spoil CPH's party. The move by CPH yesterday could be seen as retaliation. But Arlanda is not about to let CPH rain on its parade. At a 9.15am press conference this morning Arlanda will announce a new route by Delta Air Lines, which launched services to Copenhagen in 2006. Delta will begin flying six times a week to Arlanda in June using Boeing 767-300s (see p4). Arlanda will also get the last word because it is hosting tonight's bash at Stockholm City Hall.

### ▶ ROUTES MONDAY PROGRAMME

07.30	Registration opens	14.00-15.30	One-to-one meetings
08.30	One-to-one meetings	15.30-16.00	Refreshment break
10.10-10.40	Refreshment break	16.00-17.30	One-to-one meetings
10.40-12.40	One-to-one meetings	19.30-24.00	Routes' Stockholm party (including the OAG Airport Marketing awards hosted by the City of Stockholm and Stockholm Arlanda airport.)
12.40-14.00	Networking lunch in the Networking Village		

# What next for slot trading?

Europe's airport slot co-ordinators are meeting en masse here at Routes with plenty on their minds. Top of their agenda is a review of how the region's slot rules, last amended in 2004, are working in practice. Then there is the controversial issue of slot trading, which currently only takes place in any volume at London's congested Gatwick and Heathrow airports, but could spread to other European hubs as they run out of space.

"We are focusing on the experience with the regulation right now, and possible amendments to it," Michiel van der Zee, managing director of Airport Coordination Netherlands, and chairman of the European Union Airport Co-ordinators Association, tells *Airline Business Daily News*. The co-ordinators will discuss the

regulation with a senior official from the European Commission's transport directorate here in Stockholm.

The region's slot rules govern how slots should be allocated at airports. The last revision is broadly working well, says van der Zee. "It doesn't need any radical changes, but might need some fine-tuning. What is under review is the 'new entrant rule', which hasn't really had the result that was intended." This rule is supposed to boost competition at congested airports by giving preferential treatment on slots to new players.

The co-ordinators will also dwell on slot trading. The issue is whether to make the UK system of trading, where the UK's Airport Coordination Ltd has devised an "artificial

exchange" that allows slots to be traded legally in the UK, applicable right across Europe. At present, because slot trading is technically illegal under European law, several countries frown on the practice and some ban it.

However, many see trading as essential to allow "liquidity" in the slots market. For example, US carriers seeking to begin service at Heathrow next March when US-Europe Open Skies starts would find it impossible to obtain slots if they did not have access to trades.

The co-ordinators do not have a specific position on trading, except to say that it should be simple, transparent and that they are "well positioned to act as independent intermediaries between airlines", says van der Zee.

## Oldies but goodies wow Routes' writers

Journalists covering Routes 2007 were treated to a 30-min sightseeing flight on Saturday in a McDonnell Douglas DC-3 operated by the local 'Flying Veterans' club.

The flight cruised at only 1,500 ft and gave passengers a bird's eye view of some of the islands and lakes around Stockholm. The aircraft was built in 1943 and used by Scandinavian Airlines (SAS) in the 1940s and 1950s. Captain Eric von Rosen says it was restored in original SAS livery after being acquired by a local policeman in 1983. The 'Flying Veterans' have been operating it ever since.

There are dozens of DC-3s still flying around the world, including a handful in Scandinavia, but von Rosen says this aircraft is one of only a few that still has full IFR capability. The 'Flying Veterans' DC-3 can even fly in known icing conditions. Von Rosen says the aircraft now flies



**Left: The DC-3, one of the few left with IFR capability**

**Right: The Caravelle's cockpit**



around 100 hours a year and 'Flying Veterans' will continue to operate it "for as many years as we can".

Another vintage aircraft that was formerly operated by SAS, a 1966 Sud-Aviation Caravelle, has been restored by Stockholm's 'Le Caravelle Club' but is permanently grounded at Arlanda Airport. The club's president, Claes Insulander, says the club lacks the funds to get it flying again. It last flew in 1999.

"Our intention is to preserve the air-

craft the best we can," he says, adding the engines are still run regularly to keep the systems lubricated. The club has three spare engines and enough spares to build three more aircraft.

Insulander says the next stop for the aircraft is likely to be Sweden's first civil aviation museum "so visitors can see it in all its glory and come on board". The museum has been on the drawing board for several years and Insulander hopes it will finally be built within the next few years at Arlanda.

## AIRLINE BUSINESS DAILY

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# Delta super-sizes in Euro market

Delta Air Line's new Atlanta-Stockholm route further cements its status as the largest US carrier across the Atlantic.

Stockholm will be Delta's 37th transatlantic destination. It is the largest US carrier in Europe and in recent years has been expanding its transatlantic operation at a furious pace. Earlier this year it added four new European destinations – Bucharest, Pisa, Prague and Vienna.

Delta is also aggressively expanding beyond Europe to Africa, India and the Middle East. Over the last year Delta has launched flights to Mumbai, Dubai and three African destinations - Accra, Dakar and Johannesburg. It will launch a service from its Atlanta hub to Lagos, its 36th transatlantic destination, at the beginning of November. "When we talk about transatlantic it's not just about Europe," says Delta vice-president network planning Bob Cortelyou.

About half of its transatlantic flights are operated from its Atlanta hub and the other half from New York JFK. It also serves London and Paris from its Cincinnati hub. In August it announced transatlantic flights from its fourth hub, Salt Lake City will start next year.



**Stockholm is Delta's 37th transatlantic destination**

Stockholm is the first new European destination Delta has announced for 2008. But it will not be its last. The carrier plans to announce several new transatlantic routes over the coming weeks.

In anticipation, Delta is expanding its international fleet by five 767-400s and 13 757s. The 757s have been acquired from American and are now being reconfigured to support long-haul flights. The 767s, currently ploughing Delta's domestic routes, are also being reconfigured. Since last year Delta has already been using all 60 of its 767-300s for transatlantic operations and from next summer it will have only eight 767-400s left in its

domestic fleet compared to 13 operating internationally.

"With aircraft coming out of the domestic fleet there are new markets to put our name in new parts of the world," Cortelyou said in an interview with *Airline Business* magazine earlier this year.

Several airports from Europe, the Middle East, India and Africa that do not already have service from Delta are courting the carrier at Routes. Stockholm is already served by two US carriers, Continental Airlines and US Airways. But Delta is mainly looking at cities that are not currently served by US carriers but which have significant traffic to North America that is currently forced to transit through European hubs.

