

Partner Airline Application

A- Partner Information

Company Name	In English	
	Airline Code	
Company Headquarter		
State of Registry		
Present Stakeholders		
Alliance Membership	<i>Are you a member in any alliance?</i>	
	YES <input type="checkbox"/> , please specify:	NO <input type="checkbox"/>

B- Operational Information

Date of 1st Operation				
Type of Operation	PAX Scheduled Operation	YES <input type="checkbox"/>	No <input type="checkbox"/>	
	Cargo Scheduled Operations	YES <input type="checkbox"/>	No <input type="checkbox"/>	
	Charter operations	YES <input type="checkbox"/>	No <input type="checkbox"/>	
		PAX	YES <input type="checkbox"/>	No <input type="checkbox"/>
		Cargo	YES <input type="checkbox"/>	No <input type="checkbox"/>
	Total number of PAX last year			
	Total volume of Cargo shipped in Tonnes last year			

Operations Data – Previous Year		
	International	Domestic
Number of Scheduled Passengers		
Scheduled Cargo Lifted (tons)		
Scheduled Passenger Kilometers Flown		
Scheduled Available Seats Kilometers		
Scheduled Tons Kilometers Performed		
Scheduled Available Tons Kilometers		
Total Operating Fleet as end of previous year		
Destinations		
Airlines with whom you have code shares and Joint Venture Agreements		
Safety Certificate	Kindly provide a copy of the IOSA Certificate	

C- Objective of Participation

Partnership Interests	<i>Please indicate areas of interest for partnering with AACO:</i>
	<input type="checkbox"/> Participation at AACO General Assembly & Forums
	<input type="checkbox"/> Participation at AACO Joint Projects, <i>as explained in item D below</i>
	<input type="checkbox"/> Training Centers
	<input type="checkbox"/> AACO Publications and Database

D- Joint Projects & Value added areas:

<i>Please indicate which of AACO Joint Projects is of interest to your airline to possibly join:</i>
<input type="checkbox"/> Environment AACO follows up and lobbies on all regulatory, political and technical developments related to the environment. AACO also evaluates best means to protect the interests of member airlines within this framework. AACO, through its Environmental Policy Group which gathers all member airlines, focuses its work on four main lines of action: <ol style="list-style-type: none"> 1. Awareness: to continuously follow up on environmental developments related to aviation and distribution of these information to member airlines. 2. Policy: to work with all parties concerned to try to reach a global scheme to avoid the individual schemes imposed by states including the EU ETS, and secure within any global scheme certain principles that protect the interests of member airlines. 3. Solutions: to find practical cost effective solutions to member airlines for their compliance with the EU ETS through consultancy, the adoption of an electronic system for the monitoring & reporting of emissions and tonne-kilometer data. And to negotiate with external verifiers to verify the plans and reports as required by the EU ETS. 4. Lobbying: to lobby on various levels the positions and resolutions announced by UNFCCC and ICAO, with the cooperation of ACAC and IATA to protect the interests of our member airlines under any scheme for the reduction of aviation emissions.
<input type="checkbox"/> Global Distribution Agreement – Amadeus A joint cooperation between 13 member airlines and Amadeus launched in 2009. Through this global agreement, the National Marketing Company (NMC) in each home market of these member airlines caters for the market needs while bringing customer-oriented distribution technology to the travel agents. These airlines benefit from the intensive presence of Amadeus in their home markets, Amadeus' strategic technology partnership and rationalizing the distribution cost for them in the Arab region.

MRO

AACO members are currently seeking collaboration in the MRO field in an attempt to optimize their maintenance costs by jointly purchasing and managing aircraft parts, and jointly using MRO facilities in the Arab world when applicable. The project launching will comprise two steps, first to carry a consultancy study to assess the feasibility of the endeavor given its operational, managerial and legal dimensions and come out with an implementation plan, and second to launch the project if it turns out to be feasible.

Arabesk

A Network Cooperation Project launched in 2006 and consists of eight airlines that cooperate on aligning schedules, and linking networks and destinations. The group is developing a new work strategy by adding new creative components that will bring more revenue to the project through the expansion of project membership, developing partnership, and launching a number of add-on areas of cooperation that compliment the network cooperation base.

Booking Information Data

A Joint Purchasing and Analysis of Market Information Data Tapes project was launched in 2001, and comprised 7 member airlines, and was used by the carriers for sales, marketing and planning purposes. AACO is currently working primarily with IATA and various market intelligence and analysis providers to arrive at an extensive and unified database that brings together various booking data from multiple sources, and for all markets around the world whereby Arab airlines would be able to cost-effectively access this single database.

Joint Fuel Purchasing

- Consisting of 18 member airlines
- Purchasing Jet fuel through two tenders per year
- Covering the fuel requirements at the following regions: Africa, Europe, Middle East and Gulf for the contractual period from 1st January till 31 December; Far East, Canada, Americas and Australia for the contractual period from 1st July till 30 June.
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Joint Cooperation at Outstations

The objective of the project is to maintain and enhance the quality of services delivered to member airlines at outstations while addressing cost issues, as well as improving the contractual terms with various service providers.

The current Joint Ground Handling Agreements are with HAVAS in Istanbul and 10 other Turkish airports and with Flightcare Italy in Rome. The Board is constantly working on expanding the project to cover more stations as well.

□ AACO Regional Training Centers

Offering training services through a regional training center in Amman and a branch in Cairo, organizing annually a scheduled program for training course to be conducted at 5 major Arab Cities, AACO training centers as well provide In-house Training at the Airline's home base to save time and cost, also academic programs are available in cooperation with Helwan University, Egypt and Concordia University, Canada.

For more information please visit our link www.aaco.org/Training