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# AIRLINE BUSINESS DAILY

BRINGING YOU THE NEWS FROM THE 13TH WORLD ROUTE DEVELOPMENT FORUM IN STOCKHOLM – 25 SEPT

## Common sense: It's the name of the game

Ding ding, round two! Stockholm and Copenhagen have been involved in a spat over which city is the 'capital of Scandinavia.' Now, enter Oslo with some pretty blunt advice

The citizens of Scandinavia could be forgiven for feeling a little confused over the argument between Stockholm and Copenhagen as to which city is the 'capital' of the region.

Now they can be a little more confused after Norway's capital Oslo waded into the debate,

albeit with a plea for common sense and a call for the region to work together.

"This argument reminds me of my nephew and my niece when they are arguing over the remote control for the TV and it always ends up with me having it," said Frode Fosse Valland, marketing co-ordinator for visitOslo.

"We are all going around saying we are the capital of Scandinavia when what we should really be doing is all of us capitalising on Scandinavia."

Following the story in yesterday's *Airline Business Daily* in which Stockholm and Copenhagen staked their claims, Valland called on all the parties to end the bickering.

"We should all stop doing this now because we are one destination. We have been fighting for more than 700 years to define our countries and we should all now work harder at better presenting what we do in today's world."

### ► And the winner is...

Four European airports yesterday joined past Nobel prize winners in using Stockholm's famous city hall as the venue to celebrate award success. At a glittering ceremony held in the same location as the annual Nobel banquet, Amsterdam Schiphol (highly commended: Munich; Hong Kong), Athens (highly commended: Istanbul; Zurich), London City (highly commended: Aruba; Damman) and Milan Linate (highly commended: Birmingham; Sao Paulo) were unveiled as the overall winners in this year's prestigious OAG Airport Marketing Awards, presented by OAG's CEO Alan Glass. British Airways' CEO Willie Walsh received the 2007 ORBIS 'social responsibility award' presented by Georgina Howson, corporate fundraising manager of the international charity that works tirelessly towards the prevention of blindness. The event was co-hosted by the City of Stockholm and Stockholm Arlanda Airport.



### Cancun strums a happy tune

With a shiny new terminal just opened and a second runway to be commissioned in early 2009, new business development director Francisco Cuellar has every reason to be singing the praises of fast-growing Cancun. The Mexican airport's third terminal has taken the pressure off its other busy terminals, which are expected to handle 12 million passengers this year. Cancun is particularly keen to develop new international services to Scandinavia and eastern Europe and consolidate its North American network, says Cuellar.

SEE PAGE 15

### ► ROUTES | TUESDAY PROGRAMME

07.30	Registration open	14.00-15.30	One-to-one meetings
08.30	One-to-one meetings begin	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	17.30-19.30	Farewell function*
12.40-14.00	Lunch in the networking village*		*Sponsored by Routes' 2008 hosts

# Delta confirms Arlanda plans

Delta Air Lines plans to announce several new transatlantic routes for 2008 over the coming weeks.

As reported exclusively by *Airline Business Daily* yesterday Delta will launch flights to Stockholm Arlanda from its Atlanta hub on 4 June. At yesterday's press conference with Arlanda Airport, Delta director of international planning, Andy Renner, confirmed Stockholm will be Delta's 37th transatlantic destination and 30th in Europe.

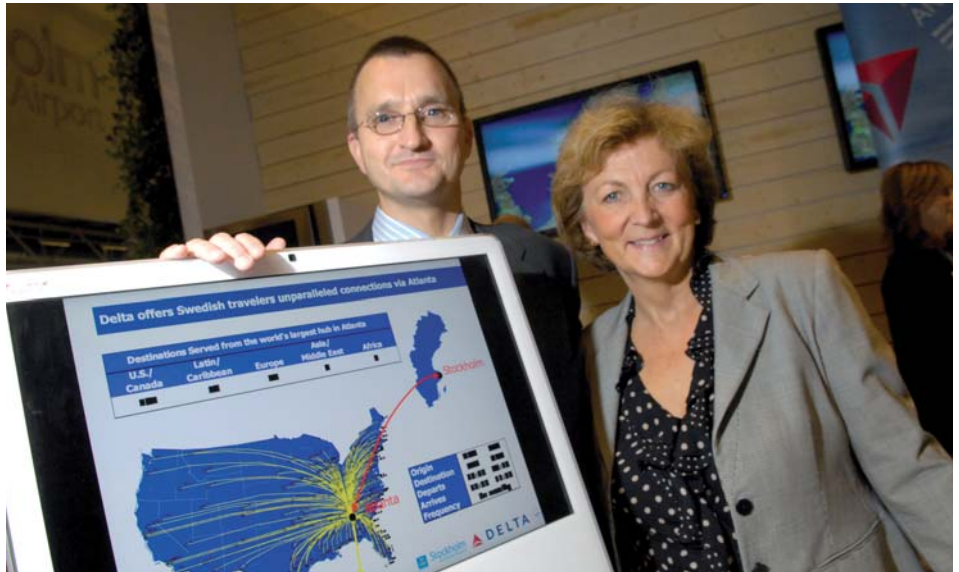
Later this week, Delta will announce its 38th transatlantic destination and add several more new transatlantic routes more as it finalises its summer 2008 schedule. "We have more route announcements for 2008," Renner promises.

The summer 2008 schedule will also feature the launch of flights from London Heathrow. The new EU-US Open Skies agreement opens up Heathrow to more US carriers including Delta and Renner says Delta is determined to begin serving Heathrow from the end of March 2008.

Delta plans to move at least some of its London-Atlanta and London-New York flights from Gatwick to Heathrow and is now trying to secure slots at Heathrow.

"Heathrow is a very congested airport. We're exploring all options," Renner says.

Delta is negotiating to acquire Heathrow slots from other carriers, including SkyTeam alliance partner Air France. Renner says the negotiations should be completed by year-end but says it is too early to say if Delta will get enough slots to move all its Gatwick flights to Heathrow or will have to split its London operation between two airports. "We'd like to decide it as soon as possible. It's hard to determine the timeline because other carriers control the slots," Renner says.



**Renner and Goransson celebrate after announcing Delta's new Atlanta-Stockholm route**

Stockholm is Delta's second destination in Scandinavia after Copenhagen, which it began serving from Atlanta in 2006. "We're happy with the Copenhagen service," Renner says. "It was one of our best new route additions from Atlanta among our 2006 route additions. We're very bullish on Scandinavia because of that and we think both markets will be complementary."

He adds leisure travellers visiting Scandinavia in particular like the flexibility of flying into one city and out of another. Business travellers also often do business in both Copenhagen and Stockholm.

Delta chose to link Stockholm with Atlanta instead of its New York JFK hub because "Atlanta has more connections plus in our mind New York has a lot of service". Scandinavian Airlines (SAS), Continental Airlines and Malaysia Airlines now all serve the Stockholm-New York route.

Renner points out Atlanta passengers

arriving from Stockholm will be able to connect within four hours to flights to 140 North American destinations. "Atlanta-Stockholm is not just about Atlanta. It's about all of the US as well as connections to Mexico, the Caribbean and Latin America."

