

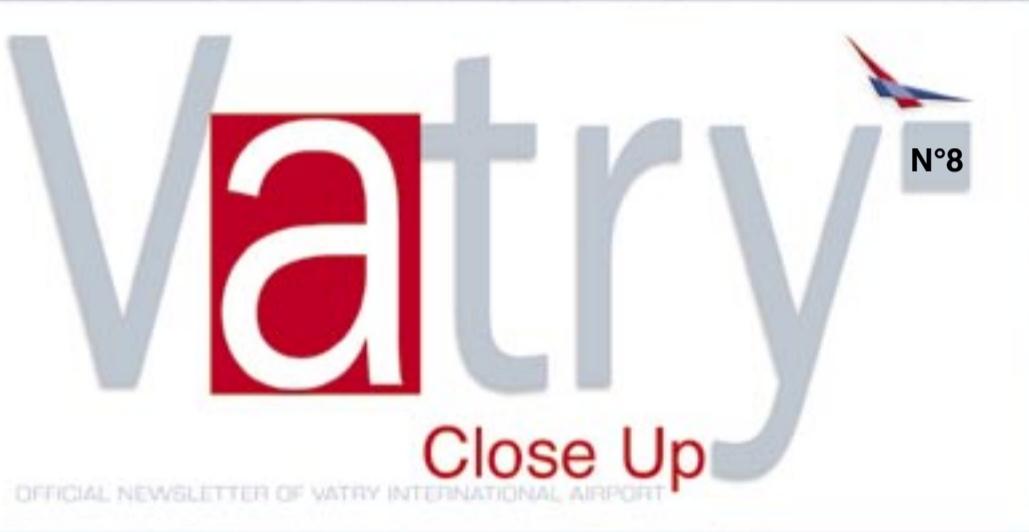


EDITORIAL

After just four years in operation, Vatry International Airport in 2003 handled 8730 tonnes of air cargo, ranking the facility 7th among regional airports in France and well ahead of larger airports located in regions of considerable economic potential. During the summer of 2004, Vatry surpassed last year's figure and has since set its sights on breaking the 10 000-tonne mark. By focusing efforts on the specialized handling of fresh produce originating mainly from Africa and destined for markets across Europe, Vatry's commercial success has ascended to new heights. The airport has also stepped up involvement in the humanitarian aid sector and regularly welcomes a growing number of emergency relief operations for which quick, seamless turnaround is critical. With the number of flights set to rise in the coming weeks given the acquisition of an additional aircraft by AVIENT and the advent of COYNE AIRWAYS—both UK-based, Vatry aims to double aggregate tonnage for 2003 by the end of the current operating year which would rank the facility fourth among French regional airports.

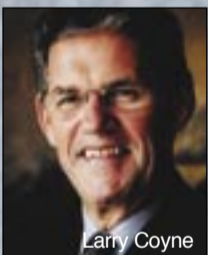
We have every reason to view the closing quarter of 2004 with optimism. Vatry is now recognized as a frontrunner on the European stage. While remaining attentive to the needs of clients already operating on-site, airport operator SEVE relentlessly pursues development efforts designed to boost growth. As we go to press, discussions are under way with a number of major prospects seriously entertaining setup at Vatry. To attract these prospects to the airport and guarantee them optimal operating conditions, SEVE has committed to a number of initiatives, including the construction of a second, considerably expanded cargo terminal. Vatry also consistently strives to enhance on-site services essential to the operation of a multimodal complex of the like. Ground handling and stores operations have benefited handsomely from France Handling leadership and French customs authorities have decided in favour of a permanent on-site office set to open on 1 September.

Each successive stage in Vatry's ongoing development owes to two main factors: first and foremost, to a team of dedicated individuals keenly aware of the fundamental importance of customer service and a quality, people-friendly approach to business; and, secondly, to broad-based local commitment and partnering at the international level. The two combine to make Vatry an airport destined to succeed.



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ACTION



Larry Coyne

Coyne Airways selects Vatry

The UK-based carrier recently selected Vatry as its European hub for service to the nations of the Commonwealth of Independent States (CIS).

«The strategic geographical location of Vatry International Airport remains one the major strong points underpinning our decision to base our CIS-bound operations in the region. Dedicated access to the motorway network serving northern and eastern Europe also weighed heavily in favour of Vatry,» stated Larry Coyne, President and Chief Executive Officer of Coyne Airways.

