



News from the Companies in the Mitteldeutsche Airport Holding

## Lufthansa Cargo and Mitteldeutsche Airport Holding Agree Strategic Partnership

The air freight company Lufthansa Cargo and Mitteldeutsche Airport Holding want to jointly develop Leipzig/Halle Airport and make it one of the most efficient cargo airports in Europe as part of a strategic partnership. Both partners reached agreement on this on 19 December.

The key elements of the agreement include measures to keep open various options for using ground space for long-term strategic developments and also joint efforts with regard to matters of security and protecting the environment. "Leipzig/Halle Airport is our most important freight hub after Frankfurt and we want to gradually expand the former," said Karl-Heinz Köpfle, Operations Board Member at Lufthansa Cargo. "Our partnership with Mitteldeutsche Airport Holding is a milestone in this process and underlines our long-term strategy," Köpfle continued. The aim of this cooperation arrangement is not just to identify opportunities and advantages that will benefit joint customers, but also to establish a better position in the market place as a result of our closer cooperation, he added.

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“In times of great challenges, which are becoming apparent on account of the world economic situation, a long-term strategic network with strong partners with international business operations is important for our Central German business region. We are delighted that after persuading DHL, one of the world’s leading logistics companies, to come to Leipzig/Halle, one of the world’s leading air freight companies, Lufthansa Cargo, has made a clear commitment to the airport so that we can jointly develop the site into one of the most productive air freight locations in Europe,” said Markus Kopp, CEO at Mitteldeutsche Airport Holding.

Leipzig/Halle Airport is not the only beneficiary of the strategic partnership: the affiliated company PortGround will also gain. Dierk Näther, Managing Director of both Mitteldeutsche Airport Holding subsidiaries, confirmed this: “Lufthansa Cargo is one of the most important customers at the airport. With the impending move to the World Cargo Center, PortGround is also taking over freight handling operations for the cargo airline at the Leipzig/Halle site. This means that the existing, successful cooperation arrangement between our companies will be strengthened and further expanded.”

Lufthansa Cargo has already been connecting Leipzig/Halle Airport with logistics centres in Asia and the USA since 2007 as part of an intercontinental joint venture with DHL Express.



Strategic partnership:  
**Karl-Heinz-Köpfle** (right) and  
**Markus Kopp** after the signing  
ceremony of the agreement

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## Airport Fire Brigade Delighted by New Vehicles

The fire brigade service at Leipzig/Halle Airport officially took over eight new vehicles with a total value of approx. € 1.4 million on 28 November. As a result, the fleet has now grown to 27 vehicles.

In the course of the expansion of Leipzig/Halle Airport and growth in air traffic, the airport fire brigade’s fleet has been adjusted to meet current requirements. New vehicles have been purchased and now that they have been put into service, the fleet has grown to 27 units in all. In greater detail, the new purchases involve a fire engine with a hydraulic telescopic mast, which has been specially manufactured in line with the specifications of the airport fire brigade, two tractor/trailer vehicles to counter any accidents with hazardous goods and to cope with major damage, four mobile command units and an ambulance.

In order to meet the requirements set by the Leipzig state authority, two new fire stations will be built in the next few years so that they will be able to guarantee the necessary response times from their location in the eastern and western parts of the airport in future too. Once they are opened, the current intermediate solution with three fire stations will end. Airport traffic manager Christoph Schilling says:

### Leipzig-Halle Airport



The airport fire brigade in action

"The alarm response areas will be divided up in a new way: what is now north and south will be switched to east and west." There are 97 full-time firemen at the airport and up to 64 part-time staff can be called on in an emergency. They either work for the airport authority or DHL. They are all delighted by the new technology and put it to the test during an impressive fire-fighting demonstration on 28 November. The HLF-32T passed its baptism of fire and extinguished a blaze in a car in just a few minutes.

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## Leipzig/Halle Already the 3rd Largest German Cargo Airport

Leipzig-Halle Airport

Freight volumes at Leipzig/Halle Airport rose by a huge 386 percent to 402,386 tonnes from January to November in comparison with the previous year. This makes Leipzig/Halle the 3rd largest German cargo airport behind Frankfurt and Cologne/Bonn.