"There is plenty of demand out there," says Cortelyou. "We're looking at other opportunities and more secondary cities like Bucharest and Pisa that have a good amount of current transit traffic."

Delta is also the fastest growing US carrier to Latin America and the Caribbean. It now has 63 destinations in this region.

Delta now has the largest airline network in the world, with 328 cities across 56 countries.

## Etihad Airways expansion on target

UAE national carrier Etihad Airways is to increase its frequency between Abu Dhabi and Sydney from seven flights a week to 11 from March next year. The news follows the recent announcement that the airline will launch its second Australian destination, Brisbane.

Etihad said that the frequency increase is a result of Etihad's Sydney service performing exceptionally well since its launch in March. More than 40,000 passengers have flown on the Sydney-Abu Dhabi route with a 68 per cent seat factor in economy, 85 per cent in business and 78 per cent in first class.

James Hogan, Etihad Airways' CEO, said: "Sydney has been Etihad's most successful launch since the airline began in 2003, which has resulted in us expanding our Australian operation with the launch of Brisbane at the end of September and the increase of our Sydney services next year."

On the cargo front, Etihad is showing relative caution compared with the break-neck growth aspirations of the airline's main regional competitors.

Etihad Crystal Cargo currently operates all-cargo services to Chennai, Frankfurt, Khartoum, Kolkata, Milan, Mumbai, New Delhi and Zheng Zhou in China.

Despite the airline's recent order for 12 wide-body Airbus aircraft, including three A330 freighters, for delivery between 2008 and 2011, the new CEO of Etihad Crystal Cargo, Des Vertannes, says the priority is to consolidate what Etihad already has. "We've resolved not to add stations for the sake of it. We must take stock of the routes we have and make them work for us," said Vertannes.

Vertannes said Etihad's cargo division is currently trying to tap into Scotland and Northern Ireland to feed the Dublin service launched in July. Two new destinations in India – Cochin and Trivandrum – are also on the map while a Milan service was added at the beginning of September. "What Etihad Crystal Cargo is trying to do is find niche markets, but you have to be more competitive than ever. If you get an advantage, you only have it for a short time," said Vertannes.

### ▶ inbrief

#### Wizz brings more biz to Coventry!

▶ Coventry Airport is to receive more flights by central European budget carrier Wizz Air. The airline is to operate flights three times a week between Gdansk in northern Poland and the UK airport.

The flights, scheduled for Tuesdays, Thursdays and Saturdays, will be operated using a 180-seat Airbus A320.

"Existing Wizz Air services between Katowice and Coventry have been extremely successful and we are delighted that the airline is complementing its existing services with the introduction of new flights to the important Polish commercial centre of Gdansk," said Chris Orphanou, MD of Coventry Airport.

"The UK's West Midlands region has strong historical links with Poland and these new flights are great news for the Polish community, business and leisure travellers."

Orphanou added that Coventry offers fast passenger arrivals of "less than 15 minutes from aircraft seat to terminal exit."

# Routes takes goals to Newcastle

Routes 2006 in Dubai was the test-bed for a partnership between Newcastle International Airport and two regional authorities. The event in Dubai helped pave the way for Emirates to begin services to the city in the northeast of England.

Little wonder that the three-way partnership is here at Routes 2007.

The Dubai event was the first time that Newcastle International had taken a stand at Routes. It was a joint venture between the airport, the North East England regional development agency and the Newcastle Gateshead Initiative.

"Routes played a key part in that overall process (of bringing Emirates to Newcastle)," says Nicola Short, head of marketing for the Newcastle Gateshead Initiative. "It provided the meeting space. I think just having the presence there was important and that is why we decided to come back this year."

Launched earlier this month, the daily service saw the first two Emirates Dubai-Newcastle flights full and the cargo capacity giving a major boost to the airport's freight handling.

According to tourism marketing man-

**Team triumphant: Nicola Short (left) and Helen McLoughlin**



ager with North East England Helen McLoughlin, the launch of the service has already had a big impact on tourism and the region's profile.

She says: "It has already done us incredibly well in terms of our profile and it offers us huge opportunities in future in terms of inward investment and inbound tourism."

Short says that the service opened up many routes via Emirates' Dubai hub and that was already being exploited regionally with a trade mis-

sion planned for November this year.

She says: "I think what is particularly exciting is the whole quality image that Emirates brings with it. Its whole brand is about quality and that's hugely attractive. We are all hoping that the daily service will become a double daily service."

The three-way partnership here at Routes is hoping for a repeat of the success at this year's event. A transatlantic carrier and an operator from Scandinavia are high on the priority list, says Short.

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## Booming Bahrain celebrates 20 percent more passengers

Bahrain International airport is at Routes 2007 on the back of a 20% increase in passengers – and forecasts that it could hit 12 million passengers by 2011.

That's the message from Riyadh Al Maskati, the airport's general manager cargo and business development, speaking at the show yesterday.

In 2006, 6.6 million passengers passed through the Gulf airport and its expected to hit more than 6.8 million this year.

"By 2011, the airport will be equipped to handle up to 12 million passengers," he says. "It is going from strength to strength."

At present, Al Maskati said that Bahrain was focused on several areas in terms of attracting airlines – American carriers, Chinese airlines and low cost carriers.

"Some of the low cost carriers are operating to the Far East and places like

**Riyadh Al Maskati, the Bahrain airport general manager cargo and business development**

Maldives and it would be an opportunity for them to stop over in Bahrain," he says.

To cope with growing passenger demand, a major expansion programme is underway at the airport. The \$212 million three-phase expansion will see the airport capable of handling 18 million passengers a year by 2010 and 45 million passengers a year by 2015.

The expansion programme will see the number of air bridges increased from seven to 16, including two capable of handling the Airbus A380.

Significantly developing the airport is necessary to enable Bahrain to compete in the hothouse competitive environment that is the Arabian Gulf. The airport is competing against the likes of Doha, Abu Dhabi and Dubai (all represented at Routes 2007) but Al Maskati is confident it will fight its corner.

"Bahrain International airport is unique in the Gulf," he said. "It is acknowledged by international carriers for its HSE record and it has been on the map of aviation for a long time. It is the airport to a give better value for money service."



