

**DEVELOPING A COST MODEL FOR RUNNING AN AIRLINE SERVICE**

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## SUMMARY

### DEVELOPING A COST MODEL FOR RUNNING AN AIRLINE SERVICE

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There are many problems facing the African airline industry, from high airfares to unnecessarily long travel times necessary for airlines to consolidate passenger traffic. From the NEPAD objective of improving accessibility within the continent, the following questions need to be addressed:

1. What is the basic minimum cost for providing an airline service on a given route?
2. Can the airfares on the market equally representative of this basic operating cost, sector length and passenger demand?
3. Can the operating costs for a route be designed optimally, such that the basic service is provided, moving air passengers from their origin to destination without compromising on the extra distances travelled, for example by choosing smaller cheaper aircraft for shorter routes?

The purpose of this study was to develop a model that would be able to estimate the cost of an airline service and analyse service level along a given route, giving various aircraft technical specifications and data relevant for different components of the cost structure.

Collecting literature necessary to understand route economics initiated the study, in the following areas:

- The costing structure of the airline service and its components.



- The information of the various components contributing to the cost including: equations, default values, technical data etc.
- Understanding the different aspects of the airline industry that affect the costs i.e. aircraft type, passenger demand, route competition, etc.

This was then narrowed down to the components of the cost structure to be focused on in the study. A review of the airline industry was done from available literature, giving insight to the operating cost components and the key determinants or indicators, which affect the operating costs.

The structure of the model was developed using the operating cost components to calculate the cost of running an airline service along a route. The cost structure adopted and the relevance of components was outlined.

The data from specified sources relevant in order for the model to compute the costs was collected and applied. In situations where the data was lacking, assumption and explanations were given. Model default values that were compiled and deemed necessary were chosen and justified, in light of their applicability to the model situation.

The results of the model were then used to analyse the route operating costs, suitable aircraft options and service analyses. Trends, graphs and tables were used to explain the above analyses, in terms of cost effectiveness, quality of service and aircraft choice. The model was then used to analyse the effect of the input components of distance and passenger number on; fleet size, operating costs and other aspects of the airline service.

Finally it was shown how the cost model could be applied to the analysis of route options for Africa (including trip generation, distribution and hubbing in which further research is required). Because of the number of assumptions in the model the results are useful in relative terms, but not necessarily in absolute terms. It compiles the operating costs and can be used to design an optimum transport service for any route within Africa.

**Key words:** African airlines, cost structure, operating costs components, cost model, aircraft types, passengers, sector distance, fleet size, route cost analysis, service indicators.

## ABSTRACT

### DEVELOPING A COST MODEL FOR RUNNING AN AIRLINE SERVICE

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The study involves, describing the nature of the airline industry, especially in the African situation with some of its problems being high airfares and inaccessibility within the continent. In order to address these problems an analysis of the minimal operating costs and challenging factors affecting route costs needs to be carried out. The aim of the study was to develop from first principles, a cost model to calculate operating costs along any route in the African continent. The costing of an airline service is reviewed through existing literature and a compilation of the structure, components and their equations and default values was done. A model structure to calculate these operating costs on a route is set up, while data is analysed to provide inputs to the model. The model is then applied to carry out an analysis of the type of service provided in terms of costs and service quality. Africa specific data is then included in the model in terms of passenger trips and sector distances and these are embedded into the model. The main conclusion drawn from the study was that this model could be used to design optimally an airline service based on operating costs using existing passenger demand and sector distance. The model was applied to a route within Africa and results showing how smaller capacity aircraft even though limited by maximum range are the most economical to run along routes when the frequency of flights is high.



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- d) The following persons; Jenny Gray, Sibusiso Mdlalose and Emmanuel Olekambainei, who introduced me to the ins and outs of the airline service industry in spite of all its political hiccups

## DECLARATION

I the undersigned do declare that the work that has been written and produced, is my own work, all work that has been quoted, is referenced, accordingly.



SSAMULA BRIDGET



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## LIST OF SYMBOLS

ACSA = Airports Company South Africa

ASK = Available seat-km

ATA = The Air Transport Association

A320-200 = Airbus A320-200 Aircraft

A340-200 = Airbus A340-200 Aircraft

B737-200 = Boeing 737-200 Aircraft

B737-400 = Boeing 737-400 Aircraft

B737-800 = Boeing 737-800 Aircraft

B747-200 = Boeing 747- 200 aircraft

B747-400 = Boeing 747-400 aircraft

B767-200 = Boeing 767-200 Aircraft

B767-300ER = Boeing 767- 300ER Aircraft

$C_{air}$  = Cost of one furnished airframe with spares (US\$)

$C_{am}$  = Cost per air mile

$C_{eng}$  = Cost of the engines installed in one airframe, and the spare engines together with the engine spares holding per airframe. (US\$)

$C_{equ}$  = Equipment (including radio and radar) installed together with the spares holding of equipment per airframe. (US\$)

$C_{ft}$  = Cost of Fuel per US gallon (US\$/US gal)

$C_{ct}$  = Cost of oil for turbine engines consumed per flight hour (US\$/quart)

$C_{ins}$  = Cost of insurance (US\$)

$C_{sd}$  = Cost per hour of the depreciation of the flight equipment (US\$).

$C_{total}$  = Total aircraft cost including engines (US\$)

D = Serviceable operating days in the year

Erj 135 JET = Embraer Erj 135-Jet aircraft

$F_{am}$  = Six minutes at best cruise procedure consistent with airline practice (no credit for distance), to allow for cruise (US gal)

$F_b$  = Block fuel (US gal)

$F_{cl}$  = Fuel to climb to cruise altitude. (US gal)

$F_{cr}$  = Fuel consumed at cruise altitude (US gal)

$F_d$  = Fuel required to descend including deceleration to normal approach speed. (US gal)



$F_{gm}$  = Ground manoeuvre fuel (US gal)

F50 = Fokker F50

GDP = Gross Domestic Product

GNP = Gross National Product

H = Usable hours in the operating day

ICAO = International Civil Aviation Organisation

IATA = International Air Transport Association

IRa = Rate/US\$ value (%)

$K_a$  = Airway distance increment

L = Depreciation period (years)

n = Number of flights per day

$N_e$  = Number of engines

NEPAD = The New Partnership for Africa's Development

R = Mean distance per route

$R_c$  = Distance to climb plus distance to accelerate from takeoff speed to climb speed. (Statute miles)

$R_d$  = Distance to descend including distance to decelerate to normal approach speed. (Statute miles)

$R_L$  = Labour Rate (US\$/block hour)

RPK = Revenue Passenger-km

$r_v$  = Residual value as a proportion of the fully equipped aircraft after the assumed life period (%).

SFC = Specific Fuel Consumption

T = Maximum Certificated takeoff thrust (Ibf)

$T_{am}$  = Time for air manoeuvre (min)

$T_b$  = Block time (hours)

$T_{cl}$  = Time to climb including acceleration from takeoff speed to cruise speed (min)

$T_{cr}$  = Time at cruise altitude (including traffic allowance)(min)

$T_d$  = Time to descend including deceleration to normal approach speed (min)

$t_f$  = Flight time (hours)

$t_g$  = Average ground time at transit and terminal points

$T_{gm}$  = Ground manoeuvre time in hours including one minute for takeoff (min)

$t_l$  = Average time lost during take-off, climb, and descent and taxi time

ToGWmax = Maximum certificated take-off Gross Weight (Kg)

U = Average utilisation per aircraft in revenue (block hours/year).

$V_b$  = Average block speed of the aircraft (km/hr)

$V_{cr}$  = Average true airspeed in cruise (mph)

$W_a$  = Basic Empty Weight of the Aircraft Less Engines (Kg)

X = Annual insurance premium rate (%)



## DEFINITIONS

**Aircraft-km** is the distance flown by an aircraft which is obtained by multiplying the number of flights performed on each flight sector by the sector distance.

**Aircraft utilisation** is the average number of block hours that each aircraft is in use. This is generally measured on a daily or annual basis.

**Available seat-km (ASKs)** obtained by multiplying the number of seats available for sale on each flight by the flight sector distance.

**Average aircraft capacity** is obtained by dividing an airline's total available tonne km (ATKs) by aircraft-km flown.

**Average sector length** is obtained by dividing an airline's total aircraft-km flown in a year by the number of aircraft departures; it is the weighted average of sector/sector lengths flown by an airline.

**Block time (hours)** is the time for each sector flight or sector, measured from when the aircraft leaves the airport gate or stand (engine on) to when it arrives on the gate or stands at the destination airport (engine off). It can also be calculated from the moment an aircraft moves under its own power until it comes to rest at its destination.

**Break-even load factor (percent)** is the load factor required to equate total traffic revenue with operating costs.

**Block speed (km/h)** is the average speed at which an aircraft will fly over a given sector. It usually takes into consideration the cruising, take-off and the landing speed.

**Cabin crew** refers to stewards and stewardesses.

**Degree of Freedom** this is a privilege that is given by one country to another before it can fly in and out of the country, or even before it can fly over a country before landing. These degrees range from the 1<sup>st</sup> the 8<sup>th</sup> degree of freedom, depending on the agreement between the countries.

**Flight or cockpit crew** refers to the pilot, co-pilot and flight engineer



**Length of passenger haul** the average distance flown by an airline's passengers. This is obtained by dividing the airline's total passenger-km by the number of passengers carried

**Operating costs per Available Tonne Kilometre (ATK)** is a measure obtained by dividing total operating costs by total ATKs. Operating costs exclude interest payments, taxes and extraordinary items. They can also be measured per Revenue Tonne Kilometre (RTK).

**Operating ratio (percent)** is the operating revenue expressed as a percentage of operating costs, sometimes referred as the Revex ratio.

**Passenger-km or Revenue passenger-km (RPKs)** is obtained by multiplying the number of fare paying passengers on each flight sector by the flight distance. They are a measure of an airline's passenger traffic.

**Passenger load factor (percent)** is revenue passenger-km (RPKs) expressed as a percentage of available seat-km (ASKs) on a single sector; this is simplified to the number of passengers carried as a percentage of seats available for sale.

**Payload capacity** total aircraft capacity available for the carriage of passengers, baggage, cargo or mail measured in metric tonnes

**Revenue tonne-km** obtained by multiplying amount of freight charged for weight in tonnes per km of distance travelled.

**Seat factor or passenger load factor** on a single sector is obtained by expressing passengers carried as a percentage of seats available for sale; on a network of routes it is obtained by expressing the total passenger-km's (RPKs) as a percentage of the total seat-km's available (ASKs).

**Slot** at an airport is the right to operate one take-off or landing at that airport within a fixed time period.

**Sector/sector distance** the air route or flying distance between two airports.



## 1 CHAPTER ONE: INTRODUCTION

Kane (1996) states that the airline industry provides a transport service for passengers and freight for an agreed price over long distances. It possesses the advantage that it is a safe and time saving means of travel and is most times the only effective link between continents. This industry is characterized by the following challenging factors:

1. Service industry in which no actual goods are exchanged.
2. Highly capital-intensive industry that needs large sums of money to operate.
3. High cash flow since the value of expensive aircraft depreciates over time.
4. Labour intensive with labour contributing a high percentage of operating costs.
5. Thin profit margins of about 1 to 2 percent annually.
6. Seasonality in passenger demand, such that airline revenue fluctuates throughout the year.

### 1.1 Background

The New Partnership for Africa's Development (NEPAD, 2002) objective is a pledge by African leaders based on a common vision and a firm and shared conviction of a new relationship of partnership in Africa as a continent. Its objective is to give impetus to Africa's development by bridging existing gaps in priority routes in order to enable the continent to catch up with developed parts of the world (NEPAD, 2002). The field to be addressed in light of the above objective is the airline industry in Africa

Apart from the crucial characteristics of the airline industry stated above, the African aviation industry has been going through some significant changes. These were mainly brought about by the fact that historically airlines were being run by governments, but due to a lack of funding they have been privatized.

The chairman of the African Airline Association (AFRAA, 2000) states that the modernization of fleets has been forced on the airlines by the stricter noise and safety regulations and the need to improve Africa's air transport services and industry. After the September the 11<sup>th</sup> 2001 attack on the World Trade Center in New York, stricter aircraft security standards were enforced putting a strain on airlines especially in Africa. With all of the above financial and management problems, privatization of airlines and foreign alliances has been adopted for several African airlines but with only a few successes. There are few investors interested in airlines, which continually operate at a loss.



## 1.2 Problem statement

There are many problems facing the African airline industry including; privatization, stricter aviation regulations, lack of funding, etc. the problems that will be focused on in the study are highlighted from the issues below:

1. It costs the same amount of money to fly from Johannesburg, South Africa to Entebbe Uganda, as it does to fly to from Johannesburg to London Heathrow. Granted the airline industry has many factors that determine the cost of flying a route, depending on passenger demand, route distance, etc. For the purpose of accessibility within a continent with a vision to encourage trade and development within a continent, airfares within the same continent should not be so over-priced.
2. Some of the non-African airlines flying to destinations within the Africa continent have created hubs in Europe to build passenger volumes, increasing passenger-km. This has discouraged air traffic movement within the continent. For example for a long while direct routes to West Africa were minimal, and entailed hubbing either in North Africa or Europe, for connecting flights to African destinations.

From these issues, the following questions need to be addressed, to bridge the gap within countries in the African continent.

1. What is the basic minimum cost for providing an airline service on a given route? Can the airfares on the market equally representative of this basic operating cost, sector length and passenger demand?
2. Can the operating costs for a route be designed optimally, such that the basic service is provided, moving air passengers from their origin to destination, without compromising on the extra distances travelled?

## 1.3 Purpose for this study

In light of the above issues, the aim of this study will be to develop a model to calculate the cost of running an airline service, along a route in Africa. This model will be developed from existing cost information, in such a way that the operating costs of running this service along any given route can be calculated for the African region, as a way forward to integrate the continent.



## 1.4 Scope of study

The main objective of the study is to develop a cost model, while the specific activities include:

1. To review the literature to understand airline route costing and analyse cost structures.
2. To develop a model structure that will calculate the cost of flying a route.
3. To collect and modify relevant data, default values and component equations needed in the model.
4. To assess the model's ability to cost an air transport service.
5. To apply the model to cost different routes within the African region.

## 1.5 Limitations

From the data available, a route cost model based on passenger volumes will be obtained. Degrees of freedom i.e. the altitude of cruising allowed for specific countries, airport capacities, flight weekly frequencies as specified by authorities, time slots, environmental issues on noise and pollution, and the politics surrounding the airline business, will not be considered.

The airline service will be designed as a traditional passenger airline service -from its origin to destination. It is therefore not a specialized modern airline such as a low cost carrier or freight carrier.