Continental links Stockholm with its Newark hub and US Airways links Stockholm with its hub in Philadelphia but Renner says "nothing comes close to this" in terms of number connections available in Atlanta. Stockholm Arlanda managing director Kerstin Lindberg Goransson says 900 US companies have offices in Sweden including 50 from the state of Georgia, where Atlanta is located.

Atlanta-Stockholm is the fourth long-haul route announcement for Arlanda this year, Goransson points out. SAS announced earlier this year new routes to Beijing and Bangkok and Qatar Airways announced a new route to Doha. "This proves the strength of the Stockholm market," Goransson says. ■

## AIRLINE BUSINESS DAILY

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Rigas Doganis: Tyrannosaurus vexed...



Willie Walsh: fossilised response?



BY KERRY EZARD

British Airways was yesterday accused of being a “dinosaur” for not embracing the European Union-USA Open Skies agreement with more enthusiasm.

The accusation was made during the Routes Leaders’ Forum by former Olympic Airways chairman Rigas Doganis, who said: “I find it astonishing that British Airways and others have not been more enthusiastic – many of them are dinosaurs.

“They should be more enthusiastic. The existing agreement is not perfect, but it gives opportunities for new airports to be served, and for new airlines and new models. The [European] Commission should be thanked for getting this far.”

British Airways chief executive Willie Walsh raised a chuckle in the audience by giving the deadpan response: “Well, this is me being excited... maybe it’s just different personalities.”

Walsh attributes his lack of enthusiasm for the Open Skies deal to the fact that it does not provide the opportunity for dramatic change. “The Open Skies agreement is a small step forward but I don’t think it’s radically going to change the competitive landscape,” he says. “The issue is: how soon can we move to genuine liberalisation? That’s the real prize we should be aiming for.”

Mark Nicklas, senior negotiator of air service agreements at the European Commission’s directorate general for energy and transport, admits there is further progress to be made, particularly on cabotage and ownership rights. Negotiations for a second stage agreement are scheduled to begin in May

# JURASSIC BARK!

British Airways gets slammed at the show for its ‘prehistoric’ response to the Open Skies agreement

2008, and Nicklas says that if no progress is made on these issues by November 2010 the EC can – and will – suspend certain rights.

“We can’t suspend all traffic rights but we can suspend freedom rights. It will be up to EU member states to decide what they want to suspend,” adds Nicklas. However, with presidential elections in the USA set for next year, he acknowledges that “a major breakthrough in 2008 is unlikely”.

This point is echoed by Walsh: “We have got to be realistic – it’s going to be difficult to make progress in the time-frame given because of the political climate that exists in the US.”

Despite not jumping up and down with joy over the existing Open Skies deal, British Airways is taking advantage of the lifting of restrictions on Europe-USA flights by pressing ahead with its plan to operate non-stop flights to the USA from key destinations in continental Europe.

Walsh says the carrier aims initially to launch flights to New York from between two and three points in Europe, but this will expand later on. “Expect us to start small, but the opportunity will grow over time. We’ve surprised people by saying we

**“I find it astonishing that British Airways and others have not been more enthusiastic – many of them are dinosaurs”**

**Rigas Doganis**  
Former Olympic Airways chairman

would do this, but we as a European carrier have the strongest European brand in North America.”

He believes this brand recognition, together with there being “key markets which are not being served in terms of product”, means that launching continental Europe-USA flights is “quite an easy opportunity for us to target predominantly US sales”. British Airways will initially operate these flights with Boeing 757s, which Walsh describes as “not an ideal aircraft, but a good aircraft”.

Speaking to the *Airline Business Daily* after the forum, Walsh said BA is now talking to about a half dozen large airports in continental Europe and “probably in mid to late November” will select two or three for new services to New York JFK. At the same time, BA will decide how many of its 13 757s it will re-configure with its long-haul business class product. “We’ll definitely use two. The question is if we’ll use three.”

Walsh adds the aircraft will definitely have flat bed seats in the front and BA will decide in November whether it will have a premium economy or regular economy section in the back. The new flights are slated to begin next summer, most likely June. ■

**To read the Airline Business blogs visit [flightglobal.com/ab/routes2007](http://flightglobal.com/ab/routes2007)**

# UK airports seek the X-factor

Several UK airports are courting Malaysia's AirAsia X as the long-haul low-cost carrier prepares for a late October launch of services.

AirAsia X's chief executive Azran Osman-Rani says the carrier will launch services to Australia and China "at the end of next month" and plans to begin flights to the UK "towards the tail end of next year". He adds AirAsia X is now talking to several UK airports including Kent, Luton, Manchester and Stansted.

"It depends on which airport in the UK gives us the best deal. We haven't concluded negotiations yet," Azran said yesterday during the Routes Leaders' Forum session on the long-haul low-cost model.

After Stockholm, Azran is heading to Australia, where he says he will formally announce later this week one of the AirAsia X's first two routes. Azran says the carrier, which took delivery of its first A330 last week, will launch with four weekly flights to an Australian city and five weekly flights to a Chinese city. AirAsia indicated in July that it was planning to initially serve the Gold Coast in Australia and Hangzhou in China from its Kuala Lumpur base but Azran would not confirm if this is still the plan.

Azran says Australia's largest airport, Sydney, is "clearly too expensive" for AirAsia. But the chief executive of

**AirAsia X's chief executive Azran Osman-Rani**

Sydney Airport owner Macquarie Airports, Kerrie Mather responds: "I think he is having a go because he wants to fly to Sydney and negotiate a lower cost. Sydney is obviously the largest market in Australia. It's still substantially underserved."

She adds Sydney already has two long-haul low-cost carriers, Jetstar and Viva Macau. Oasis Hong Kong Airlines also is considering flying to Sydney. Mather says Jetstar, which operates sev-

eral long-haul low-cost routes from Sydney including to Kuala Lumpur, has proven the long-haul low-cost model can work. "It is a successful example of long-haul low-cost," Mather says, adding there is "significant opportunities" for airports to cater to these new breed of carriers but these opportunities in many cases are impeded by restrictive bilaterals.

Adds Malaysia Airports managing director Bashir Ahmad Abdul Majid: "It's premature to say it [the long-haul low-cost model] won't work. From an airport point of view we're getting ready for it."

Azran says AirAsia X will offer in the UK-Malaysia market 31in-pitch economy class seats starting at \$500 roundtrip and business class seats starting at \$1000. There will be no free food or drink for either class but the business class seat will be significantly wider and have significantly more legroom.

It depends on which airport in the UK gives us the best deal. We haven't concluded negotiations yet



## Emirates president seeks balance in green debate

The aerospace industry deserves recognition for the work it has done in reducing emissions, and a level of balance needs to be brought into the environmental debate, Emirates president Tim Clark told the Routes Leaders' Forum yesterday.

Clark "can't understand why, in Europe, aviation has moved to the centre stage so quickly" in terms of its impact on climate change. "It seems to me that environmental concerns need a degree of balance," he adds, pointing to advances made in aircraft design and describing the Boeing 787 and the Airbus A350XWB as "the threshold for 21st century aircraft design".