EasyJet unveils its campaign to reform UK aviation environment tax outside Parliament last week



BY KERRY EZARD

EasyJet is taking a stand on the ever-pressing issue of the impact of aviation on the environment, and has published a document designed to 'educate and inform' the flying public and prompt an 'intelligent debate' on the issue.

In its 'Towards Greener Skies: the Surprising Truth About Flying and the Environment' document, the UK budget carrier calls for the enactment of legislation that "incentivises airlines and consumers to fly as efficiently as possible, using ever-cleaner aircraft".

EasyJet is calling for the UK's air passenger duty (APD) environmental tax to be reformed to include the air cargo and business aviation sectors, and to contain between 15 and 20 different tax bands based on aircraft type. This, argues chief executive Andy Harrison, would make it easier for consumers to make an informed choice and book flights on more environmentally-friendly aircraft.

"At the moment, consumers can look at a small, efficient car and a 4x4, and see the difference, but they just look at planes and see two wings," says Harrison, who wants 700 of the "oldest and dirtiest aircraft" currently flying around Europe to be banned. "Low-cost aviation has substituted for charter and legacy carriers – if you get the tax right, it will accelerate that substitution from the inefficient to the efficient."

As a warning to the global aviation sector, Harrison says: "The environment debate is greatest in the UK, which is bizarre given that the UK is an island. But even if it is not raging in your country at the moment, it will be in a few years time." The environment debate makes its way to Stockholm this week with the Routes event devoting one of the sessions in its Leaders' Forum to 'The Greening of Aviation'. The session, which is scheduled for Monday afternoon, will feature speakers such as Emirates' president Tim Clark and Dr Fariba Alamdari, vice-president of market and value analysis at Boeing Commercial Airplanes. Under discussion will be the increased envi-

EasyJet stands, and hopes to deliver, on the ever-pressing environmental impact of aviation...

# Eco-friendly EASYJET

ronmental pressures that come with the growth in air services.

Routes will also be briefing the press on 'green approach' trials taking place at Stockholm Arlanda Airport. 'Green approach' enables radar control computers to communicate with aircraft autopilots, meaning that approaches can be calculated accurately so that aircraft can 'coast' to landing, cutting down on fuel burn.

## TECHNOLOGICAL ADVANCEMENTS

Harrison believes the impact of aviation on the environment is "exaggerated" because "people don't understand the impact of technology".

This point is backed up by John Hanlon, secretary general of the European Low Fares Airline Association ELFAA, who says: "You have to bear in mind that aviation is an extremely young industry. To say that by 2050 the industry will be emitting the same amount as now is extremely pessimistic."

On the advancement of technology front, easyJet continues to push its self-designed 'ecoJet', which Harrison insists is "not Star Trek" and will be commercially available by 2015, delivering "up to a 50% reduction in emissions". Harrison has committed to replacing easyJet's entire fleet with ecoJet aircraft, a

process he estimates will take about five years.

Dr Steve Howard, chief executive of The Climate Group, which advises companies around the world on their climate change strategies, says airlines are "the most obvious use of personal carbon" and this is why aviation has been focused on so heavily in the environment debate.

However, he adds that the industry has been "its own worst enemy by being belligerent", and advises airlines to work together and embrace their impact on climate change, rather than fight or ignore it. On this front, Howard praises easyJet's approach to the issue, but warns: "We are running out of places to put carbon. We can drive energy efficiency, but transport is one of the hardest [sectors to deal with]."

Paul Dickinson, chief executive of the Carbon Disclosure Project, after telling delegates attending the recent World Low Cost Airlines Congress in London that he felt like "a dentist at a confectionary conference", advised the airline industry not to campaign against government action on greenhouse gases.

"It is legitimate to point out that emissions [from aviation] are quite low, but don't be duplicitous. Play a straight bat," he said.

# Schiphol's self-service heaven



Amsterdam airport wants to bring in self-service baggage drop offs

Amsterdam Schiphol is testing the first elements of an integrated airport checkpoint that will enable travellers to check themselves in and clear immigration at the same time.

Its vision, which it dubs RPP or Redesign Passenger Process, sees travellers conducting self-service check-in, bag drop and immigration clearance, as well as self-service transfers and eventually aircraft boarding, says Ad Rutten, the airport's chief operating officer. "The idea is to limit the number of times the passenger has to be in a queue to a minimum."

The airport already uses self-service check-in extensively and is beginning tests of self-service bag drops. Two trial units where passengers can self-label their bags are

being tested with dummy bags with live tests scheduled to take place next year. "This has to become the most passenger-friendly machine in the airport," says Rutten.

"In an ideal world the total model will be installed once there is a good and worldwide standardized biometric identification for passengers," says Rutten. He admits a worldwide standard might take 5-10 years to achieve. Some airports will move ahead without the standard because adding border control into the checkpoint is essential to improve airport throughput.

"We intend to change the complete layout of departure halls going from the present check-in counters to walk through counters

where the passenger never has to go back into the flow," says Rutten. Passengers would only be checked again when they board.

The investment required to make these modifications will be large, but this is not a deterrent. "If we can double the number of passengers we can handle and avoid a lot of building cost, as well as saving on staff numbers, the business case is relatively easy to make," explains Rutten.

All the elements of Schiphol's RPP vision need to be in place for

the full efficiencies of the system to work. Schiphol is aiming to handle six passengers per minute on average using the system.

The airport's vision goes a step beyond the Simplifying Passenger Travel concept envisaged by IATA, but it is not seeing the initiative as one to give it a competitive edge. "We are trying to build an extra dimension," says Rutten, while seeking market and government support to get the critical mass needed to make such a system and process a reality.

## San Diego sets its sights on bigger and better things

San Diego is one of the United States' top tourism draws, but its small and constrained airport has some outsized challenges.

For a single-runway airport, San Diego's Lindbergh Field has some big plans. The world's second busiest one-runway airport after London's Gatwick, it is also one of the smallest in the USA and surrounded by both water and the city.

Literally on the US/Mexico border, San Diego lures more than 32 million visitors a year, with a bustling conventions and meetings industry as well as major medical and hi-tech facilities. The airport is locally called Lindbergh Field, because pioneer aviator Charles Lindbergh's 'Spirit of Saint Louis', actually began its historic flight here. Built nearby, the Ryan monoplane made its first flight over San Diego's bay.

The city's greatest need is more inter-



**"A key goal is linking San Diego to Europe, Asia, and South America with non-stop flights"**

**Thella F Bowers**

continental services. Thella F. Bowers, the president and chief executive of the San Diego county regional airport authority, says a key goal is "linking San Diego to Europe, Asia, and South America with non-stop flights in the next few years".