Cargo flights currently leave Leipzig/Halle Airport for 53 destinations in 32 countries every week. The number of flights movements has grown by 17.2% from 47,393 to 55,539 in comparison with 2007. The air freight hub established by the Deutsche Post subsidiary DHL has been the greatest trigger for growth.

As expected, passenger numbers fell below the previous year's figures. The 2,333,244 passengers were 9.7% fewer than those registered between January and November 2007. As was forecast at the end of 2007, the reasons for this were clear: the implementation of the ban on night flights for passenger operations with the start of the 2008 summer timetable, the ongoing consolidation process in the air traffic and tourism sector and general economic developments and their effect on demand.

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## The World's Largest Travel Advent Calendar: 5-Star Trip Can Be Won

The first door on the largest Advent calendar in the world was opened at Leipzig/Halle Airport on 1 December. A different travel agent from the holiday market, which was decorated with a Christmas door on this



In Christmas mood: staff at the travel agents taking part

day, was hidden behind each of the 24 doors and came up with a particular Christmas feature.

Each holiday-maker that booked their holiday from Leipzig/Halle at the special travel agent for that day or purchased a travel voucher, received a parking ticket worth € 15. They also received a voucher for a poinsettia or pyramid cake, which they could exchange at the florist's and the baker's as a special Christmas present. These people could also participate in a raffle for a one-week dream holiday in Malta with accommodation in a 5-star hotel. The prize-winner will be drawn on 24 December; the scheme has been sponsored by Air Malta, Malta Direkt Reisen and "The Palace Hotel".

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## Czechs Fly to and from Dresden International

Dresden International Airport is becoming increasingly popular with residents in Northern Bohemia. The airport estimates that more than 70,000 of its 1.85 million passengers came from the Czech Republic in 2007.

A press trip to Dresden took place at the start of December in order to support this development and about 20 representatives of the media (print, radio, TV and Internet) from the Northern Bohemian region took part. The day's programme involved talks behind the scenes – e.g. with Airport Managing Director Dr. Michael Hupe – a tour of the airport and a guided tour through the Saxon state capital with a Czech commentary. The journalists were very positive about the day and this was reflected in the articles in the press in the next few days "Mlada Fronta Dnes", for example, included a long report on the Christmas markets in the region, which are easy for Czechs to reach from Northern Bohemia using the A 17/D 8 motorway.

The airport has naturally adapted to the needs of these guests. Its Internet portal can now be read in Czech and Polish, press releases are sent to the appropriate distribution lists in these languages and even the popular parking vouchers also include text in Czech and Polish. A travel agents day will be held in Dresden at the start of the New Year; Czech travel agents will be informed about all the facilities for their customers.

"What I particularly like is the honest efforts being made to attract travellers from my home country," said Jitka Oleárníková, who was impressed by the day. She regularly reports from Dresden for the only Czech public broadcasting station Český rozhlas. "I think that my compatriots will fully appreciate being greeted in their own language, receiving parking vouchers and not being left alone in other respects either. This kind of welcome should pay off in the long term!" Experts

### Dresden International



Czech journalists inspected  
Dresden International closely at  
the beginning of December

are predicting that Dresden International will also play a key role as an arrival point for the Nordic Ski World Championships being held in Liberec in February.

As increasing numbers of people from south-west Poland are using Dresden International as their local airport, similar marketing activities are being used in this region too. Several road shows have been to Polish towns and local travel agents have been made aware of the potential that Dresden Airport provides.

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News from the Companies in the Mitteldeutsche Airport Holding

## 50th Anniversary of the "152" – Queues Form for the Aircraft Legend

The "152", the first German commercial aircraft with jet propulsion designed in Dresden, took off on its maiden flight on 4 December 1958. The development of the legendary jet at the Dresden aircraft factory formed the foundation for today's successful aviation industry in Saxon's state capital.

The airport, the local aviation companies and Dresden Transport Museum invited people to inspect the last remaining fuselage on the 50th anniversary on 4 December 2008. The doors in the west wing of Dresden Airport terminal were open on this occasion. Interested parties, including many of those involved in the project in the past, waited patiently in long queues to walk round the carefully restored fuselage and there was a lively exchange of views and experiences. The Transport Museum also presented other exhibits, including an original pilot's seat.