However, Clark believes manufacturers now need to work towards designing a "simple and light" aircraft specifically targeted at the needs of low-cost carriers. "With the growth of low-cost airlines, manufacturers now have to

rethink the way they design aircraft. There needs to be something simple that these people [low-cost carriers] will buy that isn't chucking out huge amounts of pollution."

Fariba Alamdari, VP of market and value analysis at Boeing, agrees that there is a need for an aircraft tailored towards the low-cost sector. She says: "We are looking at next generation composite materials to make aircraft lighter. Manufacturers are looking at ways to make aircraft lighter and simpler."

On the subject of emissions trading, Clark says there is "as much chance of ICAO developing a global emissions trading scheme as there is of Carling running out of lager beer in the UK". He adds that he is "not quite sure the European Commission is aware of the level of competitive disadvantage" its European Union emissions trading scheme will place on Europe-based carriers.

But British Airways chief executive Willie Walsh takes a different view, saying he is a "very clear proponent of the inclusion of aviation" in the European emissions trading scheme: "We have seen a 23% reduction in our domestic CO<sub>2</sub> emissions [since participating in a voluntary scheme in the UK]. Our experience of emissions trading is quite positive."

However, Walsh adds that the European Union "needs to be realistic in terms of its ambitions", pointing out that "to think it can dictate to the rest of the world is taking it a step too far".

Also under discussion during yesterday's panel was the potential of biofuels for use in aviation. Alamdari says that in 10 years' time there will be "a very good opportunity to come up with an algae-based biofuel", which could lead to a 60-80% reduction in the carbon footprint.

# China or India: Next regional hub

The time is ripe for an Indian or Chinese airport to seize the initiative and carve itself a role as a major regional hub, said John Grant, principal consultant with ASM, the 'route development for airports' specialists, speaking at Routes 2007 yesterday.

"If you are in India or Pakistan you tend to go to Dubai, Doha or Abu Dhabi for connections, so there has got to be an opportunity for an Indian or Chinese airport to establish itself as a hub," he says.

"One of the interesting things in India is that all markets are locally driven and nobody has got to grips with the hub opportunity."

He adds: "It could be a Chinese airport but they will have to sort out the transfers process. Sometimes you cannot transit without a visa and sometimes you have to change terminals or even airports.

"It will just take somebody to get their act together."

Whatever develops, Grant says that

**If you look at what Dubai has achieved in a short time you can see how things can change.**

**John Grant**  
ASM principal consultant

the situation throughout the worldwide industry is very fluid and dynamic.

"If you look at what Dubai has achieved in a short time you can see how things can change. Only 20 years ago it was Singapore and London: now you have Dubai and that came from nothing.

"The biggest threat to the major airports is complacency. Those airports that are currently number one or two are the ones who should worry. They are like oil tankers and they cannot change direction very quickly."

ASM has itself been rapidly responding to the dynamic changes in the market through a programme of expansion over the last two years. It has opened offices in Kuala Lumpur, Beijing and Hyderabad and an associate office in Japan. It is also looking at other opportunities such as Latin America.

"Basically, we are operating in all the major global markets," he says. "The demand is incredible. You can see it here at Routes – people understand that they need a competitive position in the market."



## Booming Berlin is back...

Rocketing passenger numbers through Berlin's airports have brought the German capital "back into history," said Burkhard Kieker (pictured), VP marketing and corporate communications for Berlin Airports, at Routes yesterday.

Boosted by the move of the German parliament from Bonn to Berlin, passenger numbers have leapt from 13 million in 2003 to 19.5 million this year.

Next year will see the figure crash through the 20 million mark as work continues on the building of the brand new airport for the city, scheduled for completion in 2011.

The new airport will offer the city capacity of 50 million.

"For 60 years Berlin was denied and it has taken the city some ten or 15 years to recover," says Kieker. "Now that process is finished and we are a very strong player again. The message is that Berlin is back into history again."

"As far as the airports are concerned, we are now the number three player and we will be a very strong number three. There is tremendous growth in traffic and where we have two legs as far as intercontinental traffic is concerned, in future we will have three legs, the third being Berlin."



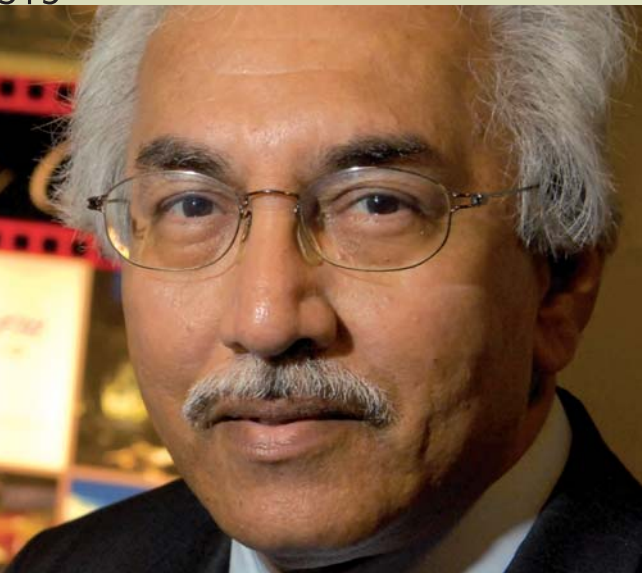
### ► CORRECTION

In yesterday's edition of *Airline Business Daily News*, we stated that VivaAerobus would be the 'first and only' operator using the new terminal that's planned for Austin airport in Texas. If the proposed terminal (an innovative JV between the city council and GE Commercial Aviation Services) goes ahead, the airport authorities will be looking for other low-cost airlines to join launch-operator VivaAerobus in the new facility.



Malaysia is gearing up for next year's Routes event in Kuala Lumpur – and looking forward to showing off its potential

# Eastern Promise



BY KERRY EZARD

Malaysia Airports, the hosts for the 2008 Route Development Forum in Kuala Lumpur, is attending this year's event in full force with a 50-strong contingent as it seeks to publicise its home turf to long-haul carriers.

Dato' Seri Bashir Ahmad, the airport group's chief executive, says the contingent includes the mayor of Kuala Lumpur, representatives from Tourism Malaysia, as well as around 15 Malaysian journalists. Malaysia Airports funded the journalists' trip as a means of ensuring maximum coverage of the event in the local and national press.

"It's important for [the journalists] to understand and write about Routes, so that people in Malaysia can understand and fully support the event," says Ahmad.

He adds that discussions are now taking place over the social activities programme that will be offered to delegates at Routes 2008: "We will arrange for pre- and post-conference tours and will encourage delegates to visit other areas of the country as well."

Malaysia Airports is keen to use both this year's and next year's Routes to entice long-haul carriers into launching flights to Kuala Lumpur. The group will be making a particular play for British Airways, which axed Kuala Lumpur from its network in 2001. "We are continually talking with British Airways and we are hopeful that some time in the future they will return to Kuala Lumpur," says Ahmad.