British Airways ended its Heathrow service in October 2004 and since then the airport authority has courted other

overseas carriers, now focusing on attracting Lufthansa.

Although San Diego is a desirable destination, its 8,750-foot runway and the surrounding terrain, including buildings, impose weight penalties on aircraft, and some hope that Boeing's 787 will make intercontinental service an economic reality.

The airport has succeeded in drawing domestic US discounters and its goal is to increase capacity beyond its current 17 million passengers a year by adding ten gates to the 45 now in service, reconfiguring road access and adapting an ambitious regional approach.

San Diego is studying the construction of a new terminal directly across the US/Mexico border that would allow passengers to walk across the border to board low-fares flights to destinations within Mexico.

# Innovative JV to boost Austin terminal scheme

Like many cities, Austin in Texas likes low-fares airlines, but it is doing something unheard of to attract more.

The city council has tentatively agreed to lease some 40 acres on the airport to GE Commercial Aviation Services (GECAS), which would build a terminal, intended specifically for one of the new breed of low-cost airlines that is changing the aviation industry of Mexico, VivaAerobus.

Backed by RyanAir's owning family, VivaAerobus would be the first and only customer of the facility.

It would start with a temporary three-gate modular terminal of 25,000 square feet and if its service catches on, the terminal could be expanded to cover the full 40 acres. Austin airport spokesman Jim Halbrook says

that the GE unit would lease the land from the city for 30 years, build and operate the terminals and share revenues with the city. But he said final terms and conditions have yet to be agreed.

GE's interest, he says, stems from its partnership with the Lynxs Group, an Austin-based developer of cargo terminals and ports.

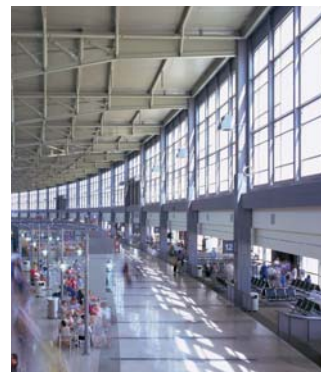
Lynxs already operates a facility at the airport, and its joint venture with GE recently bought a half-interest in a Swedish firm that builds cargo terminals in Scandinavia. GE is also part of a joint venture (with Credit Suisse) that has a 50% stake in London's City Airport.

VivaAerobus plans flights between Austin and the Mexico cities of Cancun, Guadalajara, Leon, Monterrey, Puebla, and



Queretaro using Boeing 737s. The choice of destinations – some, like Cancun, are leisure destinations while others such as Leon and Monterrey are major business and population centres – should appeal to the Austin population.

The city comprises around a third 'Mexican heritage' and is also highly affluent and young. It is also both a hi-tech centre, with a major computer-maker nearby, and the state capital.



# Darwin set for 'survival of the fittest' success

Australia's Northern Territory Airports will be busy at Routes promoting Darwin as an international destination, particularly to Middle East carriers with European networks.

The airport operator's aviation development director, Jim Parashos, says talks are ongoing with "quite a number" of airlines, and he hopes to advance negotiations with three to four carriers over the next couple of days.

"Around 65% of international visitors to Darwin are from the UK, Europe and Scandinavia," says Parashos. "We are targeting airlines that can best provide service into those markets."

He adds that Middle East carriers such as Emirates and Etihad, as well as south east Asian hub carriers like Malaysian Airlines, are good examples of the type of carrier Darwin is aiming to attract.

"We're hopeful that in three to

six months we will have a positive outcome with some of the airlines we're talking with. Quite a few airlines have also requested meetings with us."

Darwin's existing international services are operated by Garuda Indonesia, Jetstar and Royal Brunei. Tiger Airways introduced flights between Darwin and Singapore in December 2005, which Parashos describes as

the airport's "big success story".

Darwin is capable of handling all long-haul aircraft, including the Airbus A380, and is currently drawing up terminal expansion plans, details of which will be revealed later this year.

Northern Territory Airports also operates facilities at Alice Springs and Tennant Creek, although Parashos admits the latter is a "very small regional airport that doesn't generate any revenue".

While the operator is focusing its attention on Darwin (see picture) as a destination for scheduled international flights, it is also looking to increase international charter operations at Alice Springs.

Parashos says the operator has no "set criteria" when it comes to offering incentives, but it works with the regional tourism board and provides "assistance" to airlines upon request.



# Free lunch for rehearsing!

Airport operator BAA said it wanted to ensure Heathrow Terminal 5 “runs like clockwork” when it opens next March.

A free lunch and goodie bag are on offer to those who take part in the six-and-a-half-hour dress rehearsals which begin today and will continue for six months.

Construction workers handed control of the building to BAA and British Airways (BA) earlier this week. BAA says the trials had been designed using lessons the company had learned from the security and baggage delays faced by passengers at other terminals over the past few months.

**“Terminal 5 is a fantastic opportunity for British Airways”**

**Willie Walsh**  
BA CEO

A BAA spokesperson says: “We’ve been learning from the experience over the summer. We want to make sure the terminal is safe, secure and works like clockwork before we open, and we need volunteers to help us do that.” The first four weeks will involve groups of 30 to 100 people being marshalled through the airport.

But leading up to the building’s opening, BAA will be looking to use groups of up to 2,250 people to try out the facilities as if they were operating live. Each participant will be allocated an imaginary flight and then required to act out their passenger’s role.



Earlier this week, BA chief executive Willie Walsh (pictured) said: “Terminal 5 is a fantastic opportunity for British Airways and will transform our operations, with less queuing, faster baggage systems and better punctuality.”

FROM P1



## Scandinavian square off

Airways will launch services to Stockholm in November and Delta will begin serving Stockholm in June 2007.