The majority of flights from Vatry will transport supplies to offshore platforms in the Caspian Sea. Materials and equipment will be expedited by ground from Great Britain, Germany and other neighbouring countries, and then onshipped by air via Coyne



Airways from ideally located Vatry. After two years in the Czech Republic, Coyne Airways is looking to Vatry for future development. Shipments to the Caspian Sea will operate four ti-

mes a week using Antonov 12 aircraft capable of carrying some 15 tonnes of materials and equipment. Destinations served will include the cities of Tbilisi (capital of Georgia, located

midway between the Black and Caspian seas), Aktau and Atyrau (ports in Kazakhstan), as well as Ashgabad (capital of Turkmenistan, situated in the south of the country on the edge of the Karakum Desert).

Coyne Airways charters transport mainly hazardous materials and oversized cargo. The carrier also operates flights to multiple destinations, thereby facilitating time-sensitive shipments or service to regions lacking regularly scheduled air service. In addition to serving the petroleum and mining industries, Coyne Airways operations to destinations worldwide carry a diverse mix of humanitarian aid, sensitive military or government materials, aerospace parts, chemicals, pharmaceuticals, telecommunications components... even cargo linked to the fashion sector and the arts. Ten years and some 2500 charters later, Larry Coyne remains as enthusiastic as the day he founded Coyne Airways. Convinced beyond a doubt of the relevance of his decision to adapt to and satisfy customer needs in all circumstances, Mr Coyne says it all in one short line on the company website : «Challenge us to do so!»



AVIENT: Operations steadily growing

Since late summer 2003, shipments of Nile perch fished from the waters of Lake Victoria and destined for markets across northern Europe have been transiting regularly through Vatry. British-based Avient continues to develop this specialized niche using DC8 cargo aircraft. Given ever-increasing traffic between Vatry and Africa, Avient—now a well established regular at Vatry—has decided to acquire another aircraft... as plans for an African operations hub begin to take shape.

«Avient sees in Vatry a future hub for operations to and from all points of our present network in Africa and our intended network...» stated Andrew SMITH, President and Chief Executive Officer of Avient.

«Over the past 12 months Avient and Vatry have established a close working relationship which has promoted the growth of the Business. It is precisely this teamwork which encourages growth not only for Avient but also Vatry» continues Andrew Smith.

Avient intends to expand its operations at Vatry over the forthcoming years.

«At present, Avient operates 3 flights a week between Vatry and Africa,» explained Patrick Archambeau, the carrier's Manager for France. Outbound flights from Vatry transport a mix of general cargo to Lagos (Nigeria) and continue on to either Entebbe (Uganda) or Mwanza (Tanzania), while inbound flights to Vatry carry fish. Each flight moves some 40 tonnes of goods or produce. Once fortnightly, Avient operates a general cargo flight to Bujumbura (Burundi), returning



via Entebbe loaded with fish. In addition to these regular services, Avient operates non-scheduled flights and charter services, notably humanitarian missions to conflict areas for the United Nations.

With a view to sustaining ongoing growth, Avient took delivery of a DC10 aircraft on 20 August. This latest addition to the carrier's current fleet of DC8s is designed to enhance service to and from Vatry. The 200 m² office facility of Avient France is located on the first floor of the Vatry cargo terminal and houses all administrative and operating personnel.

«Avient intends to build on its operations at Vatry and offer destinations outside Africa and in collaboration with other airlines. We view Vatry as an important asset to our Company and are pleased to be able to promote it to attract other carriers.»



HUMANITARIAN-AID

Shipment of 22 tonnes of food to Darfour region of Sudan

Located along the border with Chad, the Darfour region of Sudan is not necessarily a geographical location one would readily pinpoint on a map of the world. For several months now, Sudan has once again been making headline news owing to a humanitarian dilemma of critical proportions. While awaiting much touted independence which Sudanese authorities continue to deny, the various ethnic groups of the Darfour area must rely upon outside humanitarian aid as they continue to battle one of the worst outbreaks of famine in the early 21st century.

Action Contre la Faim (ACF)—Action Against Hunger in English—which has conducted a number of similar operations from Vatry in the past, recently airshipped a further 22 tonnes of food to Sudan. The situation is critical and food supplies are urgently required if medical teams on site are to be able to provide relief and respond to the desperate cries for help by the local people. According to an ACF executive, relief shipments are one of things Vatry does best. Since precious few airport facilities offer this kind of service, it was only natural that ACF organizers turn to Vatry in the current circumstances. Shortly after the aircraft had landed, taxied up to the cargo terminal



and shut down its engines, airport cargo handlers set to work, loading the plane in just under an hour for the

return flight to El Fasher in East Africa with a short technical stop in Tripoli, capital of Libya.

