



## Dear BARIG members and friends,



Our colleagues held meetings to be well prepared for the upcoming challenges of 2019. Already at the end of the first calendar quarter, a second high level meeting of industry managers, associations and politicians is scheduled to take place in Hamburg. Of course, BARIG will once again actively represent the interests of airlines.

As at the consultation meeting in Hamburg, BARIG will continue to put the expansion projects and investments of the airports to the test: BARIG supports demand-oriented

extensions which become necessary when certain passenger volumes are reached, but rejects too expensive, oversized measures for which there is no need in the foreseeable future. BARIG is therefore committed to joint discussions and realistic planning of infrastructure developments in its committees.

A more determined and goal-oriented approach on federal level regarding the enhancement and management of all processes related to [security checks](#) remains one of the core topics. There is still an immense need for improvement in this and politics in particular is called upon here to realize the urgently required efficiency increase of security controls by updating the regulations of responsibilities and personnel deployment as well as by enabling a rapid introduction of modern technologies. Without that, long waiting times at security checks and, unfortunately, multiple flight delays and missed connecting flights for passengers will continue to be a threat. In this context, airlines are powerless. The responsibility here lies with politicians, authorities and the security companies they appoint. The last flight cancellations due to strikes also cost airlines and companies a lot of money, hindered business and private travellers' travel plans and massively disrupted the movement of goods.

Airlines and airport operators want to offer their customers stable and reliable air traffic by all means. For Germany in particular, its qualitative performance strongly depends on the development of the [Single European Sky](#) matter. The federal government and its line ministries must promote this European process in a more resolute and clear fashion since politics are the ones responsible for bringing this project "on air". Otherwise, an ongoing performance deficiency in air traffic in Germany and Europe is to be expected.

With this in mind, let us take in the spirit of the new year and tackle the contemporary projects together to secure future-oriented and reliable air traffic.

I wish you all a healthy and successful new year!

Yours faithfully,

Michael Hoppe  
Chairman & Secretary General

## Commitment for an attractive air traffic location Germany

The BARIG Committees met eagerly. In addition to current topics of the Aviation Summit on 5th October 2018, the committees also dealt with medium- and long-term economic and political issues such as infrastructure development, airport fees and charges as well as taxes and EU regulations.



Critical view on upcoming constructions in Frankfurt

## Challenges of the expansion at Frankfurt airport

In the Frankfurt Airport Centre the BARIG Infrastructure Committee Frankfurt discussed the development of infrastructure at Frankfurt airport and the particular issues regarding passenger security controls. In Frankfurt, these controls had produced immense waiting times and a major impairment of flight punctuality and general passenger processes during the summer of 2018. Fraport assured the Committee of entering talks with the federal police and security service providers to improve the procedures at control points. In view of the recent strikes by security personnel at German airports such as Frankfurt, more efficient operations and the targeted use of new, reliable technologies can also help to mitigate the consequences of such work stoppages.

Another important focus of the meeting was the construction progress of Terminal 3 and Pier G as well as its impact on roads and ground infrastructure. There are concerns that the commissioning of



Pier G, which is scheduled for 2021, could result in traffic bottlenecks around the large construction site. The new parking spaces of the future T3 car park have to be used early, with construction of access roads as the new A5 highway connection going on at the same time. Already today and without the new T3 and its car- and passenger traffic, the area at the entrance and the exit of Cargo City South around the IntercityHotel is experiencing heavy traffic with congestions and disruptions.



Traffic at Munich Airport (Photo: Munich Airport)

### Modernization in Munich and support of essential third runway

Apart from structural improvements at Terminal 1, the BARIG Infrastructure Committee Munich discussed the necessary improvements regarding passenger processes. This included the extended security controls, arrival and departure checkpoints as well as alternate check-in concepts such as self-drop and self-boarding and their further technical development and implementation. According to the Committee's participants, the moratorium for the third runway at Munich airport recklessly puts the sustainability of air traffic in Bavaria and Germany as a whole at risk. BARIG therefore supports the



Discussions on improvements at Munich Airport

economic initiative of the Munich airport for the construction of the third runway. Multiple concerns, large firms as well as medium-sized businesses are already part of the initiative, including Lufthansa, Allianz, Audi, Käfer and Deutsche Bahn.