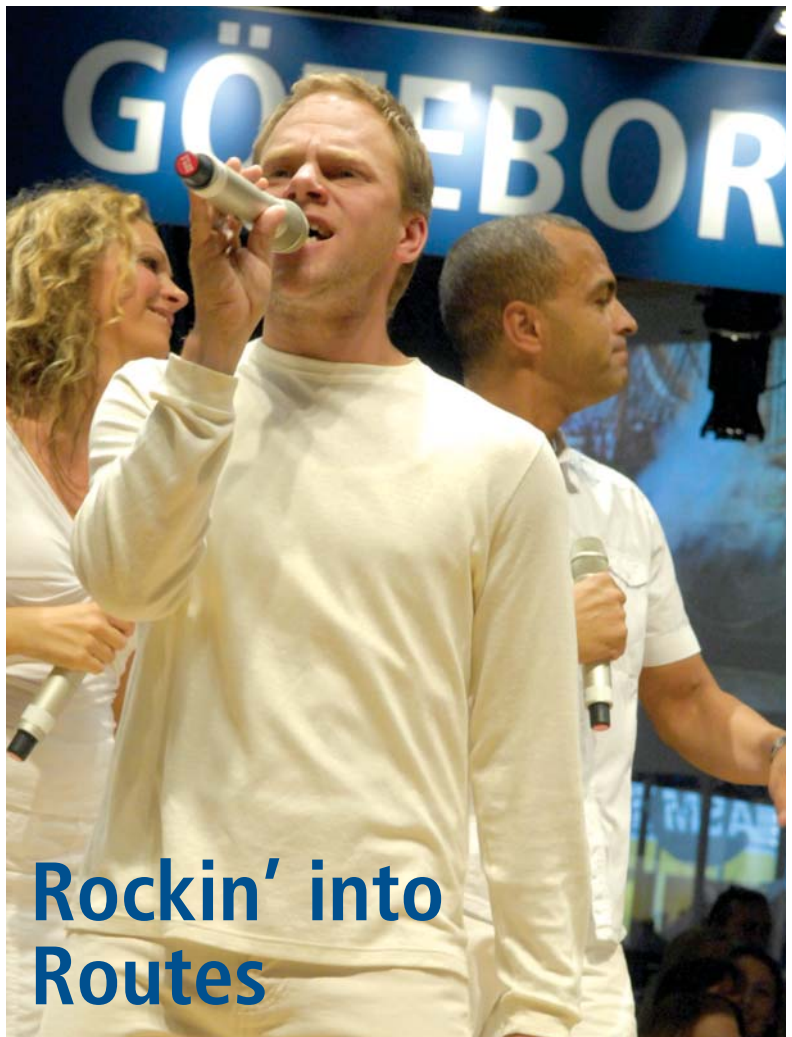
SAS, meanwhile, will begin linking Stockholm later this year with Beijing and Bangkok, two cities it already serves from Copenhagen. LfV is confident it can persuade SAS to launch more Asian routes from Stockholm and Sigurdson hopes Routes will help it woo more Asian and US carriers.

Pedersen says CPH is targeting Asian carriers and in particular wants a link with India. CPH says there is also demand for more US services, including Miami, Orlando and San Francisco and additional capacity to New York. At Routes it will try to convince Delta to add a New York service to complement its Atlanta-Copenhagen route.

“We don’t believe we have sufficient services to Asia compared to our potential,” Pedersen says. “We also see potential in the US market.”

Pedersen says Routes 2005 “really put Copenhagen on the map. We’re achieving a greater awareness among long-haul carriers.”

Sigurdson thinks Routes 2007 will have a similar positive impact on Arlanda. But he suggests CPH and ARL should stop fighting and start co-operating because they are in the same region. “I’m a bit disappointed they’re not more creative than this. Why not come up with their own concept? I expect more than this.”



## Rockin’ into Routes

Routes 2007 got away to a flying start last night as musicians and VIPs shared the stage to celebrate the world’s largest airlines and airports gathering. Band One Voice, under conductor Gabriel Fors, led the singing and dancing. The 13th Routes event was officially opened by Per Unckel, county governor of Stockholm.



# India's GMR acquisition trail

Indian airport developer GMR Infrastructure is on the lookout for further airport acquisitions outside India, following its successful bid earlier this year for a concession to develop and manage Istanbul's Sabiha Gokcen International Airport.

The company won the Istanbul tender as part of a consortium with Malaysia Airport Holdings and Turkish construction company Limak, in which GMR holds a 40% stake. GMR also holds a majority stake in Delhi Airport and is developing the new Hyderabad International Airport.

Speaking to *Airline Business Daily News* after an industry briefing during Routes yesterday, GMR Hyderabad's chief operating officer Taltam Srinagesh said: "If there are good airports available for acquisition, as a group we are very keen to look at them. We are looking to



**GMR Hyderabad's chief operating officer Taltam Srinagesh**

grow in airports in a major way." He adds that "some discussions" are taking place at the moment, and says GMR is mainly focusing on Europe, as well as additional opportunities in India.

Just five of India's 449 airports have been privatised so far, but Srinagesh

says that "privatisation is here and it's here to stay". GMR will open the first phase of the new Hyderabad airport in March 2008. This phase will provide capacity for 12 million passengers annually, but the airport will ultimately be capable of handling 40 million passengers per year.

"We want to make Delhi and Hyderabad into international hubs for the north and south of India," says Srinagesh, adding that GMR is keen to partner with airlines to help further this ambition. He invites airlines attending Routes to approach GMR at its stand in the exhibition hall to discuss development opportunities.

Air traffic at Hyderabad's existing airport is growing at 44% per year, according to Srinagesh. This is largely because of the city's shared reputation with Bangalore for being the "IT capital of India".

## ▶ inbrief

### Great prizes up for grabs...

Following the success of last year's 'airline visit' prize draw in Dubai, Routes has organised another extravaganza for all the airline delegates to enter.

Not only is this a great way for the airline delegates to relax during their lunch and coffee breaks, while they meet the stand hosts, it also gives a chance for the show's hosted networking stands to promote their region.

There are many prizes this year, from weekends away to many different cities including panoramic flights and gifts that reflect each country. All Routes' airline delegates have to do is pick up a 'stamp card' and then have it endorsed by the participating stand hosts. Once a minimum of six stamps have been collected, the cards should be dropped into the airline visit prize draw collection box. All the lucky winners will be contacted on Tuesday afternoon.

It's such a simple and effective way to network – between the airports and airlines – right through the event. Watch this space for further details of prizes and how to take part.

## Thank you for the music!



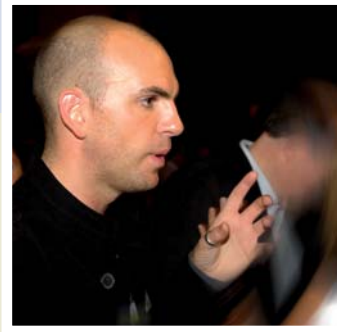
Delegates and exhibitors entering Routes 2007 found themselves arriving at the show to the sound of music. It was thanks to the youngsters' musical ensemble 'You can sing Gospel Kids' who greeted new arrivals at the entrance.