## 1.6 Methodology

The methodology includes the following components:

1. Develop an understanding of costing an airline service, in terms of structure and relevant determinants.
2. Set up and develop a logical model structure, explaining the input, output and calculation components to cost the route service.
3. Collect and analyse data needed to develop the cost model and where information is lacking, assumptions will be made for parameters in the model.
4. Apply the parameters and relevant equations to calculate operating costs for a route.
5. Analyse the model in its ability to cost an airline service along a route and as a transport service.
6. Apply the model to the Africa situation, with the possibility of creating a network.



## 1.7 Organization of the report

This report consists of the following chapters:

1. Introduction

This chapter gives an overview of what is to be expected in the study, giving the background of the study, the problems to be addressed, specific objectives and the methodology to be followed.

2. Airline Route Costing

This chapter compiles all the available literature on the cost components and structure to be considered, when looking at operating costs of an airline service. The factors that affect the route operating costs are also discussed. The cost structure to be adopted in the model is finalized.

3. Model Structure

The structure of the model to be developed is generated and relevant equations compiled in a systematic structure to calculate the operating costs for a given route.

4. Data Collection and Analysis

Sources of data, component equations and default values relevant in calculating the operating costs of an airline, are compiled. Where data is lacking the assumptions made were justified.

5. Model Analysis

The model is then analysed in such a way that it can be used to calculate route-operating costs and be used to determine the type of service being served along a route.

6. Model Application

The results from the model are then used to gauge whether it can be applied to create an economically efficient transport service along the route.

7. Conclusions and Recommendations

The conclusions drawn from the study are compiled, giving inferences and recommendations compiled in the study.



## 2 CHAPTER TWO: AIRLINE ROUTE COSTING

### 2.1 Overview

This chapter uses the literature review to highlight the different airline cost structures, in order to understand the cost breakdown. The components that will be used in the model will be discussed in this chapter. The relevant data to be collected and equations to be used will be formulated.

The rest of the chapter will elaborate on the factors that are crucial in airline management to control operating costs for the purpose of understanding airlines' route and service economics.

### 2.2 General structure of airline costs

#### 2.2.1 Introduction

Doganis (1989) states that the costing of an airline service is an essential input to many decisions taken by airline managers, as to whether to run a service along a given route and whether it will be profitable. The way the costs are broken down and categorized will depend on the purpose for which they are being used.

Kane (1996) outlines the three purposes for cost information in airline planning as:

1. Airlines require an overall breakdown of their total expenditure into different cost categories as a general management and accounting tool. They need to show a general breakdown of costs to show cost trends over time, to measure the cost efficiency of particular functional areas (such as flight operations or passenger services) and ultimately to enable them to measure their operating and non-operating profits or losses.
2. An assessment of costs is essential in evaluating investments either in a new aircraft, route or service.
3. Cost identification is crucial in the development of pricing policies and pricing decisions.

#### 2.2.2 Standard structure

Doganis (1989) states that world wide in the airline industry there tends to be a standard approach in the categorization of costs for general management use.



Airline accounts are generally divided into operating and non- operating categories, so as to identify and separate out as non- operating items all those costs and revenues not directly associated with the operation of an airline's own air services.

### 1) Non- operating Items

Doganis (1989), defines the ICAO breakdown for Non -Operating Items as shown below:

- 1) Gains or losses arising from retirement of property or equipment, both aeronautical and non-aeronautical. These arise from the difference between the depreciated book value of an item and the value that is realized, when an item is sold off.
- 2) Interest paid on loans, as well as any interest received from bank or other deposits.
- 3) All profits and losses arising from the airline's affiliated companies, some of which may be directly involved in air transport. This item, in some cases, may be important in the overall financial performance of an airline.
- 4) Other items which do not fall into the three previous categories, such as losses and gains arising from foreign exchange transactions or from sales of shares or securities.
- 5) Direct government subsidies or other government payments.

### 2) Operating Items

The operating items will then be grouped as those sources of income and revenue that are directly associated with running of the airline service. According to airline accounts these items are further subdivided into direct operating and indirect operating costs.

#### I. Direct Operating Costs

These include all those costs, which are associated with, and dependant on the type of aircraft being operated and which would change if the aircraft type were changed. Stratford (1973) divides the direct operating cost into elements including:

1. Standing Costs, including depreciation of the capital invested in flight equipment as well as the insurance and interest associated with the flight equipment.
2. Flying costs, including crew, fuel and oil, landing fees and direct maintenance and overhaul costs.
3. Other costs which would represent the special costs of significance to the particular exercise in hand.



**Note:**

Doganis (1989) specifically states that there are some items however, such as maintenance, administration or costs of cabin staff, which are categorized as direct costs by some airlines and as indirect costs by others. Furthermore, maintenance and overhaul costs cover not only routine maintenance and maintenance checks but also periodic overhauls and repairs. They encompass labour costs and expenses related to all grades of staff involved directly or indirectly in maintenance work. The costs of components and spare parts consumed are also included, as are the costs of workshops, maintenance hangars and offices.

**II. Indirect Operating Costs**

Doganis (1989), outlines that the indirect operating costs include the following:

1. Station and ground expenses, which are incurred in providing an airline's services at an airport other than the cost of landing fees and other airport charges, e.g. cost of ground handling and aircraft, passenger or freight servicing.
2. Cost of Passenger services whose largest single element is staff cost, including pay, allowances and other expenses directly related to aircraft cabin staff and other passenger service personnel. The second group consists of those costs, which relate directly to passengers like in-flight catering, and finally the premiums paid by the airline for passenger liability insurance and passenger accident insurance.
3. Ticketing, sales, commission and promotion cost; these include all expenditure, pay allowances, etc related to staff engaged in the above-mentioned activities.
4. General administrative costs; these are usually a small element of an airline's total operating costs, since overhead costs can be directly allocated to a particular activity.
5. Doganis (2001) summarizes the items, which are entailed in the operating costs in Table 1.

**Table 1: Components of operating costs**

<b>Direct Operating costs</b>	<b>Indirect Operating costs</b>
Cabin/ flight crew salaries and expenses	Station or ground costs
Fuel	Handling
Airport charges	Passenger Services
En route charges	Sales/ Reservations
Maintenance	Commission
Depreciation	Advertising/ Promotion
Aircraft Rentals	General Administration
Insurance	Other

Source: Doganis (2001)

### 2.2.3 Alternative structure

Stratford (1973) shows an alternative structure that can be used to differentiate cost components in terms of airline or aircraft, shown in Figure 1. Specific operating costs are sorted out in such a way that they enable management to minimise cost expenses in a manner that is appropriate for each component.

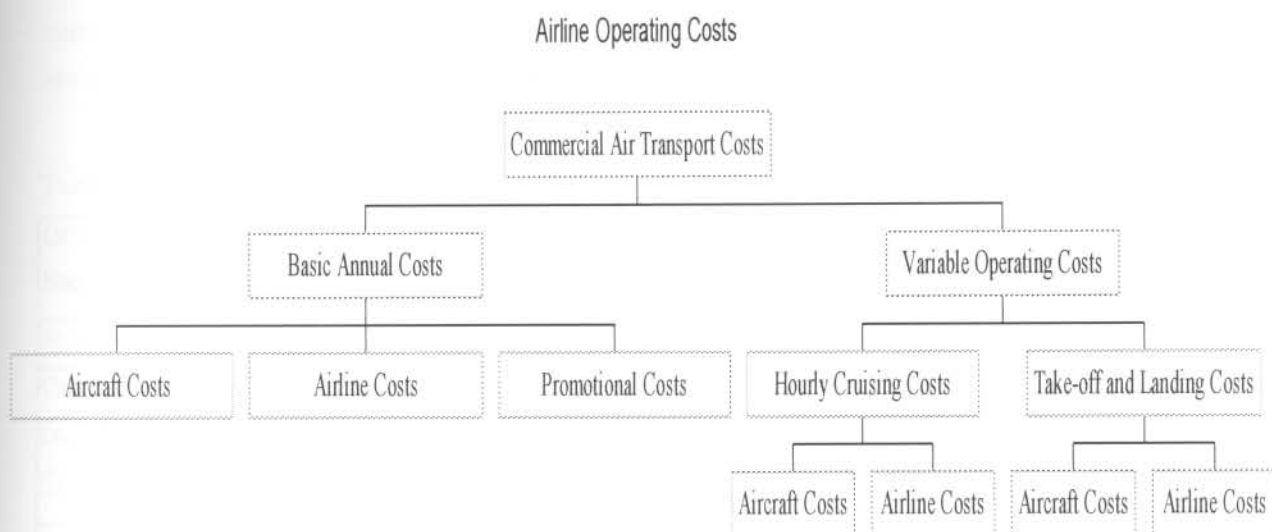


Figure 1: Flow Chart separating costs into airline and aircraft costs (Stratford, 1973)



## 2.2.4 Towards a structure for the cost model

Table 2 summarises the cost components of Doganis (1989) and Stratford (1973) for the purposes of this study, such that all components are included. The components are divided into standing costs, flying costs and other costs, to differentiate between direct and indirect operating costs. The costs are sub-divided depending on whether the costs are fixed whether the aircraft fly or not and variable, depending on the frequency of flying of aircraft and furthermore as to whether the costs are to be allocated to the aircraft or the airline.

Table 2: Cost structure to be adopted for the model

OPERATIONAL COST BREAKDOWN	Fixed costs		Variable costs	
	Aircraft	Airline	Aircraft	Airline
<b>Standing costs</b>				
Capital	♦			
Depreciation	♦			
Insurance	♦			
<b>Flying costs</b>				
Fuel and oil			♦	
Landing Fees			♦	
Airport and en-route charges			♦	
Direct Maintenance	♦			
Crew costs	♦			
Ground Handling				♦
<b>Other costs</b>				
Passenger Services				♦
Sales/ reservations				♦
Ticketing, sales and promotion		♦		
General administrative costs		♦		

## 2.3 Components of cost

### 2.3.1 Utilisation

Utilisation is defined as the average period of time for which the aircraft in question is in use, measured daily, monthly or yearly in block hours. The utilisation of an aircraft is an important factor that needs to be calculated, since most of the costs incurred by the aircraft are spread over how often the aircraft is utilised.

Most aircraft have a maximum annual utilisation for which they have been designed. Stratford (1973), shows that a number of variables influence the value of the total flight utilisation, which may be achieved by an aircraft. Many of the items are inter-related, in that the utilisation has to be calculated from the block time and the number of flights a day within usable operating hours as shown below:

The number of usable hours in an operating day (H) is calculated in Equation 2-1 as:

$$H = nt_f + (n-1) t_g \quad \dots\dots\dots 2-1$$

$$\text{And } t_f = (R/V_b) + t_l \quad \dots\dots\dots 2-2$$

- Where H     the usable hours in the operating day (must be <= 24hrs)
- n       the number of flights per day
- t<sub>f</sub>     the mean flight time per route
- t<sub>g</sub>     the average ground time at transit and terminal points
- R       the mean distance per route
- V<sub>b</sub>     the average block speed of the aircraft
- t<sub>l</sub>     the average time lost during take-off, climb, and descent and taxi

time.

The number of flights per day for a single aircraft is:

$$n = \frac{H}{t_f + t_g} \quad \dots\dots\dots 2-3$$

$$R/ V_b + t_g + t_l$$

And annual utilisation (hrs/year)

$$U = D.n.t_f \quad \dots\dots\dots 2-4$$

- Where       D     the serviceable operating days in the year



The ATA (1963) method presents the detailed Direct Operating Cost Equation. The costs are calculated as a cost per aircraft statute mile (Cam); however this can be converted such that the block hour costs are inclusive of the lost time at take off and landing.

$$\text{Block Hour Cost} = C_{am} * V_b \dots\dots\dots 2-5$$

$$\text{Flight Hour Cost} = C_{am} * V_b * t_b / t_f \dots\dots\dots 2-6$$

Where  $C_{am}$  = Cost per air mile  
 $V_b$  = Block speed (miles/hr)  
 $t_b$  = Block time (hrs)  
 $t_f$  = Flight time (hrs)

**Block Speed**

For uniformity of computation of block speed, the Equation 2-11 based upon a zero wind component is used:

$$V_b = R / (T_{gm} + T_{cl} + T_d + T_{cr} + T_{am}) \dots\dots\dots 2-7$$

Where  $V_b$  = Block speed in mph  
 $R$  = Trip distance in statute miles  
 $T_{gm}$  = Ground manoeuvre time including one minute for takeoff  
 $T_{cl}$  = Time to climb including acceleration from takeoff speed to cruise speed  
 $T_d$  = Time to descend including deceleration to normal approach speed  
 $T_{am}$  = Time for air manoeuvre  
 $T_{cr}$  = Time at cruise altitude (including traffic allowance)

$$T_{cr} = [(R + K_a) - (R_c + R_d)] / V_{cr} \dots\dots\dots 2-8$$

$R_c$  = Distance to climb (statute miles) including distance to accelerate from takeoff speed to climb speed.  
 $R_d$  = Distance to descend (statute miles) including distance to decelerate to normal approach speed.  
 $V_{cr}$  = Average true airspeed in cruise (mph)  
 $K_a$  = Airway distance increment due to extra distance that may be flown during the flight time. It's usually calculated as  $(7 + .015D)$  up to  $D \leq 1400$  statute miles, and  $K_a = 0,02D$  for  $D > 1400$  statute miles.



## 2.3.2 Capital costs

This being a highly capital-intensive industry means, a big portion of the operating costs are spent on the costs of acquiring the aircraft. The common costs incurred include depreciation, insurance and interest

### 1) Depreciation

The depreciation period is defined as the period during which an airline will be charged for the expense for the flight equipment losing its value over time. Kane (1996) defines depreciation, as the expense for depreciation of airframes, aircraft engines, airframe and engine parts, and other flight equipment for the time period over which the aircraft is in use.

Doganis (1989) states that airlines tend to use straight-line depreciation over a given number of years with a residual value between 0 and 15 %. The annual depreciation charge or cost of a particular aircraft in the airline's fleet depends on the depreciation period adopted and the residual value assumed.

The hourly depreciation cost of each aircraft in any one year can be established by dividing its annual depreciation cost by the aircraft annual utilisation.

Depreciation/hr can be calculated using Equation 2-9 from Stratford (1973), which uses the linear depreciation function, shown below:

$$C_{sd} = \frac{(C_{air} + C_{eng} + C_{equ}) * (1 - r_v)}{L * U} \dots\dots\dots 2-9$$

Where  $C_{sd}$  is the cost per hour of the depreciation of the flight equipment

$C_{air}$  is the cost of one furnished airframe with spares

$C_{eng}$  is the cost of the engines installed in one airframe, and the spare engines together with the engine spares holding per airframe.

$C_{equ}$  is the equipment (including radio and radar) installed together with the spares holding of equipment per airframe.