Thanks to the speed and professionalism of airport crews, Vatry welcomes an ever-increasing number of humanitarian aid flights. In 2004 alone, six such operations have been conducted to Sudan, as well as one to the Bam region of Iran which suffered a devastating earthquake earlier in the year.

Interview with Bruno MALOBERTI, Agency Manager, SOTRACOM AIR TRANSIT

Vatry Close Up: You may wish to begin by introducing SOTRACOM AIR TRANSIT and providing readers with an overview of the company's origins, operating locations, activities and human potential.

Bruno Maloberti: Corporate history, operating activities, and commercial and financial development aside, SOTRACOM AIR TRANSIT is a company built by people and organized around them. The team at SOTRACOM AIR TRANSIT is young and operates in accordance with sound, straightforward values: customer satisfaction, operational efficiency, and in-depth knowledge of the company's sector of activity. Our closely knit staff of practised professionals has made it possible for SOTRACOM AIR TRANSIT not only to overcome difficulties but also to develop greater autonomy. As a result, SOTRACOM AIR TRANSIT today belongs to the individuals who founded it as opposed to an outside conglomerate. In my mind, this is important for our customers here in France and across Europe who can speak directly to individuals poised to solve their problems. Thirty-nine people work for us at three sites, namely Orly, Roissy/Charles de Gaulle and Rungis. Perishable goods account for a full ninety per cent of our operations. As we handle between 45 000 and 50 000 tonnes of perishables each year, we are thoroughly versed in working to tight deadlines where everything is labelled 'RUSH'. We run an import/export office at both Paris airports, employ a staff of ground logisticians at Rungis, and manage a 2500 m² controlled-temperature warehouse facility designed to feed our Rungis operations.

VCU: Perishable goods are one of your specialties. What sets you apart from other freight forwarders and customs brokers?

BM: More than just freight forwarders owing to the extent of our upstream involvement, we view ourselves as a full-fledged commission carrier. We meet with exporters to ascertain their needs and then put them in contact with European importers. We make our professional savoir-faire available to two key links in the chain and provide each with optimal conditions for transporting goods from point of departure to point of arrival. We also contact the various intermediaries and negotiate transport considerations for them with a view to keeping costs to a minimum. Having been in the business since 1975, we have built up a network of industry contacts and are poised to provide relevant counsel. In addition, we are able to place importers in search of specific products in contact with the suppliers best able to satisfy their needs.

VCU: Each perishable import is subject to strict regulations based on country of origin, nature of product, etc. Can you outline the various stages involved in bringing products to market?

BM: Whenever a client seeks to import a product for distribution in Europe, it goes

without saying that one must proceed in strict compliance with all applicable laws and regulations. The health aspect is critical and involves the intervention of food inspection authorities in the instance of fresh produce and certified veterinarians in the instance of meat products. Shipments are also checked for fraud prior to receiving Customs clearance for distribution within the European Community. In some cases, Customs regulations prohibit the importing of a given product or products. One must further establish whether a product is available in limited quantities only, and whether applicable taxes remain constant throughout the year or vary from one season to the next. For example, during the summer season, fruits and vegetables which can be grown locally but which are imported from abroad are more heavily taxed to protect European producers.

VCU: Vatry plays an increasingly important role in the importing of perishable goods to France and Europe. Could you expound upon your contribution to ongoing development in this area?

BM: We have followed progress at Vatry from the outset, particularly from the standpoint of perishable goods. However, real involvement dates back two years to the inception of flights transporting green beans from Senegal and Burkina Faso. Today we handle all customs formalities related to the importing of fish from Central Africa in cooperation with our local VATINEL agent. Given that the fish are onshipped by ground to markets across Europe, we are not content to simply issue an in-transit document which would necessitate re-engaging in the clearance process with another broker at destination. Rather, we have all produce inspected upon arrival at Vatry, pay applicable duty and release it for onward shipment by ground to the intended country of destination.

VCU: Vatry, as you know, is a dedicated cargo facility where the handling of fresh produce tends to prevail. For a professional accustomed to working from mixed-use airport facilities, does Vatry specialization make your day-to-day operations any simpler?

BM: Despite the favourable conditions prevailing at any number of mixed-use airports, no integrated structure providing for the proper handling of perishable goods would seem to be in place. As a result of inadequate infrastructure and insufficiently trained handling personnel, loading and unloading operations can prove time-consuming. And we all know that time is of the essence, especially in the instance of perishables which simply cannot wait! At Vatry, the cold storage facilities are superb, the staff highly professional and cargo handling takes on another dimension altogether. In addition, Vatry's privileged geographical location constitutes an indisputable attribute as cargo can be quickly and easily onshipped by ground to markets across the continent.

Vatry
international airport

Vatry Close Up

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