**Tee for you:** The sixth annual Routes golf tournament – sponsored by Stockholm's Grand Hotel – was held on Saturday at the local Arlandastad club and the individual winners were Tourism Australia's Karl Flowers and Eric Grant from Air Canada. Karl's team also won the team prize. Karl played with two representatives from Routes sponsors Björn Borg: Tommy Österman and Peter Klagsmark.

### n IN THE NUMBERS

# 2,300

Routes is expected to draw 2,300 delegates over the next two days. Routes chairman Mike Howarth announced at a press conference just prior to yesterday evening's opening ceremony that 500 airline delegates had signed up for the event. Also attending this year are representatives of 750 airports from 110 countries.



## HAVING A BALL!

A few goal-den moments from Saturday night's reception at the famous Winter Gardens in The Grand Hotel. The football-themed event – sponsored by Vienna International Airport and Zurich Airport to celebrate Austria and Switzerland's joint hosting of the UEFA European Championships next year – kicked off the event in style as guests chatted over drinks and canapés before having a virtual kickabout on the assembled fussball tables...



# Wizz Air heads east

Central European budget carrier Wizz Air is looking to expand its network to the east, and will next year launch service to several undisclosed destinations outside the European Union.

Wizz Air chief executive Jozsef Varadi says the carrier is "looking towards the east", but recognises the challenges faced when venturing outside the EU.

"Once you step out of the EU, you are subject to bilateral agreements. But we are working on those and will start a number of new markets in 2008 that are outside the EU and to the east," says Varadi. He declines to specify which markets are under consideration.

Wizz Air operates out of three bases in Poland – Gdansk, Katowice and Warsaw. The carrier also has bases in Bucharest,

Budapest and Sofia, and will open a seventh base in the Polish city of Poznan in January. From its new base, Wizz will operate flights to Robin Hood airport (Doncaster-Sheffield) and Glasgow Prestwick in the UK, as well as Malmo and Oslo in Scandinavia.

Varadi acknowledges the high level of competition in its markets from other low-cost carriers, but claims Wizz is "the lowest cost airline in central and eastern Europe". Competition is also high in the region from other modes of transport and, according to Varadi, only between 3% and 4% of people in eastern Europe

travel by air. "We are competing with other means of transport and we are trying to move people from taking the coach and the train to flying. There is a huge market to capture," he says.

Wizz Air began operations in May 2004 with a fleet of six Airbus A320s. The carrier's fleet will reach 19 A320s by next summer, and this will grow to more than 50 aircraft by 2012.

Speaking of Wizz's network strategy going forward, Varadi (pictured) says: "We try to understand the characteristics of existing routes and find the same characteristics in our new routes."

**"We are trying to move people from taking the coach and the train to flying. There is a huge market to capture"**

Jozsef Varadi  
Wizz Air CEO

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# Sama expands into northern Saudi Arabia

Six month-old Saudi Arabian budget carrier Sama is about to expand its network into the north of the Kingdom as it takes delivery of its sixth Boeing 737-300.

Sama launched operations in March after it was granted a licence to operate domestic flights by Saudi Arabia's general authority for civil aviation (GACA), as part of a liberalisation of domestic routes.

At the end of October the carrier will begin flights from the northern city of Hail to Ar'ar, Al Qurayyaf, Al Jawf, Rafha and Tabuk. It will also link Hail with its Dammam base.

Sama chief executive Andrew Cowen says Saudi Arabia's "very young population" provides "a great opportunity for us as a low-cost carrier". He adds: "Routes are underserved but the situation is changing rapidly."

One challenge Sama does face is its obligation to the government to oper-



**"Saudi's very young population is a great opportunity for a low cost carrier"**

**Andrew Cowen**  
Sama CEO

ate a number of mandatory routes that do not attract high load factors. "On our social obligation routes, loads are far too low to be economical, so this requires some management," says Cowen.

Nevertheless, Sama's average load factor for July was "just under 70%", and it has so far carried over 300,000 passengers. As the region's aviation

market gradually becomes more liberalised, Cowen sees plenty of opportunities going forward.

"There is quite a lot of liberalisation occurring. We are some way from an Open Skies free market, but Arab nations are certainly pressing along that path," he says.

Sama is taking advantage of strong demand from pilgrims for flights to Islamic

holy sites, and is also eyeing the potential of a number of "economic cities" which are being established throughout the country. "Saudi Arabia is investing in economic cities – six of which have the ambition to be bigger than Dubai. We fly to four of them already," says Cowen.

Sama aims to build a fleet of 35 aircraft by 2010.



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Germanwings' chief Winkelmann plans expansion for the carrier's five German bases

# Local hero

adding there are three or four other destinations in the region germanwings will fly to if it gets the green light from local authorities. He calls Croatia "a wonderful germanwings niche", pointing out that the airline has more flights in Croatia than Croatia Airlines.

But for now Winkelmann is not interested in setting up a base in eastern Europe or acquiring one of the region's several new low-cost carriers. He says there are currently too many low-cost carriers operating in central and eastern Europe and germanwings will wait for carriers to fold before making any big moves. "We have a lot of players there now that won't be there forever."

Germanwings currently operates 27 Airbus A320 family aircraft. It will take another seven A319s next year, three of which will be used to replace larger A320s and four of which will be used for growth. Winkelmann acknowledges expanding the fleet by less than 15% is conservative given the much more rapid expansion of other central European low-cost carriers. But he says "therefore we are profitable and they are not. We've seen a lot of carriers expand too fast recently."

"Our goal is profitable growth. We'll end this year better than last year. We're very conservative in our balance sheet."

If there is consolidation in the overheated low-cost sector, germanwings will pounce and accelerate its expansion by taking aircraft from its sister carrier. Lufthansa, which operates mainly from Germany's two largest

airports Munich and Frankfurt while germanwings sticks to medium-size airports, owns 49% of germanwings.

Germanwings faces stiff competition from low-cost carriers based outside Germany, including easyJet and Ryanair, both of which are much larger. But Winkelmann says germanwings has an advantage because Germans appreciate flying with a German carrier and it also has a large following among business travellers.

"Germans trust brand names and trust the brand names of German companies," he says.