$r_v$  is the residual value as a proportion of the fully equipped aircraft and spares after the assumed life period (L years).

U is the average utilisation per aircraft in revenue block hours/year.



The Air Transport Association (ATA, 1963) states that the depreciation of the capital value of an aircraft is dependent to a large degree on the individual airline and the world economic and competitive conditions.

For the purposes of this formula, the depreciation periods in years (L) and the residual value for the aircraft and its components according to the ATA, are given in Table 3.

**Table 3: Depreciation and residual values for different aircraft types**

Aircraft Types	Depreciation Period (yrs)	Residual Value (%)
Subsonic Turbine Engine Aircraft	12	0
Supersonic Aircraft	15	0

Source: ATA (1963)

Note to Table 3: Financial accounting practice normally recognizes a residual value, however the amount is usually nominal. These values are applicable to complete aircraft, including the engines and all spares (ATA method).

Under the ATA (1963) method, the equation used to calculate depreciation in costs in US\$ per air mile (Cam) of the total aircraft including spares is given in Equation 2-10

$$C_{am} = (1.1C_{total} + 0.3 N_e C_{eng} / (L * U * V_b)) \dots\dots\dots 2-10$$

Where: C<sub>total</sub> = Total aircraft cost including engines (US\$)

C<sub>eng</sub> = Cost of one engine (US\$)

N<sub>e</sub> = Number of engines

L = Depreciation period (years)

U = Annual utilisation - block hours/year

V<sub>b</sub> = Average block speed of the aircraft (miles/h)

According to Doganis (2001), the economic life of an aircraft was formerly dependent on the strength and technical life of their various components and was unlikely to be affected by any new leaps forward in aircraft technology, that might make them obsolescent. But with time, in response to these two factors and to their worsening financial performance, airlines throughout the world changed. Doganis states that at the moment, airlines have tended to lengthen the depreciation period of their large wide-bodied jets to 14-16 years with a residual value of around 10 percent. For smaller short-haul aircraft the depreciation period is shorter, generally 8-10 years.

**2) Interest**

Interest rate is simply defined as the cost of borrowing money; it is given as a percentage value that is applied to the outstanding loan. The airline industry being highly capital intensive means that this component should be included. The interest rate is set depending on the economic conditions i.e.



inflation, bank lending rates, forex rates, etc in the country where the loan is acquired.

Since this study is cutting across various countries with widely varying economic conditions, an interest rate chosen should be representative of majority of the African countries, i.e. the rate at which Development banks, or the World Bank lends money. This value would be more representative than the rates at which financial lending institutions like commercial banks lend money to an individual.

### 3) Insurance

Insurance is an annual amount of money paid each year, in case of any risks that may be incurred to the aircraft during its service life. These include fire, hijacking, theft, etc.

Doganis (1989) states that the insurance of the flight equipment shows that the insurance premium paid by an airline for each aircraft is calculated as a percentage of the full replacement price.

The annual premium may range between 1,5-3% depending on the airline, the number of aircraft it has insured, and the geographical areas in which the aircraft operates. The annual premium is converted into an hourly insurance cost by dividing it by the projected annual aircraft utilisation that is defined as the total number of block hours that each aircraft is expected to fly during the year.

Stratford (1973) shows that it is standard practice to make an allowance for insurance as part of standing costs of operation, since these costs are high. Thus the cost insurance per hour ( $C_{ins}$ ) on the total cost of equipped aircraft and spares, at a rate of  $x$  percent, and annual utilisation  $U$  is given by:

$$C_{ins} = (x * C_{total}) / U \quad \dots\dots\dots 2-11$$

Where:  $C_{total}$  = Total cost of aircraft, engine and equipment.  
 $X$  = Annual insurance premium rate

The insured value rate is assumed to cover 100% of the initial price of the complete aircraft

$$C_{am} = (Rate/US\$ Value) (Aircraft Cost) / (Utilisation)$$

$$C_{am} = IRa * C_{total} / (U * V_b) \quad \dots\dots\dots 2-12$$

Where:  $IRa$  = Rate per US\$ value  
 $C_{total}$  = Total aircraft cost including engines (US\$)  
 $U$  = Annual utilisation - Block hours/year  
 $V_b$  = Block speed (air miles/h)



### 2.3.3 Fuel and oil

Doganis (1989) states fuel as another major element in the cost of flight operations. The consumption of fuel varies considerably from route to route in relation to the sector length, the aircraft weight, wind conditions, cruise altitude and so on. Thus the hourly fuel cost tends to be even more of an approximation on a route-by-route basis. Fuel costs include all relevant taxes levied by the specific government.

The ATA (1963) method refers to the amount of fuel needed by the aircraft during the block time, as the block fuel whereby block fuel is comprised of the following components, all of which use varying amounts of fuel, and the summation of which will be the block fuel:

$$F_b = F_{gm} + F_{am} + F_{cl} + F_{cr} + F_d \quad \dots\dots\dots 2-13$$

Where  $F_b$  = Block fuel in US gallons

$F_{gm}$  = Ground manoeuvre fuel based on fuel required from engine on to take-off at runway assumed to be 14 minutes + 1 minute at takeoff thrust or power.

$F_{cl}$  = Fuel to climb to cruise altitude including that required for acceleration to climb speed.

$F_{cr}$  = Fuel consumed at cruise altitude (including fuel consumed in 20 statute mile traffic allowance and allowance for airway distance increment  $K_a$ ).

$F_{am}$  = Six minutes allowed for air manoeuvre from cruise altitude to altitude when aircraft begins descent.

$F_d$  = Fuel required to descend including deceleration to normal approach speed.

#### Reserve Fuel

The reserve fuel is the amount of extra fuel besides block fuel in the tank that should be used for emergency procedures. The ATA (1963) method also elaborates on reserve fuel depending on the distance and type of aircraft. The emergency procedures are in excess of minimum Federal Aviation Regulations and are representative of airline operational practices. This excess is not related to safety requirements. The maneuvers specified in this study will only look at those for international flights within Africa and not domestic flights within countries.

Reserve fuel is needed to perform the following maneuvers, for international flights:

- (1) Fly for 99% maximum range of aircraft, for 10% of trip airtime at normal cruise altitude, plus the fuel flow for end of cruise taking into account landing weight at specific speed.
- (2) Exercise a missed approach and climb out at the destination airport, fly to an alternate airport 174 statute miles distant.



- (3) Hold for 30 minutes at alternate airport at 15,000 feet altitude.
- (4) Descend and land at alternate airport.

**Fuel consumption**

Block fuel calculated in Equation 2-14, is the amount of fuel used up at the block time, as a product of fuel consumption given in terms of volume (US gal/hr) in Equation 2-15. The weight of fuel being consumed at climbing, descending and cruising is determined by the following factors; engine thrust, Specific fuel consumption (SFC), and the number of engines, using the formula in Equation 2-16. Airliners.net (2004) in discussions quotes that the fuel consumed at cruise is dependent on cruise thrust and cruise SFC, while the fuel at climbing, also depends on climbing thrust and the engine SFC. The volume of fuel consumed can then be obtained by dividing the weight of fuel consumed by the fuel density, in Equation 2-15.

$$F_b = F_v \times t_b \quad \dots\dots\dots 2-14$$

$$F_v = F_w / F_d \quad \dots\dots\dots 2-15$$

$$F_w = SFC \times T \times N_e \quad \dots\dots\dots 2-16$$

Where  $F_b$ = Block Fuel (US gal)

$F_v$ = hourly consumption of fuel (volume) (US gal/hr)

$F_w$  = Hourly Consumption of fuel (weight) (lb/hr)

$F_d$  =Fuel Density (lb/US gal)

SFC = Specific fuel Consumption (lb/lbfhr)

T = Thrust at (lbf)

$N_e$  = Number of Engines

**Oil consumption**

Oil consumption is negligible, so rather than calculate it on a route basis an hourly figure for oil consumption for an engine type, for a given number of engines for the aircraft flying a sector, for the given block time is used

A volume ratio of fuel to oil is specified for the proper operation of an aircraft engine, and will be applied in the model to calculate the volume of oil consumed per block hour. The two data sources that give a fuel: oil ratio is given in Table 4, and the default ratio that will be used in the model will be specified

**Table 4: Fuel to oil ratio**

Engine	Fuel: oil ratio	% Lubricant mix	Data Source
--------	-----------------	-----------------	-------------





Simjet miniature	25:1	4	Rolls Royce (2003)
Aj/TJT-3000	20:1	5	Turbine design (2002)

Turbo jet technologies ratio will be used because it is specified for an actual turbo jet engine being used in the market today, while the Simjet is an engine used for miniature jets. This implies that for whatever volume of fuel is consumed per block hour, a 20: 1 ratio will be used to calculate the volume of oil, in US gallons that will be changed to quart by multiplying it by 4.

The ATA (1963) formula for calculating cost of fuel and oil per air mile is stated below, assuming the factor 1.02 in equation 2-17 caters for the 2% factor of reserve fuel.

$$C_{am} = 1,02 * (F_b * C_{ft} + N_e * 0,135 * C_{ot} * t_b) / D \quad \dots\dots\dots 2-17$$

- Where:  $F_b$  = Block fuel Volume (US gal)
- $C_{ft}$  = Cost of Fuel per US gallon
- $C_{ot}$  = Cost of oil for turbine engines consumed per flight hour (US\$/US gal)
- $N_e$  = Number of engines installed
- $D$  = Sector Distance

This formula will be altered and converted to cost per block hour, in order to be applied.

$$C_{ah} = 1,02 (V_f * C_{ft} + 0, 135 * C_{ot} * V_o) \quad \dots\dots\dots 2-18$$

- Where:  $V_f$  = Block fuel Volume (US gal/hr)
- $C_{ft}$  = Cost of Fuel per US gallon
- $C_{ot}$  = Cost of oil for turbine engines per quart
- $V_o$  = Block oil Volume (US gal/hr) =  $(1/20) * V_f$

**Fuel and oil prices**

Emery (2002) states that fuel, especially in the African aviation industry, is still an important operating cost for airlines and currently makes up about 10 percent of direct operating costs. Furthermore, he states that the price of jet fuel fluctuates according to world oil prices and currently the price is about 80 US cents per US gallon.

The difference in percentage make up of fuel prices in the world to day could be attributed to many changes in supply, demand, market prices and the availability on the world market.

Emery (2002) states that for aviation in Africa, fluctuations in the home currency of each country, and government taxes, can have a significant impact on profit since fuel is paid in US dollars.

The particular concern in Africa is airport location, IATA has set up a fuel trade panel whose duties



are to ensure reliable fuel supply at all international airports and minimise taxes and user charges on aviation fuel. Table 5 shows what elements, are comprised in the cost of fuel:

**Table 5: Aviation fuel make-up cost**

Cost	US cents/ US gallon	Notes
Fuel	80	Varies by distance from refinery or sea
Government Taxes	5	Varies
Fee for storage facility throughout	2	Much less at large storage facilities
Hydrant Use fee	0,5	
Into-plane fuel loading (refueller charges)	2	
<b>Total in-plane cost</b>	<b>89,5</b>	

Source: Emery 2002

Turbo-jet Technologies (2002), gives the cost of oil used in turbo jet engines; the price of oil is given in units of US\$/quart as 0,233. The price to be used per US\$ per US gallon will be 0,932 for the model.

### 2.3.4 Airport and en-route charges

Stratford (1973), states that the landing fee is an item included as a direct operating expense and is of significance in actual and comparative aircraft cost estimates. The fees are based on the gross weight of the aircraft, but a number of exceptions to this exist and international flights and short sector flights are in some cases liable to special rates.

Doganis (1989) adds that airport charges normally include two elements; a landing fee and a passenger charge; the former relating to the weight of the aircraft and the latter relating to the number of passengers disembarking from an aircraft. Most airports presently collect a fee directly from the passengers, termed the airport tax on departures and is included in the fare paid. The landing fee is usually paid directly to the airport by the airline as a separate charge. Kane (1996) states that the airport landing fees and rents worldwide have been rising at four times the rate of inflation in recent years, due to the fact that the airline industry has become a popular means of travel over the years.

Doganis (1989), states that en-route navigation charges serve to cover the cost of traffic control and navigational and other aids. They are imposed by civil aviation authorities and are related to the



weight of the aircraft and the distance flown over a country's airspace. Thus these levies are in essence a direct cost since they vary with the type of aircraft flown and distance travelled.

### 2.3.5 Crew costs

The flight crew costs include all costs associated with the flight and cabin crew including allowances, pensions, salaries, etc. They usually are the largest element in operating expenses. Doganis (1989), states that they can be calculated either on a route -by-route basis or are expressed as an hourly cost per aircraft type.

The latter case will be adopted for this study and calculated by multiplying the hourly flight crew costs of the aircraft type being operated on the route by the block time for the route

In 1963, the ATA derived costs from a review of several representative crew contracts. Based on this review, yearly rates of pay were arrived at which were used with welfare, training, travel expense, and crew utilisation factors to produce the crew cost equations shown in Table 6 (ATA, 1963).

**Table 6: Flight crew cost equations (ATA, 1963) (US\$/air-mile)**

Engine Type	Domestic Subsonic Aircraft		International Planes
	Two-Man Crew	Three-Man Crew	Three-man crew
<b>Turbo Jet</b>	$[0,00005 \text{ ToGW}_{\max} + 100] / V_b$	$[0,00005 (\text{ToGW}_{\max} + 135)] / V_b$	$[0,00005 \text{ ToGW}_{\max} + 200] / V_b$
<b>Turbo Prop</b>	$[0,00005 \text{ ToGW}_{\max} + 63] / V_b$	$[0,00005 (\text{ToGW}_{\max} + 98)] / V_b$	<b>For each additional member</b> $+ [35] / V_b$

Source: ATA 1963

Where  $C_{am}$  = Costs per air statute mile in US\$

$\text{ToGW}_{\max}$  = Maximum certificated take-off Gross Weight (lb)

$V_b$  = Block Speed (mph)

The equations from ATA are based on speed in statute miles per hour and the  $\text{ToGW}_{\max}$  in pounds, whereas the units for the model will be metric units. The crew cost equation values of speed will have to be changed to km per hour and the weight to be converted to kilograms. The crew cost equation that will be used in the model is shown in Table 7:

**Table 7: Crew costs per hour (US\$/flight hour)**

Engine Type	International Planes
	Three-man crew
<b>Turbo Jet</b>	$[0,0000225 \text{ ToGW}_{\max} + 200]$
	<b>For each additional member</b> $+ [35]$



### 2.3.6 Maintenance

The term "maintenance" as presented in the ATA method includes labour and material costs for inspection, servicing, and overhaul of the airframe and its accessories, engines, propellers, instruments, radio, etc.

