

## Partner Airline Application

### A- Partner Information

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

### B- Operational Information

<b>Date of 1<sup>st</sup> Operation</b>				
<b>Type of Operation</b>	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			



الإتحاد العربي للنقل الجوي  
arab air carriers' organization

**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 & Joint Venture Agreements**

**Safety Certificate**      **Kindly provide a copy of the IOSA Certificate**

## C- Objective of Participation

<b>Partnership Interests</b>	<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"/> <b>Environment</b> <ul style="list-style-type: none"> <li>- AACO follows up on all regulatory, political and technical developments related to aviation and the environment on both global and regional levels. It also advocates the interests of member airlines. AACO handles environmental affairs through its Environmental Policy Group (EPG) which gathers environmental directors from all member airlines.</li> <li>- The scope of the EPG group is to follow up on environmental developments affecting the Arab airlines, advocate their common interest, exchange environmental information, provide environmental awareness, and provide cost effective solutions that would help AACO members in facing the environmental challenges.</li> </ul>
<input type="checkbox"/> <b>Future Distribution Strategies Task Force</b> <ul style="list-style-type: none"> <li>- Aims at studying and researching the latest technological developments related to distribution techniques that meet the consumer needs at all touch points, and provides optimal exposure and reach of member airlines' products.</li> <li>- It also aims at defining a comprehensive vision and formulating a strategy to deal with the distribution landscape beyond the year 2018 in light of the developments in this domain.</li> <li>- This Task Force is open to all member airlines.</li> </ul>
<input type="checkbox"/> <b>Aeropolitical Affairs</b> <b>Objective:</b> Bring awareness on global aviation regulatory affairs and defend the joint interests of AACO members.  <b>Modus Operandi:</b> <ul style="list-style-type: none"> <li>- Follow up on global regulatory affairs affecting AACO members</li> <li>- Advocate for the joint interests of AACO members when needed</li> <li>- Provide awareness through AACO to the members on global Aeropolitical affairs</li> <li>- Suggest solutions wherever applicable.</li> </ul>
<input type="checkbox"/> <b>Fuel Project</b>

- Consisting of 20 member airlines
- Purchasing Jet fuel through a yearly tender and through bilateral negotiations where the market is monopolistic
- Covering the fuel requirements at the following regions: Africa, Europe, Middle East, Far East, Canada, Americas, Australia and Gulf for the contractual period from 1<sup>st</sup> April till 31 March.
- The project aims at reducing the cost of purchasing fuel in order to consummate profitable savings.

#### **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 in the following domains:

- Ground Handling Services: Core of the project that addresses consolidating all ground handling services provided to operating member airlines at a particular outstation with prominent competent ground handler, if attainable and practicable
- Developments at outstations along with all related legislation
- Possibilities of cooperation in CIP lounges, check-in areas and other areas.

The current Ground Handling Agreements are with HAVAS in Istanbul and 20 other Turkish airports, Aviapartner in Rome, London Heathrow Terminal 4 with Azzura and Kuala Lumpur with KLAS and Malaysia airlines. The Board is constantly working on expanding the project to cover more stations as well.

#### **AACO Regional Training Centers**

The objective of AACO RTC is to provide AACO members a cost effective quality training, providing wide range of Aviation Courses, that maximize the performance of the human capital in the region such as Aviation Security, Safety, Cargo and Dangerous Goods Regulations, Airport and Ground operations, as well as selected Management courses in various management skills offered to its member Airlines, located in Amman main office and Cairo branch. To that end the RTC has been offering training in partnership with IATA, McGill University, Concordia University, the American University in Cairo (AUC) and many others.

AACO RTC also has adopted a strategy to promote customized in-house training activities that are cost effective which resulted in huge savings through training large numbers of airlines staff at their home base. RTC as well is offering consultancy services using the large available data base of Individual consultants and consultancy houses, at very competitive rates.