He adds the carrier also has higher ancillary revenues than Ryanair or easyJet although it does not charge for checked bags or early boarding. "We try to be the Amazon of airlines. We know our passengers."

Winkelmann says 40% of germanwings' passengers are business oriented. He says germanwings has been able to build up this type of business by operating to primary airports at major European cities, offering high frequencies on key business routes and getting into the inventory systems of German corporations. Germanwings offers a flexible fare that is popular with business travellers and in November will start allowing name changes for certain tickets.

It now has contracts in place with 300 German companies, which account for 5% of its passengers. "To get into the inventory of big corporations you have to have your fares accessible and directly in the system of corporate booking tool," he says.



Germanwings chief executive Thomas Winkelmann (pictured) has bad news for airports trying to woo the low-cost carrier. Germanwings, he says, will stick to Germany and not open any overseas bases because there are plenty of opportunities to expand in its home market following the sale of dba, Condor and LTU to rival Air Berlin.

"We're the only pure low-cost carrier left in Germany," he says. "Our home market is Germany and we want to grow with Germany."

He says germanwings is on pace to carry more than eight million passengers in 2007 and reach the 10 million passenger mark in 2009 – and can do this without any overseas bases. He points out Germany has a population of 80 million and Germans travel more frequently than any other European nationality. "We have our hands full with Germany."

Winkelmann plans to expand all five of germanwings' bases – Berlin Schönefeld, Cologne/Bonn, Dortmund, Hamburg and Stuttgart. He says the "top priority" will be to expand Cologne/Bonn and Stuttgart. "We're the top carrier at both airports and we'll build up our network there."

Germanwings has nearly 70 destinations and a fast-growing eastern European network. Kiev and Skopje are its newest destinations and Winkelmann is looking for more new routes to ex-Soviet states, including Sarajevo where germanwings has been trying to secure rights for several months. "If it opens up we are there," Winkelmann says,

## ▶ inshort Getting connected

▶ Germanwings introduced a low-cost transfer scheme in late August in which passengers can connect between its flights – but must re-check their bags and be re-screened by security. Winkelmann says three airports are covering the cost of its new 'Smart Connect' service by supplying a booth for re-checking bags. There is 'zero cost' to germanwings because passengers move their bags themselves. "We have a slogan: 'You always see your luggage,'" Winkelmann says. "We're a point-to-point, not a connecting airline."

He acknowledges it is inconvenient for passengers to re-check bags and go through security a second time but says: "These days no one understands when to go through security or not."

Because the 'Smart Connect' fare is less than two individual fares combined, germanwings will only sell it on flights that are not traditionally full. Winkelmann expects it will give germanwings a load factor boost from 82% to 84%. He says Cologne/Bonn, Stuttgart and Berlin Schönefeld airports are willing to pay for it because the scheme will generate traffic for them that is now going through other European hubs.

# PLANNED CAPACITY GROWTH TOP 10s

## Middle East/Asia carriers

AIRLINE	WEEKLY CAPACITY		WEEKLY FREQUENCIES		WEEKLY SEATS OFFERED		MARKET SHARE FROM THE MIDDLE EAST TO		
	ASK million	CHANGE	TOTAL	CHANGE	THOUSANDS	CHANGE	SOUTH ASIA	EAST ASIA	SOUTHEAST ASIA/PACIFIC
EMIRATES	661	14.4%	502	+50	162	17.1%	15.5%	44.7%	35.6%
QATAR AIRWAYS	337	51.9%	329	+43	73	54.9%	8.5%	17.7%	12.0%
SAUDI ARABIAN AIRLINES	244	-3.0%	178	+4	60	0.2%	11.3%	-	6.8%
GULF AIR	196	-15.7%	250	-40	57	-11.7%	7.9%	-	7.3%
ETIHAD AIRWAYS	187	27.7%	170	+42	49	33.9%	4.2%	-	14.4%
AIR INDIA	93	-7.6%	146	-12	31	-10.3%	6.8%	-	-
PAKISTAN INT'L AIRLINES	89	9.0%	195	+8	40	4.2%	6.5%	-	-
AIR INDIA EXPRESS	84		174	+174	31		6.1%	-	-
INDIAN AIRLINES	82	10.9%	224	+28	34	13.6%	6.0%	-	-
KUWAIT AIRWAYS	77	-9.0%	90	-6	20	-11.6%	4.0%	-	1.9%
<b>TOTAL MARKET</b>	<b>2,821</b>	<b>14.2%</b>	<b>3,288</b>	<b>+415</b>	<b>758</b>	<b>15.5%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

## Middle East/North America carriers

AIRLINE	WEEKLY CAPACITY		WEEKLY FREQUENCIES		WEEKLY SEATS OFFERED		MARKET SHARE	AVERAGE DISTANCE	AVERAGE SEATING CAPACITY
	ASK million	CHANGE	TOTAL	CHANGE	THOUSANDS	CHANGE			
EL AL	174	14.1%	57	+6	18	13.2%	25.0%	9,778	316
EMIRATES	123	64.6%	28	+0	11	64.6%	17.7%	11,013	400
ROYAL JORDANIAN	78	46.7%	32	+10	8	46.5%	11.3%	9,452	256
CONTINENTAL AIRLINES	62	-14.3%	24	-4	7	-14.3%	8.9%	9,149	283
ETIHAD AIRWAYS	62		20	+20	6		8.9%	11,088	290
DELTA AIR LINES	60	55.8%	20	+6	5	42.9%	8.7%	11,286	268
QATAR AIRWAYS	48		14	+14	4		7.0%	11,138	311
SAUDI ARABIAN AIRLINES	30	37.2%	8	+2	3	33.3%	4.3%	10,556	358
AIR CANADA	20	25.0%	10	+2	2	25.0%	2.8%	9,305	212
KUWAIT AIRWAYS	20	0.0%	6	+0	2	0.0%	2.8%	10,213	320
<b>TOTAL MARKET</b>	<b>697</b>	<b>54.8%</b>	<b>225</b>	<b>+62</b>	<b>68</b>	<b>48.7%</b>	<b>100.0%</b>	<b>10,298</b>	<b>301</b>