Meanwhile, Malaysia Airports is "quite happy with the number of carriers from the Middle East and China", and is attracting airlines from these

regions at a rate of about four to five per year. "We have been quite fortunate that traffic has been growing steadily over the last few years."

"While we would like to have the big carriers coming in, we welcome every airline. We are particularly pleased that this year we've seen Etihad and Jetstar come in – this shows that we are starting to attract long-haul airlines," notes Ahmad, adding that the airport "certainly would like to welcome US carriers" in the long-term.

Kuala Lumpur faces strong competition for Asia-Pacific hub status from Bangkok and Singapore, but Ahmad believes Malaysia has two key weapons that will enable it to compete effectively: "Although we have competing airports in the region, we believe we have the potential to grow because our tourism industry is attracting more and more visitors to Malaysia. Also, we have a very strong outbound travel market from Malaysia, so hopefully this will benefit us."

### Low-cost boom

Malaysia has experienced so much of an increase in low-cost airline traffic that it has decided to build larger dedicated low-cost terminals at Kuala Lumpur and Kota Kinabalu in the eastern state of Sabah to replace the existing budget terminals, which have only

**"We believe we have the potential to grow because our tourism industry is attracting more and more visitors"**

Dato' Seri Bashir Ahmad  
Malaysia Airports CEO

been in use since March 2006 and January 2007, respectively.

Ahmad says work will begin on the new Kuala Lumpur terminal next year, while no date has been set for the commencement of work on the new Kota Kinabalu terminal. He adds that both of the existing budget terminals were only ever meant to be temporary as Malaysia Airports gauged the level of demand for low-cost services.

Kuala Lumpur's existing low-cost terminal is located about 20km (12.4mi) by road from the airport's main terminal, and is close to reaching its capacity for 10 million passengers per year. The new terminal will have three times as much capacity and will be located closer to the main terminal.

"We needed to build [the Kuala Lumpur terminal] very quickly. The location where we built it was the best for the moment because it already had an apron. We also wanted to see how low-cost air travel grew before building a permanent facility, and it grew beyond expectations." This is largely the result of the expansion of AirAsia.

The existing low-cost terminal at Kota Kinabalu has capacity for three million passengers annually and is currently handling less than one million, so there is less urgency to begin work on the replacement facility. ■



Dancing queen...

Next year's Routes hosts Kuala Lumpur celebrated being in Stockholm by presenting some traditional Malaysian dance to delegates and exhibitors.

# Scandinavian stand-off 2!

FROM P1 

Valland says that each of the cities had its strengths and would qualify as a regional 'capital' by some measures: Stockholm is a modern design and business capital; Copenhagen is a "classical" capital; and Oslo is a 1,000 year old Viking capital and a favoured destination for tourism.

"If I were to choose for myself I would say Copenhagen because it is a classical city, but Stockholm is a modern hub," he says.

"We are different cities and arguing about which is the most important is like arguing about which foot is more important than the other. We are better than this and we want to get across that this argument is wrong."

Meanwhile, Helsinki could also make a claim to be the region's hub as flag carrier Finnair continues to expand its

impressive Asian network.

Finnair director of international relations Sverker Skogberg says the carrier will add its 11th Asian destination, Seoul, next June and is in talks with several potentially new Asian airports. "Our goal is to open one to two Asian destinations yearly," Skogberg says.

He adds Finnair will have the aircraft to meet the goal because it is committed to increasing the size of its widebody fleet from nine to 12 aircraft by 2010. The widebodies are used on Asian routes and Finnair's lone North American route, to New York. In total Finnair now operates 11 intercontinental routes from Helsinki, or two more intercontinental routes than Stockholm Arlanda currently has from all carriers combined.

Remarkably there are as many Swedes as Finns on Finnair's Asian flights. Skogberg says on an average flight from Helsinki to

"This argument reminds me of my nephew and my niece when they are arguing over the remote control for the TV and it always ends up with me having it"



Frode Fosse Vallard joins the 'Scandinavian capital' debate

Asia, 20% are from Sweden, 20% are from Finland, 5% are from Denmark and Norway and 55% are from other countries, mainly other European countries.

Finnair now operates 10 flights per day to Stockholm and three per day to Gothenburg. Stockholm accounts for 15% of Finnair's Asian passengers and Gothenburg about 5%, Skogberg says.

This has not surprisingly drawn the attention of Arlanda Airport and Scandinavian Airlines (SAS). SAS will launch non-stop flights from Stockholm to Bangkok next month and Beijing in April. Swedes now flying to these two Asian cities have the choice of backtracking through Copenhagen on SAS or flying through Helsinki on Finnair. Skogberg says most fly through Helsinki because the connection times are better and businessmen can get in at least an extra half day's work.

"We're doing extremely well in Sweden now. Our brand is good. People realise how smooth Helsinki airport is," he says.

Skogberg acknowledges "competition will be tougher" after SAS starts operating direct services from Stockholm to Asia but thinks demand from Swedes for connections via Helsinki will remain strong.

"So far we haven't seen any alarming signs," he says, referring to forward bookings for Bangkok. "We've been waiting for SAS to do something like this. We still trust the brand that we've built up." ■

## ▶ inshort

### Quick on the draw!

Today is your last chance to enter the ATI Internet Café prize draw in which you could be the lucky winner of a video iPod. Just drop by the ATI stand (F2), leave your business card in the draw box and keep your fingers crossed. The draw will be held on the stand at 3pm today.

### And more prizes up for grabs!

Routes' 'airline visit' prize draw has been extended this year, with even more prizes up for grabs during the event. As usual, the many exotic prizes reflect each donating airport's region – so don't delay, enter today! Simply pick up your stamp card (on each meeting table) and take it to any participating hosted networking stand and have it endorsed. All the lucky winners will be notified today (Tuesday).

### Chinese mega-expansion continues

China's major carriers have unveiled plans to launch more than 27 new long-haul routes over the next two years. Air China will launch 12 new routes, including Beijing-Berlin and Beijing-Istanbul in March, and Beijing-Warsaw in October 2008. China Southern will launch Beijing-Newark in July 2008 followed by Guangzhou-Moscow services in October.

China Eastern will launch Shanghai-Los Angeles services in June 2008. Hainan Airlines will launch Beijing-Berlin services in May 2008 followed by Beijing-Seattle in June. Shanghai Airlines will, in summer or autumn next year, launch Shanghai-Hamburg, Shanghai-Vienna and Shanghai-Zurich services. In 2009, Air China will launch Beijing-Toronto, Beijing-Washington, Shanghai-San Francisco, Beijing-Manchester, Beijing-Zurich, Beijing-Dusseldorf, Beijing-Vienna, Beijing-Rome and Beijing-Milan.





## ► CATHAY ABANDONS PROPOSED ACQUISITION OF CHINA EASTERN STAKE

**STOP PRESS:** Cathay Pacific Airways last night opted not to proceed with a proposed acquisition of shares in China Eastern Airlines, a move that could have upset plans by Singapore Airlines to acquire its own stake in the Chinese carrier.