There are two well-established procedures being used for the maintenance of aircraft, namely periodic and progressive. The use of either of these procedures is dependent on the policy set forth by the individual airlines and generally the costs will be approximately the same. All equations have been quoted as given by ATA that had no derivations of them.

The ATA remarked that the close study of operating statistics shows that the average cost of maintenance may be fairly represented as a function of weight, thrust, and flight cycles. Table 8 summarizes the equations to calculate maintenance and Table 9 compiles the items used to calculate maintenance and their respective equations:

**Table 8: Maintenance costs equations (US\$/air mile)**

Maintenance costs	Cost per air mile
Labour - Aircraft	$C_{am} = (KF_{Ha} * t_f + KF_{Ca}) * R_L / (V_b * T_b)$
Labour - Engine	$C_{am} = (KF_{He} * t_f + KF_{Ce}) * R_L / (V_b * T_b)$
Material - Aircraft	$C_{am} = (CF_{Ha} * t_f + CF_{Ca}) / (V_b * T_b)$
Material - Engine	$C_{am} = (CF_{He} * t_f + CF_{Ce}) / (V_b * T_b)$

Source: ATA (1963)

Where:  $R_L$  = Labour rate (US\$/block hr)

$W_a$  = Basic empty weight of the aircraft less engines (lb)

$V_b$  = Aircraft speed (mph)

$T_b$  = Block time (hr)

$t_f$  = Flight time (hr)

$C_{air}$  = Cost of complete aircraft less engines (US\$)

$T$  = Maximum certificated takeoff thrust (lbf)

$N_e$  = Number of engines

Table 9: Equation components

Item	Equation	Units
$CF_{Ha}$	$3,08 C_{air}/106$	Material cost (US\$/flight hour)
$CF_{Ca}$	$6,24 C_{air}/106$	Material Cost (US\$/flight cycle)
$KF_{Ce}$	$(0,3 + 0,03 T/103)$	Labour man-hours per flight cycle
$KF_{Ha}$	$(0,6 + 0,027 T/103)$	Labour man-hours per flight hour
$KF_{Ce}$	$0,05 * Wa / 1000 + 6, 630 / (Wa/1000 + 120)$	Labour man-hours per flight cycle (jets and turboprop)
$KF_{He}$	$(0,65 + 0,03 T/103)$	Labour man-hours per flight hour (turboprop)

Source: ATA 1963

Notes to Table 9: Labour - Aircraft (Excluding engines only). Material - Aircraft (Excluding engines only). Calculations of which are shown in Table 10. Labour and material- Engine (includes bare engine, engine fuel control, thrust reverse, exhaust nozzle systems, and augmentor systems, gear box but excludes the propeller on turboprop engines). The labour rate, in case used will be acquired appropriately for Africa's case.

Table 10: Material costs for aircraft

Types	Material cost per flight cycle ( $CF_{Ce}$ )	Material cost per flight hour ( $CF_{He}$ )
Subsonic aircraft	$0,02 N_e C_{eng}$	$0,25 N_e C_e$

Source: ATA 1963

Where;  $N_e$  = Number of engines $C_{eng}$  = Cost of one engine

According to all the maintenance equations that have been developed, there is a need for factors like labour rate, which varies significantly between African countries depending on the economic situation. In the literature review, maintenance of the aircraft is related to depreciation, which relates to the capital cost of the aircraft

### 2.3.7 Percentage allocation of costs

Table 11 gives the summaries of the percentage structures found in the stated references. Kane (1996) gives the Department of Transport (US) structure while the ICAO structure is given by Doganis (1989).

Kane (1996), states that labour costs are common to nearly all of those categories. When looked at as a whole, labour accounts for 35% of the airlines' operating expenses and 75% of its controllable



costs. Fuel is another major cost item (about 15% of total expenses). So are travel agents' commissions (about 10%). Commissions have been one of the fastest rising airline costs since deregulation, when they accounted for less than 5% of total costs. Another rapidly rising cost has been airport landing fees and rents, which have been rising at four times the rate of inflation in recent years. For world's airlines, user charges, which include airport charges and en-route facility charges, account for nearly 5 % of their total costs.

The difference in the percentage of allocation costs, between 1989 and 1996 is due to different operating structures between the Department of Transport of the US government and the international airline body ICAO. This would explain the different allocation of sub-components of operating costs, in different operating environments; ICAO takes into account all international member airlines and arrived at a general average structure.

**Table 11: Percentage distribution of operating Costs**

<b>Operating costs</b>	<b>Scheduled airlines of ICAO, 1982 After Doganis (1989)</b>	<b>Dept of Transportation US After Kane (1996)</b>
<b>Direct Operating Costs</b>		
Flight operations	41,7	28
Flight crew salaries / expenses	(7,3)	
Fuel and oil	(27,2)	
Air port and en-route fees	(4,7)	
Insurance and aircraft rentals	(2,5)	
Maintenance and Overhaul	9,8	11
Depreciation and Amortisation	6,8	6
<b>Total DOC</b>	<b>58,4</b>	<b>45</b>
<b>Indirect Operating Costs</b>		
Station to ground	10,8	25
Passenger services	9,1	
Ticketing, sales and promotion	15,5	18
General and administration	6,1	12
<b>Total IOC</b>	<b>41,6</b>	<b>55</b>
<b>Total Operating costs</b>	<b>100,0</b>	<b>100</b>

### **Sales, ticketing and promotion charges**

Doganis (1989) relates the sales, ticketing and promotion charges to those engaged in ticketing sales and promotion activities as well as all office and accommodation costs arising throughout these activities. The costs of advertising, marketing promotion, commission or fees paid to agencies for ticket sales also fall under this category.

In Table 11, Doganis (1989) shows that the percentage of costs that are allocated to ticketing, sales and commissions, amount to 15,5% of indirect operating cost. The ratio of percentages of ticketing, sales (15,5%) to direct operating costs (58,4%) can be used to calculate the item.

### **General administration**

In Table 11, Doganis (1989) gives the percentage that administration contributes to 6,1% of airline indirect operating costs. The ratio of percentages of general administration (6,1%) to direct operating costs (58,4%) will be used to calculate the cost for general administration.

### **Maintenance**

Table 11 shows the relationship between the costs of components from Department of Transport (US) (Kane, 1996) and ICAO (Doganis, 1989). The more detailed ICAO data from international member airlines reflects that insurance and maintenance amount to 2,5% and 9,8% respectively of the total operating cost of an airline service. This percentage ratio between insurance that is easily calculated, will be used to obtain the value for maintenance.

Stratford (1973) also shows the parameters and their economic units to be used in quantifying the costs in Table 12. The unit system that is quoted in the references is quite old so it will be used when quoting values and figures from references.

For the purposes of this study, the metric system will be adopted.

**Table 12: Economic units to quantify costs**

COST ITEM	UNITS
<b>Cruise performance data</b>	
First cost of complete aircraft	\$
Engine type, number and first cost	
<b>Spares cost per aircraft</b>	
Airframe	\$
Engine	\$
Radio/ Equipment	\$
Maximum all-up weight	lb
Basic operating weight with/ without special equipment	lb
Annual utilisation	Flight Hours/aircraft hours/block hours
Depreciation Period	Years
Residual Value	%
Insurance rate of flight equipment	% Per annum
Interest on Capital	% Per annum
<b>Basis of engineering costs</b>	
A) Airframe engineering costs	\$ Per block hour
B) Engine maintenance and overhaul costs	Man hours per annum
c) Equipment and component overhaul, mean attained period between engine overhauls	Hours
Maintenance labour rate	\$/ Direct man-hour
Crew costs (No. in crew)	\$/ Annum
Crew Utilisation	Hours/annum
Fuel costs	\$ Per flying hour
Landing fees	\$ Per landing

Source: Stratford (1973)

Notes to Table 12: Kilograms will be used instead of pounds for weight. Costs in US\$ will be given in block hours not in terms of labour hours

## 2.4 Aspects that determine route costing

### 2.4.1 Management control of costs

Doganis (1989) states that the variable operating costs, which may represent about 50 percent of total operating costs, which are broadly determined by the level of supply, that is the volume of output are decided upon by the management. This statement implies that management decisions in some of these variable operating cost components has an impact on the costs. Some of the components over which management has control, are outlined below.





## 2.4.2 Prevailing wage levels

Doganis (1989) states that labour costs have become a point of focus, because they have become the largest single cost element varying in extent from 15 - 40 percent. In addition, it is a major factor differentiating one airline's unit costs from another.

Hanlon (1999) states that the importance of labour costs in the overall cost structure of an airline is dependent on the interplay of two groups of factors, those relating to the relative costs of labour and those that determine the productivity of the labour. In other words labour costs depend on the unit cost of labour as an input and the amount of that labour that is required to produce a unit of output.

## 2.4.3 Fuel prices

The price of aviation fuel at any airport depends partly on the companies supplying the fuel and partly on the government concerned. Prices for fuel worldwide differ in distribution and handling costs, foreign exchange rates, etc. (Doganis, 1989)

Table 13 is an extract from Doganis (1989) that shows the fuel prices for different continents extracted from ICAO (1984b). He also states that the price of fuel is crucial for airlines since on any particular route it may represent as much as 40 percent of operating costs, though overall it accounts for one of the biggest portion of the total operating costs of many airlines.

**Table 13: Fuel prices on international scheduled services 1982**

Route Group	Average fuel or oil price paid. (US cents per US gallon)	Index (North America = 100)
Africa	163,9	184
South America	127,2	142
Asia/Pacific	118,8	133
Europe	117,0	131
North America	89,3	100

Source: Doganis (1989)

For the Africa situation, in Table 13, the price of fuel is 163, 9 while in Table 5 the price per US gallon is 89,5, this change is attributed to the year in which the data was collected. Table 13 quotes 1982 prices while the price in Table 5 is a 2002 quotation, which would be more representative.



#### 2.4.4 Route traffic density

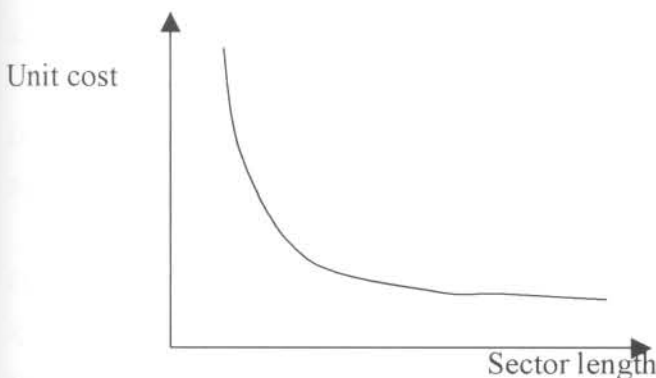
The main determinant of unit cost is route traffic density. In this context, density can be measured as the ratio of traffic to network size; i.e. passenger miles divide by unduplicated route mileage, or passenger miles divided by the number of cities served.

Doganis (2001) states that economies from route traffic density arise because greater density enables the airline to use larger aircraft. These are more efficient with lower costs per seat mile and/ or to operate at higher service frequencies, consequently at higher seat load factors, which lead to lower cost per passenger mile.

#### 2.4.5 Average sector length

Kane (1996) defines the sector length as the overall physical length of the route in miles. The greater the number of miles produced on a certain route by a given aircraft will tend to decrease the per-mile cost of operating the aircraft. The fixed cost, for a given flight will remain fixed regardless of the total miles flown. This fixed cost, spread over more miles, will result in lower fixed cost per mile.

Hanlon (1999) also states that higher block speeds and better fuel economies are achieved on longer routes. The hyperbolic relationship between unit cost and sector length, shown in Figure 2, is a fundamental characteristic of airline economics, and the airlines with the lowest cost per seat mile are those operating large aircraft over long sectors.



**Figure 2: Hyperbolic relationship between unit cost and sector length**

Doganis (2001) finds that for each aircraft type, the longer the sector length, which can be flown the lower the direct operating cost per available seat-mile, a relationship similar to the one shown Figure 2.

### 2.4.6 Average length of haul

The average length of haul is the average distance flown by passengers over an air carrier route. A route may be a thousand miles long, but if the average passenger disembarks after two hundred miles, his vacated seat may well remain empty for the remainder of the flight. Kane (1996) states that this can of course be prevented by non-stop flights, but these are not always possible especially if the air carriers must also serve intermediate points along the route.

Doganis (2001), states that many costs associated with sales, ticketing and the handling of passengers are related to the number of passengers rather than to the distance that each passenger travels with the airline on a particular journey. In other words, a passenger who buys a single ticket and travels 3 000km on an airline network will cost less to an airline than three separate passengers each traveling 1 000km. In the latter case, each of the three will impose individual ticketing and handling costs and the airline may have to pay a separate airport charge for each.

### 2.4.7 Load factors

Kane (1996) defines load factor as the percentage that revenue passenger-miles are of the seat-miles provided. A break-even load factor is computed for an aircraft type over any given route. It is equal to the percentage of the aircraft, which must be filled by passengers or other traffic in order for the airline to cover its direct operating costs for the flight. This point must obviously be reached before a profit can be achieved.

### 2.4.8 Aircraft type and characteristics

Doganis (1989) shows the influence of different aircraft characteristics that affect costs. Aircraft size, speed and range together determine a productivity curve of an aircraft and hence its unit cost.

From an economic point of view, the most important factors are the size of the aircraft; its cruising speed and the range or distance, which that aircraft can fly with a full payload. The significance of size, speed and range is reinforced, in that taken together they determine the hourly productivity of an aircraft, which in turn also affects unit costs. As a general rule, the larger the aircraft the lower will be its direct operating costs per unit of output (i.e. per tonne - km available or per seat- km).

Aircraft speed, through its effect on the hourly productivity of an aircraft, affects unit cost. Hourly productivity of an aircraft is the product of the payload and the speed, the greater the aircraft cruising speed the greater will be its output per hour.



Aircraft are designed to cater for particular traffic densities and sector lengths. Therefore, each aircraft type has different take-off and range characteristics and these in turn influence unit costs (See Chapter 5).

#### **2.4.9 Route competition**

Kane (1996) states that competition on the route due to other airlines or transport modes produces better airline service in the public interest. But in situations where there is not enough air traffic to support the airlines serving a route, it creates un-profitability because competition among these airlines leads to addition of expensive perks to attract the market. Competition for given routes is commonly caused by:

1. Creation of new air carriers
2. New routes of existing airlines into areas already being served by other airlines
3. Mergers of airline companies or route consolidations that monopolise market on routes and set minimum fares.

#### **2.4.10 Frequency of services**

High frequencies provide airlines with greater flexibility in schedule planning, thereby enabling them to increase aircraft and crew utilisation. Doganis (2001) states that airlines operating at low frequencies face the problem of what to do with their aircraft when they have completed the first round. Antolini (2002) states that on long haul routes high frequencies also enable airlines to reduce the length and cost of crew stopovers.