The special highlight, however, was the ceremonial unveiling of an historical model of the "152" on a 1:10 scale on the arrivals level of the terminal. The event was attended by the former test pilot Gerhard Güttel (84). This loan from the museum will be available for inspection for several months to come. And the current edition of the airport magazine, "Rundflug" is dominated by the anniversary under the heading "How the 152 Fired Dresden's Imagination".

### Dresden International



Crowds form to see the historic model of Germany's first passenger jet, the "152" on the anniversary

From the Region

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## “German Project Excellence Award 2008” for DHL Hub at Leipzig/Halle

The establishment of the DHL freight hub at Leipzig/Halle has won an award for the best management at a major project. The Deutsche Gesellschaft für Projektmanagement (GPM) awarded the work jointly performed by DHL Hub Leipzig GmbH and Obermeyer Albis Bauplan GmbH; these two organisations were responsible for the planning, construction and commissioning work at the new European DHL hub.

“Without the outstanding enthusiasm and the professionalism of each project team member and the model interaction between all the departments involved, this successful work would not have been possible,” Michael Reinboth from DHL stressed; he was the project manager and was responsible for the work. The GPM announced in its reasons for awarding the prize that all the general specifications related to the budget and time planning were met, while the site was even opened ahead of schedule. The GPM is the leading project management association in Germany and has more than 4,600 members.



Michael Reinboth (with a bunch of flowers) is delighted at the German Project Excellence Award 2008 for the project management team at the DHL hub in Leipzig/Halle

## Who Receives the Central German IQ Innovation Prize?

The Business Initiative for Central Germany is holding an ideas competition for the “Central German IQ Innovation Prize” for the fifth time. Anyone, who has an innovative idea for one of the six regional clusters, can participate until 15 March 2009.

The winners of the “IQ” not only receive financial prizes totalling € 60,000, but also a year’s membership in the network of Central German companies that dominate the structure. So the competition has the potential to allow small and medium sized companies or scientists and students to direct their innovations at where they have the greatest market opportunities. Participants from Leipzig, Halle, Dessau-Rosslau, Jena and Eastern Thuringia have even higher chances of winning as a result of local competitions.

Dr. Stefan Russwurm, the Managing Director of SIRS-Lab GmbH in Jena, which won the overall prize in 2007, comments on the IQ: “Success in the Innovation Prize enormously increased the general degree of brand awareness of our company. We can also advertise our product with the ‘IQ’ trademark. The prize was also a boost for motivation levels at the whole company.”

Those who wish to participate can obtain information on taking part from [www.iq-mitteldeutschland.de](http://www.iq-mitteldeutschland.de)

## German Commercial Airports Defy the Recession - € 20 Billion for New Investments

€ 20 billion will be spent on the productive efficiency of Germany by the member airports in the German Airports Association in the next few years. And not a single euro of this sum comes from government coffers. So the German airports continue to be a reliable support for the economy and a powerful driving force even during the recession.

“€ 20 billion in urgently needed investments are simply waiting to be invested to turn around the negative economic climate. This is our ongoing contribution to safeguard the economy and employment in Germany,” says Michael Eggenschwiler, President of the German Airports Association (ADV). More than 850,000 people now enjoy a secure job in the aviation industry at airports, airlines, supplier companies and service partners. And this figure is set to rise. Airport construction programmes are job engines. So the ADV is calling for the following:

- The Federal Government's airport programme should be passed without any watering down!
- An acceleration and simplification of planning approval procedures!
- No more operating restrictions – night flight operations where this is necessary!
- The implementation of the Aircraft Noise Act in line with the law by the Ministry for the Environment!
- Appropriate airport fees and a ban on regulatory intervention!

The ADV campaigns to make Germany an efficient and competitive aviation centre. The Association starts 2009 with 23 international commercial airports, 16 major regional airports and the corresponding member airports in Austria and Switzerland. Managers are also currently holding entry talks with Luxembourg airport.

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