Trading in Cathay Pacific shares on the Hong Kong stock exchange was suspended on 21 September pending an announcement by the airline, fuelling speculation over a possible China Eastern bid.

But in a statement last night, Hong Kong-based Cathay Pacific says that its proposed buy-in, together with the China National Aviation Holding Company, will "not now proceed".

Cathay's proposed bid, had it

gone ahead, would have replaced the bid put forward by SIA and Singapore Government investment division Temasek Holdings.

SIA and Temasek had previously agreed to acquire a combined 24% share of Shanghai-based China Eastern.

Earlier yesterday, Chinese flag carrier Air China's shares were suspended from trading in Hong Kong, further fuelling speculation that it and equity partner Cathay Pacific Airways were preparing a joint bid for China Eastern Airlines which could have derailed SIA's planned buy-in.

Air China and Cathay own 17.5% of each other and Air China has in recent months been quietly buying up China Eastern shares, giving it 11%.

Rumours were rife in recent months that China Eastern may be forced to merge with one of China's stronger carriers, such as Air China, but early this month it agreed to the 24% buy-in by SIA and Temasek.

The deal, which has government approval but which still requires an OK from minority shareholders, will see SIA and Temasek paying HK\$7.15 billion (\$916 million) for the combined stake.

For loss-making China Eastern the SIA agreement was negotiated in part to ease shareholder concerns that it has not acted quickly enough to restructure its operations. Star Alliance member SIA said in announcing the deal that it would have a management role in China Eastern.

## ► INDIGO'S 12TH A320 SEES NEW ROUTE LAUNCH

Indian low-fare carrier Indigo has launched several new routes after putting into service its 12th Airbus A320. The carrier, which launched operations in August last year, says in a statement that it took delivery of its latest A320 direct from Airbus on 11 September. It has used it to launch new Hyderabad-Jaipur, Kochi-Bangalore, Kochi-Goa, Kochi-Hyderabad and Goa-Mumbai services. It was already serving all these cities from other destinations. Indigo ordered 100 A320s from Airbus before its launch and plans to have 15 in service by the end of this year. It has said the fleet will increase to around 40 A320s by 2010, by which time it plans to be serving around 30 Indian cities, doubling its present total.

## ► AIR DECCAN TO LAUNCH NEW SERVICES

Indian low-fare carrier Air Deccan is to launch services between its Bangalore base and the poorly connected city of Vijayawada in the state of Andhra Pradesh. Air Deccan says in a statement that it will launch a six-times-weekly service between Bangalore and the south-east city of Vijayawada on 29 October. Flights will be operated with ATR turboprops.

Air Deccan, which also has Airbus A320s, will be the only airline operating between Bangalore, which is known as an IT centre, and Vijayawada, known for automotive, garment, iron and hardware industries.

Vijayawada has poor air links and Air Deccan was the first carrier to start serving it, from Hyderabad and Rajahmundry. The airline is part-owned by full-service carrier Kingfisher Airlines and currently operates to more than 65 Indian destinations.

## ► inbrief

### China Southern to launch Shanghai-Cebu, Shenyang-Seoul

► China Southern Airlines is launching services from Shenyang in northeast China to Seoul in South Korea and another service from Shanghai to Cebu in the Philippines. The Civil Aviation Administration of China says China Southern has applied for permission to launch a four-times-weekly service from Shanghai to Cebu using Boeing MD-90s. It also says China Southern has applied for permission to launch a twice-weekly service from Shenyang to Seoul using Airbus A319s. According to Innovata no airlines currently operate on these routes.

### China Eastern to serve Brisbane

► China Eastern Airlines plans to use larger aircraft and route some of its services to Melbourne, Australia via the northern Australian city of Brisbane. The Civil Aviation Administration of China (CAAC) says in a statement that China Eastern has applied to have a twice-weekly service on the Shanghai-Brisbane-Melbourne-Shanghai route and a twice-weekly service on the Shanghai-Melbourne-Brisbane-Shanghai route. It says the airline plans to use Airbus A340s on the routes and commence the services as early as November. China Eastern currently serves Melbourne four-times weekly, non-stop from Shanghai, using Airbus A330s but no airlines currently serve the Shanghai-Brisbane route, according to Innovata.



# Airblue looking to spread its wings

Pakistani carrier Airblue has Copenhagen and Oslo in its sights as it looks to expand its fledgling international operation.

"We're looking at launching Oslo next year," Airblue's MD Syed Nasir Ali told *Airline Business Daily*. "June 2008 is our target."

He says there is significant ethnic travel between Pakistan and both Denmark and Norway and Airblue eventually is interested in launching an Islamabad-Copenhagen service after it launches Islamabad-Oslo. Ali also has spoken to Stockholm Arlanda during Routes 2007 but Arlanda is not a priority because there are fewer Pakistanis liv-

ing in Sweden compared with the rest of Scandinavia. Airblue now operates on major domestic routes within Pakistan and to two international destinations, Dubai and Manchester, with a fleet of six Airbus A320 family aircraft.

It launched flights to Manchester in June with a technical stop in Turkey after attempts to acquire an A330 failed. "Initially we were very apprehensive operating single-aisle aircraft but it's worked," Ali says.

The carrier started with four weekly flights to Manchester but added a fifth frequency in July and will add a sixth in December. Airblue is now trying to dry-lease extra A320s to support additional

**It launched flights to Manchester in June with a technical stop in Turkey after attempts to acquire an A330 failed**

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flights to Manchester and proposed new services to Oslo as well as to Amman and Muscat. It has 14 new A320s on order but these will not be delivered until 2009.

Ali adds Airblue is also interested in launching service to London Gatwick as soon as the UK-Pakistan bilateral is extended to allow a second Pakistani carrier to operate in the Islamabad-London market.

Currently only British Airways and Pakistan International Airlines are allowed to operate in the market. "We were given an indication last week by the [Pakistani] CAA that it may be opening up. If it opens up we'll go into Gatwick."



**'Cos everyone listens when I start to sing**

Delegates visiting the Stockholm stand gave their vocal chords a bit of an airing at an Abba-themed Karaoke session on Monday afternoon. The famed Swedish artists might not have been that impressed with some of the strangled warblings produced by many of the people who took part – but what they lacked in talent they certainly made up for in enthusiasm and volume!

## ▶ inbrief

### Ethiopian Airlines is happy with Scandinavia

Swedish airport operator LFW loves to point out how Ethiopian Airlines, the only African carrier serving Scandinavia, moved its Copenhagen service to rival Arlanda in 2003.

The carrier's Stockholm-based area manager for Scandinavia, Finland and the Baltics, Paulos Sime, says the move has worked out well but Ethiopian is now considering launching scheduled flights to rival Oslo and possibly even resuming some flights to Copenhagen.

"At the moment we are quite happy with Stockholm. But we're looking at Oslo and looking at going to Copenhagen on an ad hoc basis," Sime told *Airline Business Daily*.

He adds Norway especially has a large ethnic Ethiopian population. Ethnic traffic now accounts for about half of Ethiopian's passengers on the Addis Ababa-Stockholm route while the other half are business passengers going to Addis Ababa and beyond to other points in Africa.