### 2.4.11 Demand for air travel

The three fundamental factors affecting passenger demand are incomes, fares and service levels. Broad estimates of aggregate elasticities imply that demand is highly elastic with respect to economic growth and fares and relatively inelastic with respect to service levels.

The components of air travel demand are co-related as shown in Figure 3:

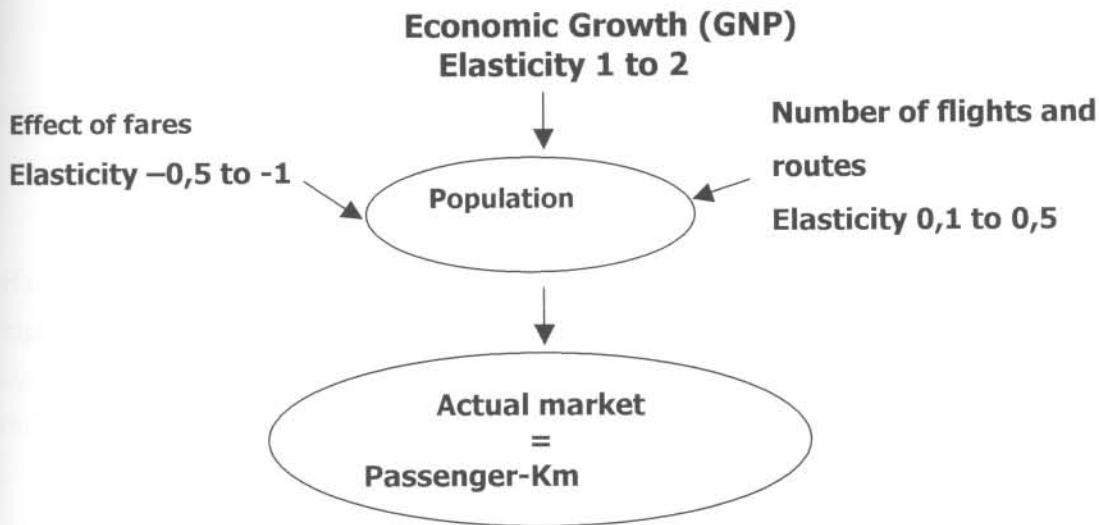


Figure 3: Factors affecting demand for air travel (Source: Hanlon, 1999)

Hanlon (1999) shows that the high-income elasticity can be seen in the short-term series relationship between economic activity and air travel demand. Although air travel tends to grow faster than GDP, it still follows very closely the cyclical pattern in GDP.

### 2.4.12 Marketing effect

Marketing expenditure serves two functions. One is to increase the airline's share of passenger demand and the other is to make that demand less price elastic. Figure 4 shows the original demand curve ( $D_1$ ) before anything is spent on marketing. On this schedule, if the fare charged by the airline is  $P_1$ , the number of passengers carried by the airline is  $Q_1$ . Following a marketing campaign, the demand curve shifts to the right and acquires a steeper slope ( $D_2$ ). The rightward shift allows an increased number of passengers  $Q_3$  to be attracted to the service at original price or the steeper slope enables the airline to raise the fare to  $P_2$  and still have a substantial increase in passengers to  $Q_2$ .



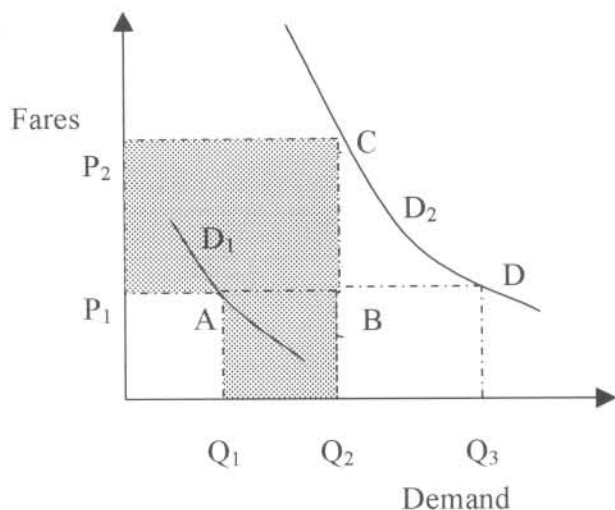


Figure 4: Demand curve for passenger demand (Source: Hanlon, 1999)

Hanlon (1999), concludes that the airline benefits both from an increase in passengers and from a higher fare per passenger; its total gain in revenue is either  $(P_2 - P_1) * Q_2 + (Q_2 - Q_1) * P_1$  if the fares are increased or  $P_1 * (Q_3 - Q_1)$  if the fares are kept the same. So long as this additional revenue is greater than the costs associated with the marketing campaign, the airline increases its profit.

## 2.5 Summary

From the literature it is evident that the structure shown in Figure 5, depicting the cost components, is the most logical method of developing the model. The operating cost component equations that are used in the model are classified as standing, flying and other costs.

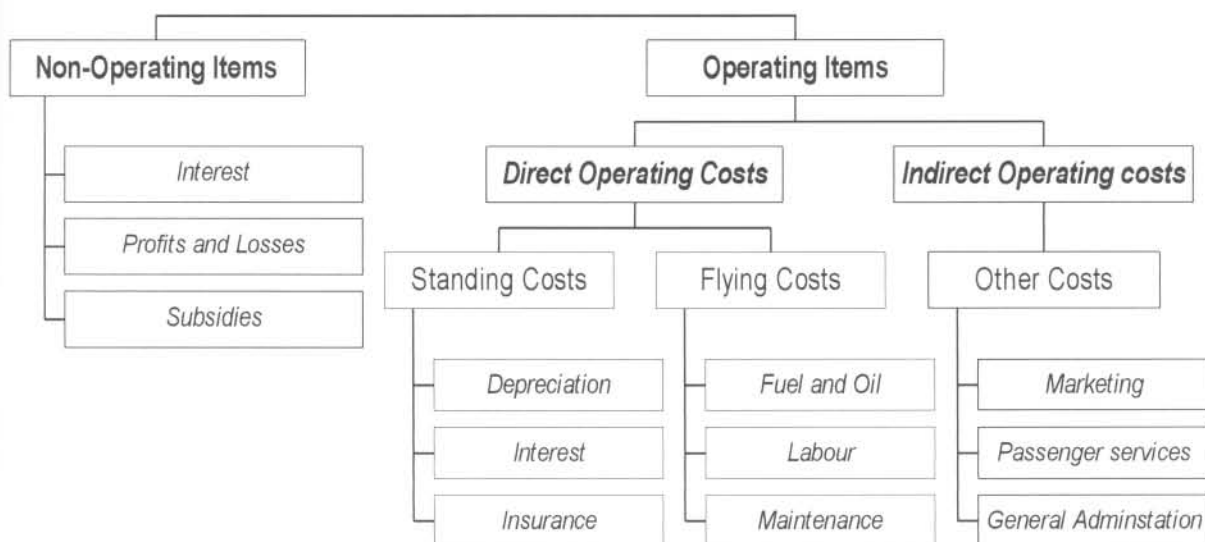


Figure 5: Airline and aircraft cost components



The operating cost component equations derived from the literature, that will be used in the model are classified as standing, flying and other costs. The equations to be used in the model are given in Table 14.

**Table 14: Equations used for cost model components**

COMPONENTS	EQUATIONS	Parameters
<b>Standing costs (per hour utilised)</b>		$C_{total}$ = total cost of aircraft +engine
Hourly Depreciation	$C_{total} (1-r_v)/L * U$	$r_v$ = residual value (%)
Hourly Insurance	$X * C_{total}/U$	$U$ = annual utilisation (hrs)
Hourly Interest	$i * C_{total}/U [1 - ((1-r_v)(L-1))/2L]$	$I$ =annual interest rate (%)
<b>Flying costs (per hour utilised)</b>		$L$ = life (years)
Fuel and oil (cruising & air manoeuvre)	$C_{ah} = 1.02 (V_f * C_{ft} + 0.135 * C_{ot} * V_o)$	$X$ =annual insurance rate
Direct Maintenance	9,8 / 2,5 ratio of insurance costs	$C_{ft}$ = cost of fuel (US\$/US gal)
Crew costs (3-man crew)	$[0,000225ToGW_{max} + 200]$	$C_{ot}$ = cost of oil (US\$/quart)
Additional members	$+[35]$	$V_f$ =Fuel volume consumed at cruising/ climbing (US gal/hr)
<b>Other costs</b>		$V_o$ = Oil Volume consumed at climbing/cruising (quart/hr)
Landing Fees per aircraft	Charges per weight * $ToGW_{max}$	$ToGW_{max}$ = max Take off weight (kg))
Parking Fees per aircraft	Charges per weight* $ToGW_{max}$	$T_b$ = block time (hrs)
Passenger Handling per passenger	Charges per Passenger * No of passengers	$V_b$ = block speed (km/h)
Ticketing, sales and commission	15,5% of operating costs	
General administrative costs	6, 1% of operating costs	

The aspects of operating costs that are key to lowering the variable operating costs include minimum and maximum frequency of flights, average sector length, block time, and the route traffic density. These will have to be analysed specifically in the model so as to design for an optimum service along a route.



### 3 CHAPTER THREE: MODEL STRUCTURE

#### 3.1 Introduction

The route cost model was developed as a Microsoft Excel spreadsheet to calculate the cost of an airline service for each given route, for a specified number of passengers, with a minimum service frequency and for a range of different aircraft modes. The structure of the model is described in this chapter in terms of the input component, the calculation component and the output component.

##### 3.1.1 Assumptions

The following assumptions were made in developing the model:

1. The data that has been collected has been found valid and referenced accordingly.
2. Calculations for the direct operating costs, which include standing and flying costs, are calculated in the rate of hours utilized annually, while other costs like passenger fees are calculated as per unit description.
3. A Flight for this cost model is defined as a return journey, made by any given aircraft on a route, otherwise all calculations are done using sector distance using one leg of the journey.
4. Passenger demand is given as the maximum volume of passengers along the route irrespective of the direction of travel.

##### 3.1.2 Flow chart

Figure 6 shows the flow chart, which comprises of the model that was developed. It gives the systematic layout of the calculations to be done and what information is input to give the output necessary. The model is composed of the following components:

1. The input module containing the characteristics of the route to be used, like distance, passenger numbers (section 3.2) and a data base for default values for each aircraft type like the cruising speed, (Chapter 4 and compiled in Appendix D).
2. The calculation module (section 3.3)
3. The output module (section 3.4)





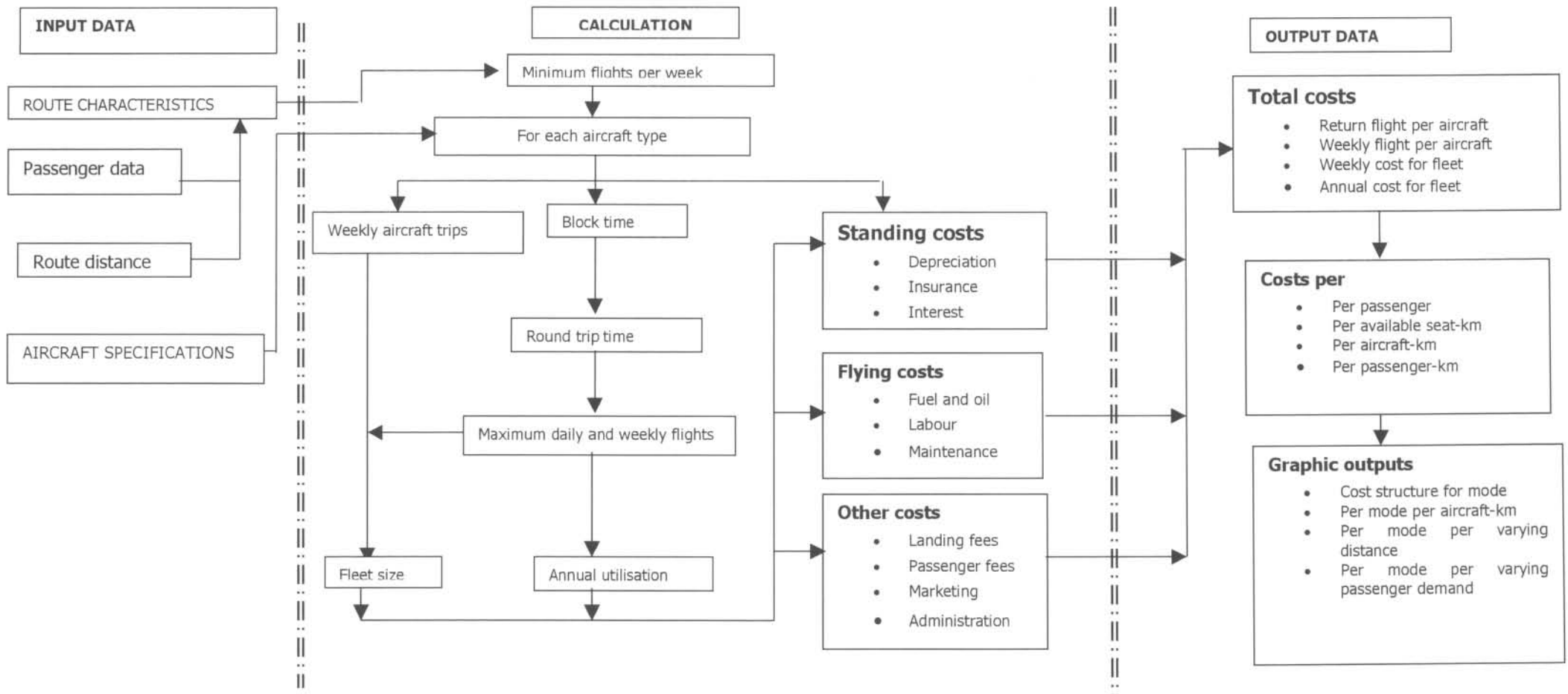


Figure 6: Model flow chart



## 3.2 Input module

All the data that serves as input to the model is included in the *Input Sheet*, while the aircraft default values and technical specifications are included in the *aircraft data*. The aircraft data, which includes aircraft technical characteristics like operating speed, default values, and data collected for each aircraft needed to calculate cost components is shown in Appendix D.

The user of the model can input the basic descriptors of the route, for which the cost is to be calculated. The sheet is set up in such a way that the automatic link will always have values and will use these default values, unless the model user decides to use alternative values in the “manual” cell.

### 3.2.1 Route description

The user of the model needs to specify the origin and destination countries, for the airline service that is being costed. Once the countries have been specified, the IATA Airport codes for the major international airports are linked automatically from the *demography* work sheet. These codes are important because, they are used to identify each airport.

#### Sector distance

The model user, will then be given the option of either using the automatic distance between the two specific airports, obtained by linking the *distance matrix* in a separate worksheet, or the user can input the actual distance manually.