### Avoiding unnecessary costs

The BARIG Charges Committee intensively addressed the development of fees and infrastructural costs at German airports, comprising airport charges, air security charges, local airport-related fees as well as central infrastructural fees. The committee discussed necessary modernisation measures and infrastructure expansions at several airports. However, these topics must be transparently communicated and deserve detailed analysis to finally invest and implement only what is really required and in line with actual demand. The needs of all involved parties must thus be clearly defined to allow for subsequent calculation and coordination of binding investments. Intensive negotiations with individual German airports are therefore occupying centre stage at the moment. The committee pointed out that exorbitant charges could significantly slow down passenger growth at the respective airport and even lead to a decline in passenger numbers.



SöP in Frankfurt as guest of the BARIG Arbitration Committee

### Arbitration in air traffic

The head and chief executive of the German Conciliation Body for Public Transport (SöP) met for their annual exchange with the BARIG Arbitration Committee. Workflows and operational procedures were discussed and scrutinised to further increase the efficiency of cooperation. The long-term former head of the SöP,

Edgar Isermann, was festively sent off by the executive board on 25th of October 2018 to enter his well-deserved retirement. Since the 1st of November 2018, Dr. Christoph Berlin, former head of the flight team at SöP, is the arbitration board's new head. Together with the chief executive, Heinz Klewe, he came to Frankfurt to introduce himself to the BARIG member airlines that also belong to the SöP.



Dr. Christoph Berlin is the new head of German Conciliation Body for Public Transport (Photo: Horst Werner)

### New ways in distribution

Numerous member airline representatives followed the interesting presentations in the BARIG Distribution Committee on newly emerging opportunities for sales and marketing via Internet and WhatsApp. Christoph von Bülow, chief operating officer at HolidayPirates Group, demonstrated his website, which was originally intended as a travel blog and has now developed into a successful selling platform for vacation trips through the presentation of travel offers and vouchers.



Suggestions for airline marketing

Furthermore, Sabine Dünner, sales & program manager at Messenger-People explained how companies can make use of messenger services in customer support and marketing.





## BARIG with renewed membership growth - The association welcomes two new members and a new business partner

The importance of the airline association stands and falls with its member airlines and its partner companies. Since the beginning of the year BARIG has recorded an increase in members and is pleased to welcome the Romanian Blue Air and the French APG Airlines to the association. The German association of more than 120 German and international airlines offers its members the opportunity to take a clear position vis-à-vis politicians and other system partners, to exchange ideas, to receive further training and to develop. At the same time BARIG extends its offer in the area of business partnerships with the internationally operating UNEX Management Consulting Group, which has extensive expertise especially in the field of airlines.

### New BARIG members:

#### Blue Air

The Romanian airline Blue Air carries with a dense network of destinations across Europe more than 5 million passengers a year. Currently, the airline offers flights on a regular basis from four airports in Germany to Bucharest, Bacau, Iasi and Sibiu. "In Germany we are currently approaching Hamburg, Cologne/Bonn, Stuttgart and Munich. We are pleased that BARIG will now also represent Blue Air in political and economic affairs in Germany," Tudor Constantinescu, Chief Commercial Officer & Director at Blue Air comments.



The Blue Air fleet comprises 26 Boeing 737 and is targeted to be expanded by another twelve Boeing 737-MAX8 aircraft in 2019.



Photos: Blue Air



#### APG Airlines

The French company headquartered in Paris and with the home base in Toulouse offers scheduled flights between Toulouse and Lorient as well as individual business charter flights including VIP services. APG airlines, with individual business models for business travel, is a successful specialist in business aviation.



Photos: APG Airlines

„On multiple levels, BARIG promotes a future-oriented and targeted development of air traffic in Germany and Europe. At the same time, the association effectively represents airline interests,” Sandrine de Saint Sauveur, president and CEO at APG Airlines points out.

### BARIG Business Partner: UNEX Management Consulting Group

UNEX Management Consulting Group offers many consulting services in the areas of passenger air traffic, air cargo, airports, railway, rental car services and cruises in over 40 countries. Besides strategical advice, UNEX further provides consulting regarding processes and operations. For this purpose, the company employs managers with international leadership experience that originate from the field of travel and transport for example.



Photo: UNEX Management Consulting GmbH & Co. KG

### Imprint:

barig.aero

Publisher: BARIG e.V.

Responsible: Michael Hoppe

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