When asked why Ethiopian dropped Copenhagen for Stockholm Sime said: "The business was more or less based in Sweden. We decided to come to the source of the market. Our business has doubled or tripled since then."

## Cleveland does the Continental

Continental Airlines announced last week a \$50-million expansion of its smallest hub, Cleveland Hopkins, a move intended to take some of the pressure off its congested hub at Newark Liberty. By 2009, says Continental, it will have added 20 new nonstop routes and 70 daily flights at Cleveland, most of them on regional jets to be transferred from Newark.

By June 2008, it will have 300 daily departures, up from 242 in June 2007 and will announce more new destinations then. New cities for a 2008 startup include Little Rock, Charleston, Tulsa, Des Moines, Kalamazoo and Memphis.

Most of the new cities are dominated by

other carriers; for instance, Memphis is a Northwest hub, while American is the major carrier at Tulsa. But Cleveland is so uncongested that travellers may find it an easier transfer point than airports such as Northwest's Detroit hub or American's DFW colossus.

A \$16-million city and state incentive package encouraged the move by Houston-based Continental. The state package is a combination of grants, loans, tax credits and hiring services. In addition, Continental's new flights would be eligible for the airport's new airline incentive program that will waive up to \$2.75 million in landing fees for new flights.

# DXB first operations just a year away

BY MIKE MARTIN

First operations at the colossal Dubai World Central (DXB) airport's are just over a year away, the recently-appointed managing director Christa Soltau said at Routes 2007.

The first flight will be a freighter, with the second wave of operations planned to be low-cost carriers and charter operators. The DXB team is at Routes 2007 talking to representatives of all three sectors in the industry.

"The first runway is near to completion and the ILS system is installed," she says. "Once it is completed there will be six months of testing."

The airport – which will eventually have six runways – is designed for a capacity of 12 million tonnes of cargo a year and 100 million passengers.

The first phase of the cargo city is sold out and the whole complex is backed by Dubai Logistics City, another of the features of the \$30 billion mega-develop-

**"It will be the most comprehensive facility of its kind and everything is designed for complete efficiency"**

**Christa Soltau**  
DXB managing director

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ment being promoted by the DXB team.

"A company can set up in Dubai Logistics City and receive components from China and others from India, before building the final product for rapid shipment to their customers," says Soltau (*pictured*). "It will be the most comprehensive facility of its kind and everything is designed for complete efficiency."

The cargo facility will be linked by a special bonded road to the sea port ten miles away. The overall development is divided into zones. They are:

- Dubai Logistics City will span 25 square kilometres and will have the capacity to handle 12 million tonnes of cargo a year. It will feature its own aviation area and a cluster dedicated to specialised aviation industry suppliers. Ultimately, it will form one of the world's first truly integrated multi-modal logistics centres as it will be linked to Jebel Ali Port.
- Residential City will be developed in three phases, ultimately becoming



home to 250,000 people in a range of accommodation types as well as boasting malls and hotels.

- Commercial City will become Dubai World Central's business and finance hub, catering for 130,000 people working in 850 towers.
- Golf Resort will feature two 18-hole courses bounded by 2,500 freehold homes.

The central 'zone' will be the airport itself and there its architects are promising a hassle-free, passenger-friendly experience. This 'new model' airport will then be exported world-wide.

Dubai Aerospace Enterprise (DAE), the \$15 billion aerospace business launched in 2006, has said that Dubai World Central will be the test-bed for inventing a new kind of airport.



Smoke Away's general manager Fredrik Schreiber

## Spark up in smoke cabins

So you sit in an aircraft for ten hours aching for a cigarette and you are very, very grateful when you get into the airport. You go to light up only to find that the airport is now a total no cigarette zone.

You don't need a PhD to fathom why air rage is on the increase.

But a potential solution that meets the needs of smokers without intruding upon non-smokers is doing a roaring trade at Routes 2007.

The smoke cabin from Smoke Free Systems/Smoke Away lets you smoke and whisks the smoke away within the cabin area where it is filtered. It is designed for offices, retail areas and any public space. More than 4,000 have been installed.

It's also found at the following at airports, including Arlanda, Stockholm, Paris Charles de Gaulle and the American Airlines Lounge at Heathrow.

Expect more airports to embrace the technology, Smoke Away's general

manager Fredrik Schreiber said at Routes yesterday.

"We have installed seven smoke cabins at the Routes event and the interest has been very strong," he said. "In just a few hours on the first day, we had 40 to 50 people visit us and we have got 25 good leads from different airports, including Dubai and Honduras.

"This is a good exhibition for us and clearly there is a demand. We look forward to some more discussions in the remaining time available."

Schreiber, himself a pipe smoker, says that the system can improve productivity in offices because it cuts down on the need for staff to take cigarette breaks.

The system can be installed in any office space and it retains the smoke under a canopy before drawing it into the filter system.

"It is not suitable for aircraft but it is ideal for airports."



# Las Vegas gambles on new terminal

Las Vegas McCarran International Airport is here at Routes putting the word out that it has a gleaming new \$4 billion terminal coming on stream in 2012.

"We're here for the first time at Routes with the city's Convention and Visitors Authority to promote Las Vegas as a destination," says Elaine Sanchez, marketing manager of McCarran.

By the time the international terminal 3 opens, the city will have built another 40,000 new hotel bedrooms, on top of the 135,000 it has today, says Cathy Tull, vice-president of strategic planning for the Visitors Authority.

It is crucial for the two bodies to work together to lure travellers to Las Vegas to fill these rooms. "For every hotel room we build we need 2,000 visitors per year to keep our 90% average hotel occupancy rate," she explains. The message from the Las Vegas is that the city is much, much more than simply a gaming and gam-

**Right: Elaine Sanchez, marketing manager of McCarran and Cathy Tull, vice-president of strategic planning for the Visitors Authority at the show**

**To read the Airline Business blogs visit [flightglobal.com/ab/routes2007](http://flightglobal.com/ab/routes2007)**

bling mecca. "It has great dining, shopping, spas and golf," says Tull, as well as being a popular convention location.

Terminal 3 will boost the airport's capacity to some 53 million passengers per year. In 2006 it handled 46 million and has already seen more than 38 million this year. "Right now we are trying to attract international carriers who have a strong network," says Sanchez.

The airport and the Visitors Authority have marketing assistance funds of up to \$250,000 each to help new entrants get a service off the ground.

The new terminal is designed to cope with traffic growth in the city for the next decade or so. After that the downtown airport will struggle to accommodate extra traffic. The city's grand plan is to build a new airport some 30 miles (48km) south of city at a site called Ivanpah Valley.

The plan is currently undergoing an



environmental impact assessment, which will take several years to complete.

If it gets the go-ahead, the new twin-runway airport, which will be able to handle the Airbus A380, will relieve McCarran but not replace it, and be operational by 2017/18.



## Free airline and airport profiles from ATI at Routes 2007



Thousands of airline and airport executives access ATI everyday to help them develop news routes and keep ahead of the competition. As a special offer to Routes delegates, you can access free airline and airport profiles from ATI to help you prepare for your meetings at the event.