The model will be set up in such a way, that the automatic link will always have values and will use these default values, unless values in the manual section are provided. When a value is filled in the manual section, it will be the input value used.

#### Passenger demand

The model assumes that the passenger volumes are equal in both directions. This demand is given in units of passengers/week. The weekly number of passengers can either be derived from the *trip distribution matrix* (See Appendix C) or input manually by the user. The time period used is a week because in the airline industry, the standard unit of time over which frequency is described is usually a week.

### Minimum service frequency

This is defined in the model as the minimum number of flights required to meet the weekly passenger demand. There may also be a limit to the number of flights that a given route can be assigned, either according to regulations, politics or preference of the model user.

### 3.2.2 Africa databases

The model, in order to be applicable to the Africa situation, includes a 50 x 50 airport distance and the air passenger matrix. These sheets have been included in Appendices B and C respectively. The model will be such that it automatically picks information specific to the route characteristics that the user inserts for the route described.

Figure 7 shows an example of the input sheet for passengers travelling from Entebbe, Uganda, to Johannesburg, South Africa. The distances and passenger numbers are all input from the database. The different aircraft types used in the model are discussed in Chapter 4.

SITUATION INPUT				
From	Country	Route	Codes	Column & Row No
Uganda	Uganda	Origin airport	EBB	18
To	South Africa	Destination airport	JNB	35
Passenger trips	Automatic	Manual		
Annual Passenger Numbers	31,150	90000		
Weekly Passenger Numbers	599	1,731		
Trip length (km)	Automatic	Manual		
Sector Distance	2,942	3000		
Modes	Abbreviation	Minimum service frequency		
		Automatic	Manual	
Embraer E75 JET	ERJ 135	47		
Fokker F 50	F. 50	31		
Boeing 737-200	737-200	14		
Boeing 737-400	737-400	11		
Airbus A320-200	A320-200	10		
Airbus A340-200	A340-200	5		
Boeing 737-200	737-200	10		
Boeing 767-200	767-200	7		
Boeing 747-200	747-200	5		
Boeing 767-300ER	767-300ER	5		
Boeing 747-400	747-400	5		

Figure 7: Input Sheet

### 3.3 Calculation module

This sheet does all the calculations in the model. It compiles all the default data, input data and aircraft specifications that are necessary to calculate each cost component, for each aircraft type. Below are a description of all the components that are used in the calculation sheet, and the basis of the equations to calculate them. An extract of this worksheet is shown in Figure 8.

#### 3.3.1 Route service characteristics

These characteristics describe the route over which the service is to be run and are used to calculate the sector flight time, frequency and utilization.

##### Minimum service frequency

These are the minimum number of passengers required to meet demand. It is calculated by dividing the passenger demand by the aircraft passenger capacity, and is found on the input sheet:

$$\text{Weekly aircraft trips} = \frac{\text{Weekly passenger Demand}}{\text{Aircraft passenger Capacity}} \dots\dots\dots 3-1$$

##### Sector distance

This sector distance is given in the *input module*, as the route length distance from origin airport to destination airport and will be used to determine the block time for the aircraft.

##### Block time

This is calculated as the time taken for a given aircraft mode to fly over the route length specified in the input sheet. The block time takes into consideration the lost time as the aircraft is taking off and landing and in essence described as time from “engine-on” until “engine – off”. The acceleration and deceleration time losses are assumed in the time specified for take-off and landing.

##### Round trip time

This time is different from block time in that it includes the entire time taken for a round trip. It includes the time taken for servicing and refueling before the aircraft can take off again at both ends. The duration of this service time, is taken as standard i.e. for larger aircraft, sufficient manpower is employed to achieve the same time as for smaller aircraft.

The flight time is calculated in the model using:



$$\text{Round trip time} = 2 (\text{Block time} + \text{servicing time}) \dots\dots\dots 3-2$$

**Maximum daily service frequency (supply)**

The supply that can be offered along this route is defined as the maximum number of flights a single aircraft can fly in a day. This is determined by the block time for a route length and regulations that specify how long any aircraft can fly per day, which is included in the usable operating hours for each aircraft. Value must be rounded-off downwards i.e. 4,7 flights = 4 flights. The daily flight frequency is calculated as:

$$\text{Number of flights} = \text{Integer value of } \left( \frac{\text{Usable operating hours}}{\text{Block time} + \text{Servicing time}} \right) \dots\dots\dots 3-3.$$

**Maximum weekly service frequency**

This is defined in this model as the number of flights that each aircraft can fly each week. This frequency is calculated by multiplying the maximum daily service frequency by the number of days in a week on which flying occurs. For a fixed schedule, where block time allows for only one one-way flight a day, the maximum weekly number of flights is 6 flights, as only 3 return flights per week with one aircraft are possible.

**Fleet size**

The fleet size, which will be needed to meet passenger demand, depends on the weekly frequency per aircraft and the standby fleet. The aircraft are assumed to be traveling the route at full capacity. There is a minimum and maximum frequency that an aircraft can fly, which is determined by the number of operating hours in a day, and the length of the flight. This is necessary, such that when any of the fleet is undergoing maintenance, there is an aircraft available. A stand by fleet of 2% is meaningless in respect of a fleet of less than 50 aircraft; but it implies that external aircraft could be leased or hired to account for this extra expense.

$$\text{Fleet size} = \frac{(1 + \text{standby fleet}) * \text{weekly one-way passengers}}{(\text{Aircraft capacity} * \text{maximum weekly frequency})} \dots\dots\dots 3-4$$

**Utilisation**

For the model, the utilisation period is considered weekly and annually for calculation of the operating costs. Weekly utilisation is calculated as the product of weekly flight frequency and block time while annual utilisation is also a product of weekly utilisation and number of weeks in a year.

$$\text{Weekly utilization (hrs / week)} = \text{No of flights / week} * \text{block hours / flight} \dots\dots\dots 3-5$$

$$\text{Annual utilisation (hrs / year)} = \text{weekly utilisation} * \text{weeks / year} \dots\dots\dots 3-6$$



### 3.3.2 Operating costs

The aspects that are crucial in determining the operating costs, like fuel costs, wage levels, frequency of service, average length of haul and traffic density, will all be taken into consideration in the model for a service that is supposed to run cost effectively. The equations for the cost components under flying, standing and other costs used in the model are given in Table 14.

Figure 8 gives an example of the calculation sheet that appears in the model in the order that the calculations are done in the way that has been described above. The operating costs, which include the standing, flying and other costs in the calculation sheet are calculated using the equations in Table 14 in Chapter 2. The calculations are for the input sheet shown in Figure 7.

	E	F	G	H	I	J	K	L	M	N	O	
	Erj 135	JET	F 50	737-200	737-400	A320-200	A340-200	737-800	767-200	747-200	767-300	747-400
<b>ROUTE CHARACTERISTICS</b>												
Weekly Passenger Demand (No)	1731	1731	1731	1731	1731	1731	1731	1731	1731	1731	1731	1731
Minimum service frequency (Demand)	47	31	4	8	10	6	10	7	6	6	5	5
Sector Distance (km)	3000	3000	3000	3000	3000	3000	3000	3000	3000	3000	3000	3000
Block time (hrs)	4.80	7.20	4.45	4.16	4.80	3.56	4.21	4.63	3.85	3.64	3.75	3.75
Round-trip time (hrs)	10.00	16.19	10.63	10.16	10.00	9.77	10.21	9.26	9.80	9.43	9.38	9.38
Maximum daily service frequency (Supplies)	3	2	3	3	3	3	3	4	3	4	4	4
Maximum weekly service frequency (Supplies)	21	14	21	21	21	21	21	28	21	28	28	28
Fleet size needed to meet demand (No)	3	3	1	1	1	1	1	1	1	1	1	1
Weekly utilisation (hrs)	192.27	223.09	62.28	45.96	41.01	23.31	42.98	28.21	23.11	23.67	23.67	19.31
Annual Utilisation (hrs)	10,024	11,661	3,328	2,532	2,165	1,243	2,387	1,467	1,262	1,189	1,189	983
<b>STANDING COSTS (per hr utilised)</b>												
Hourly Depreciation (US\$)	563	258	1,297	1,204	1,436	5,840	1,850	3,953	7,483	3,824	3,824	11,207
Hourly Insurance (US\$)	171	75	383	603	717	2,920	778	1,779	3,744	4,327	4,327	9,144
Hourly Interest (US\$)	81	60	623	601	1,190	4,516	1,183	2,752	5,731	7,521	7,521	8,723
<b>TOTAL STANDING COSTS</b>	815	393	2,303	2,708	3,343	13,276	3,811	8,484	16,958	16,672	16,672	29,074
<b>FLYING COSTS (per hr utilised)</b>												
Fuel (while climbing) (US\$)	166	113	533	492	475	1,151	498	988	2,260	1,134	1,134	1,345
Fuel (while cruising) (US\$)	261	177	818	757	747	1,808	782	1,521	3,982	1,783	1,783	3,058
Crew costs (US\$)	275	274	317	355	357	381	358	371	453	416	416	462
Direct Maintenance (US\$)	669	214	1,025	2,360	2,332	11,447	2,526	6,376	14,678	19,314	19,314	22,323
<b>TOTAL FLYING COSTS</b>	1,371	678	3,229	3,556	4,331	14,787	4,875	9,936	23,343	22,647	22,647	27,887
<b>TOTAL DIRECT OPERATING COSTS</b>	2,201	1,303	5,532	6,264	7,674	28,063	8,686	18,420	40,301	39,319	39,319	56,961
<b>OTHER COSTS</b>												
Landing Fees (US\$ per week)	811	341	4144	3872	3,690	7842	3,930	8,520	1118	1018	1018	9409
Parking Fees (US\$ per week)	462	395	293	259	259	532	253	465	672	525	525	172
Passenger Handling (US\$ per week)	10,325	10,325	10,325	10,325	10,325	10,325	10,325	10,325	10,325	10,325	10,325	10,325
Ticketing, sales and commission (per hr utilised)	584	346	1,479	1,776	2,031	7,446	2,176	4,759	10,079	11,956	11,956	14,132
General administrative costs (per hr utilised)	230	126	573	639	739	2,931	856	1,872	3,965	4,795	4,795	5,562

Figure 8 Calculation sheet for model

### 3.4 Output module

The output sheet, in Figure 9, gives the overall performance indicators for the service that has been specified, for each aircraft type. It gives the overall indicators that will be used to determine the costs for the route specified.

	B	C	D	E	F	G
	B737-200	F 50	737-200	737-400	A320-200	A320-200
<b>ONE-WAY TRIP COSTS</b>						
1 Aircraft suitability	Yes	No	Yes	Yes	Yes	Yes
2 Route Productivity	2,492.00	-	262.00	816.00	621.00	861.00
3 Standing costs	3,495	-	10,263	1,445	13,378	52,893
4 Flying costs	4,918	-	11,888	14,491	8,932	54,167
5 Other costs	3,593	-	11,957	1,668	13,073	44,433
6 <b>TOTAL COSTS</b>	11,906	-	22,322	27,605	42,443	151,486
<b>WEEKLY ROUTE COSTS</b>						
7 Standing costs	150,828	-	143,753	125,368	153,727	317,352
8 Flying costs	231,134	-	86,457	158,956	158,925	325,903
9 Other costs	168,408	-	142,331	123,351	130,727	266,536
10 <b>TOTAL COSTS</b>	550,370	-	472,541	407,675	443,379	909,791
<b>ANNUAL ROUTE COST</b>						
11 Standing costs	9,322,040	-	7,476,090	6,547,000	8,955,400	18,504,406
12 Flying costs	12,618,960	-	8,883,177	2,258,728	5,286,036	16,390,072
13 Other costs	8,787,268	-	7,461,224	6,674,276	8,797,780	13,862,980
14 <b>ANNUAL TOTAL COST</b>	26,728,268	-	23,820,491	21,480,004	22,939,216	48,757,458
<b>ROUTE COST ANALYSIS</b>						
15 Cost per aircraft kilometre	4	-	11	13	14	50
16 Cost per passenger assuming full capacity	322	-	243	224	236	514
17 Cost per passenger flying	323	-	261	218	245	529
18 Available seat kilometres	271,294,000	270,846,000	281,920,000	289,298,000	290,895,000	278,120,000
19 Cost per available seat kilometre	0.11	-	0.08	0.07	0.08	0.17
20 Passenger kilometre	270,000,000	270,000,000	270,000,000	270,000,000	270,000,000	270,000,000
21 Cost per passenger kilometre	0.11	-	0.09	0.08	0.08	0.18
22 Cost per hour utilized	2,303	-	7,269	6,985	10,248	36,924
<b>SERVICE PERFORMANCE INDICATORS</b>						
23 Weekly aircraft Efficiency (aircraft-km/aircraft)	47,600	-	43,000	33,000	30,800	8,500
24 Weekly service use intensity (pass/aircraft-km)	0.0123	-	0.0412	0.0524	0.0577	0.0962

Figure 9: Output Sheet

#### 3.4.1 Mode selection

Technical specifications are given that determine whether or not a given aircraft is equipped to fly over a given sector distance. The specifications that determine this are the maximum range over which any given aircraft can fly. These two conditions will determine what modes can be selected. In the output, only the values for those modes that are appropriate are provided.