## Middle East/Europe carriers

AIRLINE	WEEKLY CAPACITY		WEEKLY FREQUENCIES		WEEKLY SEATS OFFERED		MARKET SHARE	AVERAGE DISTANCE	AVERAGE SEATING CAPACITY
	ASK million	CHANGE	TOTAL	CHANGE	THOUSANDS	CHANGE			
EMIRATES	690	7.3%	450	+42	139	7.9%	27.9%	4,813	319
QATAR AIRWAYS	263	32.8%	222	+26	56	36.4%	10.6%	4,547	250
ETIHAD AIRWAYS	153	5.2%	116	+14	29	5.2%	6.2%	5,325	249
EL AL	149	6.9%	303	-5	53	5.6%	6.0%	2,690	178
BRITISH AIRWAYS	140	3.8%	127	-15	30	0.4%	5.7%	4,164	201
LUFTHANSA	122	13.2%	122	+10	33	7.7%	4.9%	3,658	261
KLM	90	-10.0%	76	-18	19	-12.1%	3.6%	4,641	257
AIR FRANCE	88	-2.4%	108	-2	21	-1.9%	3.5%	3,946	207
GULF AIR	85	-36.3%	88	-40	18	-37.1%	3.4%	4,161	196
IRAN AIR	71	4.6%	78	+6	20	4.8%	2.9%	3,373	239
<b>TOTAL MARKET</b>	<b>697</b>	<b>54.8%</b>	<b>225</b>	<b>+62</b>	<b>68</b>	<b>48.7%</b>	<b>100.0%</b>	<b>4,132</b>	<b>236</b>

SOURCE: DATA COMPILED BY FLIGHT INSIGHT BASED ON INNOVATA SCHEDULES, FIRST WEEK OCTOBER 2007 VERSUS FIRST WEEK OCTOBER 2006



Drottningholm Palace

Stretch your legs away from the halls and check out the delights to be seen in Gamla Stan

# A lovely old town...

Located on a small island in the heart of Stockholm, Gamla Stan is a maze of mediaeval alleys and cobbled streets.

There's a colourful square, Stortorget, the site of the Stockholm Bloodbath where



Changing of the guard

Swedish noblemen were slaughtered by the Danish in 1520. Today it is a peaceful square with brightly-coloured buildings, musicians playing, and people relaxing in surrounding cafés.

The streets leading off the square are full of shops, boutiques and souvenir shops where you can purchase a Dalahasten – little wooden painted horses – a typical Swedish souvenir.

Other highlights include the Royal Palace on Stadsholmen – the official residence of the Swedish monarch.

The royal family's private residence is Drottningholm Palace, where you can watch the changing of the guard, and next to the

palace is Stockholm Cathedral, Sankt Nikolai kyrka (Saint Nicolaus Church), Stockholm's oldest church.

You could stroll down Österlånggatan (Eastern Long Street) and lunch at Den Gyldene Freden (Golden Peace), Stockholm's oldest tavern. It is thought to be the only restaurant in the world to have maintained the same surroundings and environment since 1722. To make a reservation call (8) 24 9760.

Gamla Stan is the perfect place for an afternoon stroll, but if your feet are too tired from pounding the halls you could always take a horse and cart ride around the town!



RICHARD RYAN

## FINE DINING...\*

### GONDOLEN

Stadsgården 6, top of Katrina Hissen, Södermalm & 641 70 90

**Very expensive for two reasons – a fantastic menu of mainly French cuisine by award-winning chefs, and the second draw – stunning views of Stockholm/Lake Malar.**

### BRÄNNVIN

Tullhus 2, Skeppsbrogajen, & 22 57 55

**The name of this restaurant is a type of distilled beverage – vodka. There are 40 on the menu. As for food you will be served 44 tiny portions, a real taste of Sweden. Fantastic waterfront view of Strömmen Canal.**

### FRANSKA MATSALEN

Södra Blasieholmshamnen 8, & 679 35 84

**One of Sweden's top restaurants – located in the plush Grand Hotel overlooking the Gamla Stan and Royal Palace.**

### PONTUS IN THE GREENHOUSE

Österlånggatan 17, & 545 273 00

**Top chef Pontus Frithiof delivers a beautiful, creative menu at his cozy restaurant with an emphasis on seafood and an excellent wine cellar.**

\*Remember to book ahead!

## ALL YOU NEED: Some useful telephone numbers to help smooth over your visit to Routes in Stockholm.

### n AIRPORT INFO:

- **Stockholm Arlanda Airport**  
Lufftartsverket Arlanda, S-190 45 Stockholm Arlanda  
& 797 6000 / www.lfv.se
- The Arlanda airport express train leaves for Stockholm's central station (1) every 15 minutes and costs 200 crowns (SEK200/ £14.70) for the 20-minute journey.

### n PHONE INFO:

Code for Sweden: +46  
Stockholm Area Code: 08

### n EMERGENCY NUMBERS:

- Police, Fire, Ambulance: 112
- Healthcare Information Service (for minor problems): & 463 91 00
- **24 hour pharmacy**  
The CW Scheele Pharmacy  
11181 Stockholm, Klarabergsgatan 64

### n TOURIST INFO:

- **Main tourist office**  
Hamngatan 27, & 508 28 508

www.stockholmtown.com

- **Tourist centre/ excursion shop** Segels Torg 1 & 508 28 508
- www.stockholmtown.com
- **City sightseeing** (Guided bus tours)  
Gustav Adolfs Torg & 587 140 20
- **Stockholm sightseeing** (Guided boat tours)  
Stromkajen, Grand Hotel & 587 140 20

### n EMBASSIES AND CONSULATES:

- **British Embassy**  
Skarpogatan 6-8, 115 93 & +46 (8) 671 3000

### • United States Embassy

Dag Hammarskjölds Väg 31, SE-115 89.  
& +46 (8) 783 5300

### • Denmark

Jakobs Torg 1,  
Box 1638, 111 86,  
& +46 (8) 4067500

### • Finland

Gärdesgatan 11  
& + 46 (8) 676 6700

### • France

Box 5335, 102 47  
Stockholm  
& +46 (8) 459 53 30

### • Estonia

Tyrgatan 3/3a, 11427.  
Box 26076, 10041

& +46 (8) 5451 2298

### • Germany

Skarpogatan 9,  
Box 27832, 115 27.  
& +46 (8) 6 70 15 00

### • Italy

Oakhill – Djugården  
& +46 (8) 5456 710

### • Netherlands

Gotgatan 16A  
104 65.  
& +46 (8) 556 933 00

### • Norway

Skarpögatan 4,  
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& +46 (8) 665 6340

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