Visit the **Flight Internet Area, Stand F2 at Routes 2007** or alternatively, sign up for a free trial at [www.rati.com](http://www.rati.com) or email [atisubs@flightglobal.com](mailto:atisubs@flightglobal.com)



# The winner takes it all

The 16th Routes will be held in 2010 in Vancouver – the first time it has been held in North America, it was announced at the show yesterday.

The announcement comes at the end of this year's World Route Development Forum, which will see a record 2,300 delegates and more than 30,000 meetings between airlines and airport operators.

"I think this year's event is going very well," said Routes' chairman Michael Howarth yesterday. "I am getting some very positive feedback from delegates.

"We have a record number of airline attendees and very high level of quality of airline attendees and I think that reflects the industry's position at the moment.

"Despite the recent financial turbulence, you have very strong economies, record aircraft orders and continued deregulation, so the industry is on a bit



Cheers! From left at yesterday's signing are Rick Antonson, president and chief executive of the Greater Vancouver Convention and Visitors Bureau, Larry Berg, president and chief executive of Vancouver Airport Authority, Michael Woodward, chairman, The Route Development Group and Michael Howarth, chairman Routes

of a roll. I think that has come through at this event."

Howarth adds that most of the stand space for next year's Routes event in Kuala Lumpur has already been booked.

Following the next two events – in Kuala Lumpur in 2008 and Beijing in 2009 – the Routes event will be held in Vancouver, just six months after the

city's hosting of the Winter Olympics.

Says Howarth: "We are very excited about taking the world event to North America for the first time

Larry Berg, president and CEO of the Vancouver Airport Authority, says: "Routes 2010 will give our marketing team a key vehicle for promoting new routes for both passengers and cargo."



## For technology and fun, business and sun MCO is the one

High-tech gurus, biomedical pioneers, theme park thrill seekers - what do they all have in common? Orlando. And naturally, Orlando International Airport is their choice. A catchment area of 8 million people, more than 35 million passengers annually, competitive costs and ranked by Airport Revenue News as the #1 airport for customer service are just some of the reasons why you should be landing your planes at MCO. For more information contact: [vjaramillo@goaa.org](mailto:vjaramillo@goaa.org).



[www.orlandoairports.net](http://www.orlandoairports.net)

CONNECT WITH YOUR IMAGINATION





Skybus is making rock bottom-priced fares its main selling point in the battle for passenger numbers

# Money, money MONEY

BY DAVID FIELD



Skybus, a four-month-old US startup, is building up a national route system by looking for airports that are in effect alternatives to the established alternatives. Take for instance its East Coast destinations: Skybus serves Richmond, about 100 miles south of Washington, rather than Baltimore/Washington International that has been the low-fare alternative to the two main Washington airports.

In New England, rather than choosing an established alternative to Boston Logan such as Manchester, as Southwest did a decade ago, Skybus instead chose Pease airport in Portsmouth, more than 50 miles from Logan.

Skybus co-founder Bill Diffenderffer (*pictured*) explains: "We're creating new markets. We believe our fares are so low that we are attracting people who have very often never flown before and who are willing to drive to a new and unfamiliar airport." The airline's selling point and appeal to the public is that fares start at \$10 each way and it reserves at least 10 seats on each flight for tickets at that price while its other fares do resemble traditional airline pricing structures, very few are higher than \$100 each way.

He says that fares run about 65% below legacy fares and are also competitive with fares on Southwest – which also serves Skybus' home base at Columbus, Ohio and some of its other markets. Skybus' strategy is to "get people who didn't want to fly, to fly. We keep telling the big airlines like Southwest or AirTran that we're not trying to steal their passengers, that the people we want are new customers and new business".

All Skybus fares are one-way, and the airline does not offer connecting fares. In fact, he says, he does not assume significant numbers of connecting passengers, even though some Skybus customers will make a transcontinental

trip by changing in Columbus for a flight between, say, San Diego and Fort Lauderdale. The airline charges for food, for checked bags and for as many ancillary services as it can, a strategy that is an admitted replication of the Allegiant Travel approach. "We think very highly of them" Diffenderffer says of Las Vegas-based Allegiant.

Diffenderffer says that the Skybus airport strategy is based on a very broad concept of catchment areas by assuming that people will drive considerable distances to get to an airport with its low-fare service.

Its home base is the political and geographic center of Ohio. Columbus, says Diffenderffer, is within 100 miles of 6.7 million people, which is analogous in size to the Atlanta area. He says that the lure of very low fares draws people from the southern part of the state, people who live near Cincinnati airport (which is in fact in northern Kentucky) or who are willing to make the drive from the state's medium-sized cities such as Dayton or even Cleveland. "Even with rising automobile fuel prices when people calculate the savings for a family trip, they think we're worth the drive," he says.

Some Skybus' airport choices reflect this concept. On the West Coast, its most ambitious choice is the Bellingham airport, which lies between the major Seattle/Tacoma International Airport and the Canadian border. Of the four new markets Skybus announced in late September for a December startup, two are

designed to draw passengers from major cities as far as 100 miles away.

For instance, its choice of Chattanooga, a city on the Tennessee/Georgia border, gives the airline access to a population area that includes Atlanta's northern suburbs. An hour's drive of the Atlanta metropolitan area, Chattanooga airport will be able to draw passengers who would otherwise drive at least an hour to reach Atlanta Hartsfield/Jackson airport on the south side of the city. Similarly, its planned service for Gulfport/Biloxi airport in southern Mississippi should draw passengers from New Orleans, about 70 miles away.

Unlike some of the other Skybus airports, Chattanooga and Gulfport have scheduled services, while another December startup, Punta Gorda airport in Florida, does not. This general aviation facility, officially the Charlotte Country Airport, is in southwest Florida, about 40 miles south of Sarasota and is completing a 16,000-square-foot terminal that helped lure Skybus.

The airport will be the third general aviation airport that Skybus will serve, after the Westover airport near Springfield, Massachusetts, about 30 miles from Bradley International airport near Hartford and St. Augustine airport in northwest Florida, about 40 miles from Jacksonville. The other new airport that Skybus announced on 18 September is Milwaukee, and Skybus is counting on drawing travellers from the Chicago metropolitan area to its south as well as from Wisconsin cities. ■

We believe our fares are so low that we are attracting people who have very often never flown before and who are willing to drive to a new and unfamiliar airport