### 3.4.2 Route productivity

Vuchic (1981) states that the route productivity is defined as the time efficiency within which work is performed. The cost per route productivity (cost / aircraft-km/hr) reflects the difference in speed at which the service is operated, in any of the above stated units. It is calculated in the model as the product of the fleet size of aircraft on a given route and the average cruising speed. In the model it is calculated as:

$$\text{Cost per Route Productivity} = \frac{\text{Cost / hour}}{\text{Fleet size} \times \text{Average speed of aircraft}} \quad \dots\dots\dots 3-7$$

### 3.4.3 Cost components

For this study, the costs are to be calculated for the different aircraft for each of the parameters below:

- Costs for a round trip
- Weekly cost per aircraft, based on the frequency to meet demand
- Weekly cost of route
- Annual cost of route

In order to evaluate the cost of providing the airline service along a route, it is necessary to calculate the following parameters:

- Annual aircraft-km
- Annual available seat-km
- Annual passenger - km
- Route productivity (seat-km / hr)

In the model, the following five cost indicators are calculated using these parameters:

- Cost / passenger-km
- Cost / aircraft-km
- Cost / seat-km
- Cost / passenger
- Cost / aircraft-km / hr





### 3.4.4 Cost per passenger-km

Passenger-km is the utilised output of a transport service, a performance indicator, giving a measure of utilisation of the transport service. Passenger-km is the product of the number of passengers carried and the route length during the specified time. The cost per passenger-km, is calculated as follows:

$$\text{Cost / passenger-km} = \frac{\text{Cost per given time period}}{\text{Passengers x km (for same time period)}} \quad \dots\dots\dots 3-8$$

### 3.4.5 Cost per available seat-km

The available seat-km represents the total quantity of service offered on the route and is defined as the product of annual aircraft-km and the aircraft capacity. Available seats in Equation 3-8 represent the passenger capacity for any given aircraft. The cost / available seat-km is a measure of the cost of providing the total quantity of service. This is calculated as follows:

$$\text{Cost / available seat-km} = \frac{\text{Costs per given time period}}{\text{Available seats x km (for same time period)}} \quad \dots\dots\dots 3-9$$

### 3.4.6 Cost per aircraft-km

Aircraft-km is defined as the total distance flown by all the aircraft in the fleet, during a given time period. The costs per aircraft-km give a measure of how suited a specific aircraft is for the given route. It is calculated as:

$$\text{Cost /aircraft-km (for a time period)} = \frac{\text{Operating costs for the time period}}{\text{Aircraft-km travelled (for the same time period)}} \quad \dots\dots\dots 3-10$$

### 3.4.7 Cost per passenger travelling

Cost/passenger travelling is calculated as the total operating costs for a given service, along a route as a measure of how many people are using the service. It should be noted that passenger demand is seasonal; as such different costs could be determined for different periods of operation. These costs are calculated as:

$$\text{Cost per passenger travelling} = \frac{\text{Operating costs for service over the time period}}{\text{Number of passengers in the same time period}} \quad \dots\dots 3-11$$



## **4 CHAPTER FOUR: DATA COLLECTION AND ANALYSIS**

### **4.1 Introduction**

This chapter is a compilation of all data that was used in developing the cost model. The default values that have been compiled from references are elaborated upon, in the first part. The second part of the chapter deals with the translation of the data, into a format that can be applied to the present study.

### **4.2 Model default values**

This information entails the background and discussion on which the specific values have been chosen.

#### **4.2.1 Depreciation period**

The depreciation period is the time within which an airline is charged for the expense of the flight equipment losing its value over time. The time that will be used in this study depends on the economic life of the aircraft and ever-changing technology, which may deem the aircraft obsolescent.

With this in mind, Doganis (1989) quotes that airlines have adopted a depreciation period of between 14-16 years for large wide-bodied jets and 8-10 years for smaller short-haul aircraft. For this study, average periods of 15 years and 9 years are used for the wide-bodied and small-bodied aircraft respectively.

#### **4.2.2 Residual value**

The residual value is a final worth of the total cost, of the aircraft at the end of its useful life; it is expressed as a percentage of the total cost.

The value quoted by Doganis (1989) as assumed by most airlines is 10 percent. This will be the residual value used in this study.



### 4.2.3 Interest rate

World Bank (2002), in the development indicator, especially for African countries, indicates that the interest rate, at which money is lent to governments, is 8%. This value used cuts across African countries with varying economic conditions i.e. foreign exchange rates, inflation, etc.

### 4.2.4 Annual insurance rate

The insurance premium paid out for each aircraft is calculated as a percentage of the full replacement price. This of course depends on the number of factors, which may include the number of aircraft, security and risk factors involved, geographical location, etc.

Doganis (1989) quotes that the value may range between 1,5-3 percent. As a measure to cut across African countries varying economic and security conditions, the annual insurance rate has been selected as 3 percent.

### 4.2.5 Lost time

There is a lot of time which the aircraft loses that is included in the block time, which is defined as the time from engine on to engine off. This time depends on factors like the traffic at origin and destination airports, weather conditions, mechanical state of the aircraft, size of the aircraft, security reasons, etc. The components of lost time are elaborated on below.

#### Ground manoeuvre time

This is defined as the sum of the time from when the engine is started up to take-off time at departure and the time taken from landing to the time the engine is switched off at arrival. This time depends on the length of the apron, taxiway and runway and the air traffic at the given origin and destination, airports.

Doganis (1989) and the Air Transport Association (1963) both state that unless it's a weather problem, the ground manoeuvre time does not exceed 30 minutes even for busy international airports and ranges between 20 - 30 minutes.

The African continent has a few busy airports e.g. Johannesburg International, Jomo Kenyatta International, Cairo International, etc, with average headways of even less 10 minutes per landing. For the purpose of this study, the average time for ground manoeuvre is taken to be 20 minutes.



### Air manoeuvre time

The air manoeuvre time is defined as the time the aircraft takes to climb to its cruise altitude at take-off and the time it takes to get to the ground from the flying altitude at landing. This take-off component is included within the block time and is the time the aircraft burns most fuel and travels at relatively lower speeds. On short sectors, most of the flight time is covered either in climb or descent time but as the sector distance increases more time is spent at the cruising speed.

Kane (1996) shows that the ATA quotes the average air manoeuvre time, regardless of sector length to be about 6 minutes. This value will be used in the model.

### Servicing time

When the engine of an aircraft are switched off, and the passengers depart from the aircraft, the aircraft has to undergo a number of activities that can be carried out simultaneously. The activities include servicing of the engines, Check A which involves detecting abnormalities with the system, leakages, refueling if necessary especially for long journeys, cleaning, restocking of foods and beverages, passenger loading, etc.

Kulula Airlines is a low-cost, short haul, domestic air carrier in South Africa that minimises costs by utilising an aircraft with minimal fleet and maximum frequency for any given route. The route schedule for the Johannesburg to Cape Town route for the 25<sup>th</sup> April 2003 is shown in Table 15. It will be used to show the “servicing” times derived. (Kulula Airlines, 2003)

**Table 15: Flight schedule for JBG- CPT route for Kulula.com**

Flights from Jo'burg to Cape Town	Departure time	Arrival time
25 Apr 2003	0630	0840
25 Apr 2003	0925	1130
25 Apr 2003	1100	1305
25 Apr 2003	1220	1425
25 Apr 2003	1515	1720
25 Apr 2003	1810	2015
Flights from Cape Town to Jo'burg	Depart	Arrive
25 Apr 2003	0630	0825
25 Apr 2003	0925	1120
25 Apr 2003	1220	1415
25 Apr 2003	1400	1555
25 Apr 2003	1515	1710
25 Apr 2003	1810	2005

Source: Kulula airlines (2003)

Table 16 shows the servicing times derived from Table 15.



Table 16: Aircraft servicing time.

	Departs	Arrives	Depart	Arrives	Departs	Arrives	Departs	Arrives	Departs	Arrives
	JHB	CPT	CPT	JHB	JHB	CPT	CPT	JHB	JHB	CPT
Aircraft 1	0630	0840	0925	1130	1220	1425	1515	1720	1810	2015
Servicing time (min)		45		60		50		60		
	CPT	JHB	JHB	CPT	CPT	JHB	JHB	CPT	CPT	JHB
Aircraft 2	0630	0825	0925	1120	1220	1415	1515	1720	1810	2005
Servicing time (min)		60		50		60		50		
			JHB	CPT	CPT	JHB				
Aircraft 3			1100	13.05	1400	1555				
Servicing time (min)				55						

From Table 16, the average servicing and refueling time is calculated for all the aircraft to give a default value of 54 minutes. This time will also be assumed for larger aircraft, for which more manpower will be used.

#### 4.2.6 Usable operating hours

Stratford (1973) suggests that, for any given aircraft to be utilized efficiently in a bid to spread out operating costs over its useful life, it will be in use for a maximum of 14 hours in any operating day, whether daytime or nighttime. This means that the frequency, over which an aircraft should be used, will depend on the flight time and will be dictated by the usable hours in a day. In a year, the aircraft will be assumed to be in use for 52 weeks.

#### 4.2.7 Fuel and oil

Emery (2002), gives the average cost of fuel prices for the African situation for 2002 prices in Table 5. Therefore the default price value of fuel of US\$ 0,895/US gal will be used for the model. Turbo jet technologies (2002), gives the cost of oil as US\$ 0,233/ US gal. The fuel to oil ratio that will be used is 20:1 adopted from the Turbine design website.

#### 4.2.8 Passenger demand within Africa

On the African Airline Association (AFRAA) web site, the 1999 Annual Report gives a summary of the air traffic movements and growth rates for Africa. The report states that system wide in 1999 airlines carried 29,6 million passengers representing a 3% growth over 1998.

Of these, 11,4 million passengers were flying within the domestic market, 4,3 million and 13,9 million passengers were flying within Africa and on international markets respectively.



Table 17 shows the number and percentage of passengers carried in the various markets between 1994 and 1999. The number of passengers moving within the Africa region, as a percentage of passenger demand is 15%. This average value may not be representative because it could include the passengers who flew within Africa via Europe, but will be taken as 15 % for the purposes of this study.

**Table 17: African air travel passenger percentages**

Year	Domestic (Millions)	Domestic (%)	Within Africa (Millions)	Within Africa (%)	International (Millions)	International (%)
1994	10,8	43	3,1	12	11,5	45
1995	11,6	44	3,0	11	12,0	45
1996	12,4	44	3,5	13	12,3	43
1997	12,1	42	3,6	13	13,0	45
1998	11,5	46	4,1	14	13,1	40
1999	11,4	39	4,3	15	13,9	46

Source: AFRAA annual report 2000

#### 4.2.9 Summary

Table 18 gives a summary of the default values that will be used in the model, specified for different aircraft types, giving references for their sources:

**Table 18: Default values used in the model**

ITEM	DEFAULT VALUES	REFERENCE
Depreciation period (years)	9	Doganis (1989)
Residual value (%)	10	Doganis (1989)
Interest rate (%)	8	World Bank (2002)
Annual insurance rate (%)	3	Doganis (1989)
Ground manoeuvre time (hrs)	0,25	ATA (1963)
Air manoeuvre time (hrs)	0,10	Kane (1996)
Service and refueling time (hours)	0,90	Kulula airlines (2003)
Usable hours in a day	14	Stratford (1973)
Operating weeks in a year	52	Stratford (1973)
Cost of fuel (US\$/US gal)	0,895	Emery (2002)
Cost of oil (US\$/quart)	0,233	Turbo jet technologies (2002)
Average international air passengers moving within Africa region (%)	15	AFRAA (2000)

### 4.3 Aircraft types

Aircraft types to be compared need to be applicable to the present aviation industry. Data relevant to the African industry was collected and the most common aircraft types were chosen. The aircraft to be considered will include short, medium and long haul aircraft, which fly all routes within Africa.

A report “Who Operates What” by Air Claims Limited, UK in the African Aviation magazine (June 2000) contained data on Africa’s major airlines and their fleets. The 40 most common aircraft types were chosen and then narrowed down to the 11 aircraft modes from “in-flight” magazines from airlines that fly over wide regions within Africa. These airlines include South African Airlines (2002), Kenya Airways (2003) and British Airways (2002).

#### 4.3.1 Aircraft specifications

In order to calculate the cost of running the chosen aircraft, technical specifications were collected. The detailed specifications for each of the aircraft chosen are shown below, with their sources:

- Cruising speed, (Jackson 1997)
- Passenger Capacity, (Jackson 1997)
- Engine type, Number, Thrust, (Turbine design Inc.2003, Rolls Royce 2003)
- Max fuel Capacity, (Jackson 1997)
- Crew Number, (Jackson 1997)
- The Maximum Take-off Gross weight (ToGWmax), (Jackson 1997)
- Maximum range, (Jackson 1997)

#### 4.3.2 Engine Specifications

Jenkinson et al (2001) gives aircraft data for different aircraft types and engines. This data will be used to calculate the amount of fuel and oil consumption for each engine type during climbing, descent and cruising. Table 19 gives engine data for different jet aircraft.

Table 19: Aircraft engine data

Aircraft Type	Fokker F28	Boeing 737-200	Boeing 737-300	Airbus A320	Airbus A340-200	Boeing 747-200	Boeing 757	Boeing 747-400	
Engine type	RB 183 555	JT15D	CFM 56 -3C1	V2500-A1	CFM56 -5C2	RB211 -524H	RB211-535E4	CF6 80 C2-B2	Average % Change
Thrust	9 900	16 000	23 500	25 000	31 200	60 600	43 100	52 500	
Climb Thrust		3 045		5 070		11 813	9 110	12 650	
% Change max'm to climb		19,0%		20,3%		19,5%	21,1%	24,1%	21%
Cruise thrust	3 730	2 414	5 540	5 620	7 580	12 726	8 495	12 000	
% Change max to cruise	37,7%	15,1%	23,6%	22,5%	24,3%	21,0%	19,7%	22,9%	22%
<b>SFC (lb/hr/lb)</b>									
Engine SFC (lb/hr/lb)	0,56	0,56	0,33	0,35	0,32	0,563	0,607	0,32	
Cruise SFC (lb/hr/lb)	0,8	0,541	0,667	0,581	0,545	0,57	0,598	0,576	
% Change from engine to cruise	142,9%	96,6%	202,1%	166,0%	170,3%	101,2%	98,5%	180,0%	150%

From the data averages, an aircraft climbs with thrust on average of about 21% of the maximum engine thrust with the engine SFC. At cruising, the thrust reduces from the maximum thrust by about 22% but the cruising SFC increases to 150% of the engine SFC.

The reason why SFC is lower at take off than at cruising was suggested in an aviation website (Airliners.net (2003)) that “the lower SFC at Take Off thrust is due to higher thermal efficiency as the engine is running hotter, but it can't be maintained at this condition continuously while the cruise thrust can”.

For the model, fuel consumption during air maneuver and cruising will be separated and different calculations using equation 2-16 with thrust and SFC dependant on whether the aircraft is cruising or during air manoeuvre, before descent. Air manoeuvre time is assumed 15 minutes to include both climbing and descending from cruising irrespective of the politics surrounding the altitude that an aircraft will fly and degrees of freedom.

#### 4.4 Capital costs

Pyramid Media Group is an online air guide website with information on the aviation industry. It gives the average aircraft prices for the most common aircraft from 1997-2001. Table 20 shows the aircraft prices that are relevant to this study. Even though a projection could be done of 2003, since the prices seem to be increasing by 2%, unaccountable factors like increased security specifications of aircraft since 9/11 could have changed this rate, therefore year 2000 prices will be used in the study. For the values of the year 2000 that were missing, the last representative price was used instead.





Table 20: Capital costs for aircraft types

Capital (US\$ mil)	Embraer Erj135-Jet	Fokker F 50	Boeing 737-200	Boeing 737-400	Airbus A320-200	Airbus A340 200	Boeing 737-800	Boeing 767-200	Boeing 747-200	Boeing 767-300ER	Boeing 747-400
1996	-	-	41	45	-	-	51	82,5	-	-	165
1997	-	-	41,5	45	-	99	51,5	82	-	-	168
1998	-	-	-	46,5	-	106	54	-	-	-	176
1999	-	-	-	47,25	-	113	55,25	-	-	-	180
2000	19	29	-	48	51	121	56,5	-	-	-	185

Source: Pyramid Media Group Website (2003)

## 4.5 Airport handling fees

The airport charges which include the passenger service fee, landing fee and airport fee used in this study are those applied by the Airports Company South Africa (ACSA), stemming from the fact that it is the only available data.