# TOP 10 ROUTES BY SEATS OFFERED

## North America – Europe

RANK	AIRPORT 1 NAME	CODE	AIRPORT 2 NAME	CODE	SEATS PER WEEK	LEAD CARRIERS CARRIER 1	CARRIER 2
1	LONDON HEATHROW	LHR	NEW YORK JFK	JFK	79,556	BRITISH AIRWAYS	AMERICAN AIRLINES
2	LONDON HEATHROW	LHR	CHICAGO O'HARE	ORD	46,556	AMERICAN AIRLINES	UNITED AIRLINES
3	LONDON HEATHROW	LHR	LOS ANGELES	LAX	39,270	BRITISH AIRWAYS	VIRGIN ATLANTIC
4	PARIS CDG	CDG	NEW YORK JFK	JFK	33,682	AIR FRANCE	AMERICAN AIRLINES
5	LONDON HEATHROW	LHR	WASHINGTON DULLES	IAD	32,240	UNITED AIRLINES	BRITISH AIRWAYS
6	FRANKFURT	FRA	CHICAGO O'HARE	ORD	24,116	LUFTHANSA	UNITED AIRLINES
7	LONDON HEATHROW	LHR	SAN FRANCISCO	SFO	24,080	BRITISH AIRWAYS	UNITED AIRLINES
8	LONDON HEATHROW	LHR	BOSTON LOGAN	BOS	22,968	BRITISH AIRWAYS	UNITED AIRLINES
9	FRANKFURT	FRA	NEW YORK JFK	JFK	22,498	LUFTHANSA	SINGAPORE AIRLINES
10	FRANKFURT	FRA	WASHINGTON DULLES	IAD	20,650	UNITED AIRLINES	LUFTHANSA

## Europe – Asia

RANK	AIRPORT 1 NAME	CODE	AIRPORT 2 NAME	CODE	SEATS PER WEEK	LEAD CARRIERS CARRIER 1	CARRIER 2
1	LONDON HEATHROW	LHR	HONG KONG	HKG	47,208	CATHAY PACIFIC	BRITISH AIRWAYS
2	LONDON HEATHROW	LHR	SINGAPORE	SIN	34,944	SINGAPORE AIRLINES	QANTAS AIRWAYS
3	LONDON HEATHROW	LHR	BANGKOK	BKK	24,974	THAI AIRWAYS	QANTAS AIRWAYS
4	PARIS CDG	CDG	TOKYO NARITA	NRT	24,484	AIR FRANCE	JAPAN AIRLINES
5	LONDON HEATHROW	LHR	MUMBAI INTERNATIONAL	BOM	24,332	JET AIRWAYS	BRITISH AIRWAYS
6	LONDON HEATHROW	LHR	TOKYO NARITA	NRT	22,820	BRITISH AIRWAYS	JAPAN AIRLINES
7	LONDON HEATHROW	LHR	DELHI INTERNATIONAL	DEL	21,692	AIR INDIA	BRITISH AIRWAYS
8	FRANKFURT	FRA	SINGAPORE	SIN	20,118	SINGAPORE AIRLINES	QANTAS AIRWAYS
9	FRANKFURT	FRA	BANGKOK	BKK	16,352	THAI AIRWAYS	LUFTHANSA
10	FRANKFURT	FRA	BEIJING	PEK	15,414	AIR CHINA	LUFTHANSA

## North America – Asia

RANK	AIRPORT 1 NAME	CODE	AIRPORT 2 NAME	CODE	SEATS PER WEEK	LEAD CARRIERS CARRIER 1	CARRIER 2
1	HONOLULU	HNL	TOKYO NARITA	NRT	41,030	JAPAN AIRLINES	NORTHWEST AIRLINES
2	LOS ANGELES	LAX	TOKYO NARITA	NRT	32,948	NORTHWEST AIRLINES	JAPAN AIRLINES
3	LOS ANGELES	LAX	TAIPEI	TPE	31,216	CHINA AIRLINES	EVA AIR
4	SAN FRANCISCO	SFO	TOKYO NARITA	NRT	21,014	UNITED AIRLINES	JAPAN AIRLINES
5	LOS ANGELES	LAX	SEOUL INCHEON	ICN	20,624	KOREAN AIR	ASIANA AIRLINES
6	CHICAGO O'HARE	ORD	TOKYO NARITA	NRT	20,076	UNITED AIRLINES	JAPAN AIRLINES
7	VANCOUVER	YVR	HONG KONG	HKG	17,616	CATHAY PACIFIC	OASIS HONG KONG
8	SAN FRANCISCO	SFO	HONG KONG	HKG	17,138	UNITED AIRLINES	CATHAY PACIFIC
9	NEW YORK JFK	JFK	TOKYO NARITA	NRT	16,444	JAPAN AIRLINES	ALL NIPPON AIRWAYS
10	SAN FRANCISCO	SFO	TAIPEI	TPE	16,362	EVA AIR	CHINA AIRLINES

SOURCE: INNOVATA, WEEK SEP. 17-SEP 23



Put a boat trip on your to-do list while in Stockholm, and view some stunning scenery



RICHARD RYAN



## COLD DRINK, ANYONE?

### ■ THE ICE BAR

Nordic Sea Hotel, Vasaplán,  
☎50 56 31 24

Delegates may have been to the London version of this bar, but if not, it's well worth trying out, and a fun thing to do with clients. Made entirely of ice, with a temperature of below zero, your entrance fee includes a snugly coat and gloves, plus a free vodka cocktail of your choice served in a glass made of...ice! Cool, eh?

Stockholm has large variety of nightlife. Jazz plays an important part of life here as do opera, classical concerts and ballet. Stockholm's best nightclubs are located around Stureplan and Kungsgatan, and there are loads of bars scattered all over the city. Drinks in Sweden can be quite pricey, so you might want to choose carefully.

## Water, water everywhere...

You can easily get around the 14 islands that make up Stockholm by foot, cycle, or the impressive mass-transit system, but it would be a shame not to take a boat trip around the islands and view the stunning scenery from the water.

Stockholm's waterfront is buzzing with boats and shuttle ferries to get you around the city. One of the most popular trips is to the lush island of Djurgården, a former royal hunting ground in the middle of Stockholm. Stroll along the harbour front or through its pretty green parks.

Djurgården is a cultural centre with many historical places to visit. There is the famous

Vasa Museum, and the Skansen Open Air Museum – the world's first open air museum – which is a large park filled with a collection of old Swedish houses and buildings plus a recreation of an old Swedish town showing craftsmen working away as they did historically.

To get there take the Djurgårdsferry from Slussen, or take the 47 bus.

If you get time off after the show a boat trip you really should consider is one to the Stockholm archipelago.

It consists of more than 24,000 islets and rocks which stretch 80km from the east of Stockholm out into the clear waters of the Baltic.

If you don't have much time maybe visit one of the larger islands such as Vaxholm or Fjäderholmarna. Explore their harbours, historical buildings and restaurants, and soak in the breathtaking scenery.

You can get to the islands via ferry, sail boat or yacht which all cruise out daily from the harbour or from Strömkajen and Strandvägen in the town centre.



HEINRIK TRIGG

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

### ■ 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 every 15 minutes and costs 200 crowns (SEK200/ £14.70) for the 20-minute journey.

### ■ PHONE INFO:

Code for Sweden: +46  
Stockholm Area Code: 08

### ■ 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

### ■ 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) Strömkajen, Grand Hotel ☎587 140 20

### ■ 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 – Djurgården  
☎ +46 (8) 5456 710

### • Netherlands

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

### • Norway

Skarpögatan 4,  
S-115 27  
☎ +46 (8) 665 6340

### • Japan

Gärdesgatan 10, 115 27  
☎ +46 (8)579 353