These may not be applicable to most African countries since South Africa has one of the busiest African airports, Johannesburg International airport. The data was originally stated in the Airports Company Act 1993 (Act No. 44 of 1993) it was later amended and can be found in the Airports Company Amendment Act 1998, (Act No. 2 of 1998). The rates in the Act were in South African Rand, but for this study they have been changed to US\$ using the rate for May 2003 at  $\approx 8$  Rand to the US dollar.

### 4.5.1 Passenger service fee

The passenger service fee according to this act is charged per embarking passenger. Table 21 is an excerpt from Annexure C of the Airports Company Amendment Act (2 of 1998), that provides tariffs, and fees that can be applied.

The value that was adopted for the study is that for passengers disembarking from the aircraft at an airport outside South Africa, Botswana Lesotho, Namibia or Swaziland. This value is therefore assumed to be US\$ 6 per passenger in Africa, an average of the cost of passenger handling assuming that deregulation within the African continent will stipulate lower costs for passengers flying from one African country to another.



**Table 21: Passenger service fees**

Specifications	VAT		US\$
	Exclusive	Inclusive	
	R	R	
Passenger service charge per embarking passenger where such passengers will disembark from the aircraft at an airport within the Republic of South Africa	19,30	22,00	2,75
Passenger service charge per embarking passenger where such passengers will disembark from the aircraft at an airport within Botswana, Lesotho, Namibia or Swaziland	40,35	46,00	5,75
Passenger service charge per embarking passenger where such passengers will disembark from the aircraft at an airport within any state or territory other than those mentioned in paragraphs 1 and 2	59,65	68,00	8,50

Source: Airports Company Act, 1998 (Act No. 2 of 1998)

#### 4.5.2 Landing fees

The landing and parking fees according to this act are based on the Maximum Take Off Weight (MTOW) of the aircraft concerned. Table 22 shows an excerpt of Annexure A of the Act, weight specific charges for “landing charges in respect of an aircraft which lands at an ACSA airport and which has been engaged in a flight where the airport of departure of the aircraft was not “within South Africa, Botswana, Lesotho, Namibia or Swaziland”. These charges are applied to determine the landing charges for each aircraft considered in the model.

**Table 22: Weight specific landing fees**

MTOW (kg) of the aircraft (Up to and including)	Per single landing		
	VAT		Total
	Exclusive	Inclusive	
	R	R	US\$
5 000	23,68	27	3,38
10 000	38	43,32	5,42
15 000	57,18	65,18	8,15
20 000	74,42	84,84	10,61
25 000	92,03	104,91	13,11
30 000	110,12	125,54	15,69
40 000	148,6	169,41	21,18
50 000	186,11	212,17	26,52
60 000	223,27	254,53	31,82
70 000	261,03	297,57	37,20
80 000	298,05	339,78	42,47
90 000	335,94	382,97	47,87
100 000	373,94	426,29	53,29
And thereafter, for every additional 2 000kg	65,43	74,59	9,32

Source: Airports Company Act, 1998 (Act No. 2 of 1998)

#### 4.5.3 Parking charges



The parking charges in the Act are also weight specific and are incurred after an initial free four-hour period while charges are allocated per 24-hour period. Table 23 is an excerpt from Annexure B of the Airports Amendment Act giving the specified charges per weight.

**Table 23: Weight specific parking fees**

MTOW (kg) of the aircraft (Up to and including)	Per 24 hr period		
	VAT		
	Exclusive	Inclusive	
	R	R	US\$
2 000	13,23	15,08	1,89
3 000	27,2	31,01	3,88
4 000	38,73	44,15	5,52
5 000	53,18	60,63	7,58
10 000	78,3	89,26	11,16
15 000	102,96	117,37	14,67
20 000	129,79	147,96	18,50
25 000	154,92	176,61	22,13
50 000	204,94	233,63	29,20
75 000	255,08	290,79	36,35
100 000	305,83	348,65	43,58
150 000	384,74	438,60	54,83
200 000	464,27	529,27	66,16
300 000	530,8	605,11	75,64
400 000	668,55	762,15	95,27
And thereafter, for every additional	102,96	117,37	14,67

Source: Airports Company Act, 1998 (Act No. 2 of 1998)



## 4.6 Summary

The data that has been collected and analysed, in a form that will be applicable to the cost model being developed is summarised in Table 24.

Table 24: Data summary for aircraft types

AIRCRAFT CHARACTERISTICS	Embraer Erj 135-JET	Fokker F 50	Boeing 737-200	Boeing 737-400	Airbus A320-200	Airbus A340 200	Boeing 737-800	Boeing 767-200	Boeing 747-200	Boeing 767-300ER	Boeing 747-400
Cruising Speed (Kph)	833	448	760	815	833	861	810	850	895	897	914
Passenger Capacity	37	56	130	168	180	295	189	255	291	290	401
ToGWmax (Kg)	21 100	19 950	52 437	68 040	73 500	27 500	78 240	136 985	374 850	181 890	390 100
Max fuel Capacity (US gal)	5 187	1 357	5 163	5 701	6 300	3 6984	6 878	16 700	53 858	24 140	48 445
Engine type	AE3007	PW125B	JT8D-15A	CFM 56-3B-2	CFM56-5A3	CFM56-5C2	CFM56-7B24	CF6-80A	RB211-524D4	CF6-80C2B6F	PW 4056
Engine maximum thrust (Ibf)	7 400	5 000	16 000	22 000	25 000	31 200	24 000	48 000	53 000	61 500	47 000
Engine SFC (Ib/hr/Ibf)	0,39	0,391	0,585	0,38	0,33	0,32	0,36	0,35	0,37	0,32	0,359
Cruise SFC (Ib/hr/Ibf)	0	0	0	0	0	0	0	0	0	0	0
Maximum range (km)	3 019	1 300	3 700	3 810	5 615	13 500	5 670	12 250	7 900	12 500	13 480
Number of Engines	2	2	2	2	2	4	2	2	4	2	4
Crew Number	5	5	6	7	7	8	7	7	8	8	8
Capital Cost of aircraft (US\$ million)	19	29	42	48	51	121	57	87	150	197	185
Change from engine thrust to climb thrust (%)	21	21	21	21	21	21	21	21	21	21	21
Change of engine thrust to cruise thrust (%)	22	22	22	22	22	22	22	22	22	22	22
Change from Engine SFC to Cruise SFC (%)	150	150	150	150	150	150	150	150	150	150	150
Fuel consumption during air manoeuvre (US gal/hr)	180,91	122,55	586,75	524,06	517,16	1251,73	541,61	1 053,13	2 458,57	1 233,67	2 115,42
Maximum cruise Fuel Consumption (US gal/hr)	284,29	192,58	922,03	823,52	812,69	1 967,00	851,10	1 654,93	3 863,46	1 938,63	3 324,23
Oil consumption climbing (US gal/hour)	9,05	6,13	29,34	26,20	25,86	62,59	27,08	52,66	122,93	61,68	105,77
Oil consumption cruising (US gal/hour)	14,21	9,63	46,10	41,18	40,63	98,35	42,56	82,75	193,17	96,93	166,21
Passenger service charge (US\$)	6	6	6	6	6	6	6	6	6	6	6
Landing Fees (US\$ per single landing)	13	11	296	352	399	1257	399	790	1853	1816	1881
Parking Fees (US\$ per 24 hour period)	22	19	37	37	37	76	37	67	96	75	96



## 5 CHAPTER FIVE: MODEL ANALYSIS

### 5.1 Introduction

This chapter deals with how the route cost model, can be applied to the following analyses for running an airline service:

- Route analysis
- Varying distance analysis
- Varying passenger analysis

### 5.2 Route analysis

The analysis that can be carried out along a route, will involve different aspects of the service being provided. They include: route cost analysis, service analysis, service efficiency and utilisation indicators, which are all calculated in the output sheet of the cost model.

#### 5.2.1 Route cost analysis

The model calculates the cost involved in running an airline service along a route. The cost model can be applied to analyse the operating costs, for specified input components of distance and passenger numbers. For a given route, the output components are used to make a choice on the most suitable service, on the basis of the different cost indicators, the type of aircraft, etc.

Table 25 is a summary of annual flight cost indicators for the aircraft types that can provide a service along the specified route of sector distance 3 249 km and 30 000 passenger per year. Three aircraft within 10% of the least cost within the margin accuracy of the model will be highlighted. The conclusions inferred from Table 25, are only applicable to this specific route. The aircraft that are not included are eliminated by the model because of the maximum range they can fly.

Table 25: Cost indicators for given aircraft type (US\$)

Aircraft type	Boeing 737-200	Boeing 737-400	Airbus A320-200	Airbus A340-200	Boeing 737-800	Boeing 767-200	Boeing 747-200	Boeing 767-300ER	Boeing 747-400
Cost per aircraft-km	23	27	29	130	32	64	164	208	199
Cost per passenger (At 100% load factor)	576	531	522	1 432	548	819	1 827	2 334	1 607
Cost per passenger (At ruling load factor)	650	618	652	1 465	719	1 086	1 843	2 347	2 236
Cost per available Seat-km	0,18	0,16	0,16	0,44	0,17	0,25	0,56	0,72	0,49
Cost per passenger-km	0,20	0,19	0,20	0,45	0,22	0,33	0,57	0,72	0,69
Cost per hour utilised	15 695	19 869	21 362	98 876	22 964	48 298	128 708	164 208	159 092

### Costs per aircraft-km

On analysing Table 25, in terms of cost of the service per aircraft-km, the most cost-effective aircraft to run on the route include the Boeing 737-200 and 737-400 and the Airbus A320-200.

### Costs per passenger (assuming full capacity)

This gives which aircraft is the cheapest to run when it is full during the peak season. In this case the aircraft that will be the cheapest to run is the Airbus A320-200, followed by the Boeing 737-400 and 737-800.

### Costs per passenger flying

The annual cost for passengers flying i.e. the cost to meet demand, is done cheapest in the Boeing 737-400 followed by the Boeing 737-200 and the Airbus A320-200.

### Cost per available seat-km

This gives the cost for the service provided, regardless of passenger numbers. In this case, the most economical aircraft to provide a service (supply) along this route is the Boeing 737-400; the Airbus A320-200 and Boeing 737-800 are also viable options.

### Costs per passenger- km

The utilised output which is a measure of the service provided, in terms of the average distance moved by the passengers gives the Boeing 737-400 as the one with the lowest running costs, while both the Boeing 737-200 and the Airbus A320-200 compete favorably.

### Cost per hour utilised

This is a measure to show which aircraft costs less for the hours utilised. The most economic aircraft type includes the Boeing 737-200, then the Boeing 737-400 and the Airbus A320-200.

From the above indicators, it can then be seen that for any specific route depending on what the target of the airline service provider is, there is choice of what aircraft that can be used, without negotiation the quality of service provided. For this route in particular, the aircraft that can be chosen include: Boeing 737-400, Boeing 737-200, Airbus A320-200, and the Boeing 737-800 in no particular order of preference.

## 5.2.2 Service analysis

For the same route of sector distance 3 249km and 577 weekly passengers, the type of service being provided can be analysed. Various performance indicators shown in Table 26 are used to analyse transport services. These indicators are a measure of how the transport service can be run to minimise the operating costs, to a minimum. In terms of aircraft efficiency, service use intensity, work utilisation and aircraft fleet utilisation, the higher the indicator value, the more favorable the aircraft type used.

Table 26: Service performance indicators for the airline service

Service Performance Indicators	Boeing 737-200	Boeing 737-400	Airbus A320-200	Airbus A340 200	Boeing 737-800	Boeing 767-200	Boeing 747-200	Boeing 767-300ER	Boeing 747-400
Weekly aircraft efficiency (Aircraft-km/aircraft)	16 245	12 996	12 996	6 498	12 996	9 747	6 498	6 498	6 498
Weekly service use intensity (pass/aircraft-km)	0,0355	0,0444	0,0444	0,0888	0,0444	0,0592	0,0888	0,0888	0,0888
Weekly aircraft fleet utilisation (aircraft-hrs/aircraft/wk)	23,88	17,95	17,60	8,55	18,05	12,97	8,26	8,24	8,11
Work utilisation co-efficient (pass/seat)	0,89	0,86	0,80	0,98	0,76	0,75	0,99	0,99	0,72

### Service efficiency indicators

For a given transport service, the following indicators are a measure of how efficiently different items in the service are being run. This can be used to identify components where interventions can reduce costs. These indicators are obtained as ratios of various measures of output to resources consumed. Analyses for efficiency indicators that can be applied to the model are defined below:

#### 1. Aircraft efficiency

This is defined as the measure of efficiency of how the aircraft in a fleet is being used. It's computed by dividing the total annual aircraft-km by the fleet size, the units given as aircraft-km/ aircraft/ year. This performance indicator will come into play for routes with high passenger volumes, which will need larger fleet sizes to meet the demand. Its unit is aircraft-km/aircraft/year. The higher the value is, the more efficiently the aircraft being used.



## **2. Service use intensity**

This is defined as the amount by which the passenger demand utilises the transport service. It is the ratio of the annual passengers to the annual aircraft-km travelled units is passengers/aircraft-km. A high ratio implies that the service is being used optimally. This service intensity can also be measured by use of the load factor, which is calculated by calculating the ratio of the passenger-km to the seat-km.

## **Service utilisation indicators**

The utilisation indicators can be applied to different items in transport service operations, to give a measure of how efficiently the service providers utilise these specific items. Some of these items include; fleet, capacity, work and labour. The indicators elaborated on below will only include those that will be reflected by the model; namely

### **1. Aircraft fleet utilisation**

This gives the ratio of the sum of the operating hours of all aircraft to fleet size. It is further defined, as the average percentage of hours when aircraft are in use during an operational day, where the operational day period, is not 24 hours but the maximum number of hours an aircraft can be in use. The units of this indicator in the model are aircraft-hours/ aircraft/week.

### **2. Work utilisation coefficient**

The Boeing 747-200 and 767-300ER have a high load factor of 0.99 in Table 4 due to fewer flights resulting from larger capacity aircraft. On the other hand, these aircraft have very high utilisation costs per aircraft-km in Table 3 of US\$164 and US\$208 respectively. This implies therefore that the load factor needs to be taken into consideration after evaluating the operating costs of the aircraft. For example the Boeing 737-200 costs US\$ 23 per aircraft-km and has a relatively high load factor of 0,89 in Table 4 and would have cheaper operating costs.





### 5.3 Effect of distance

The model also allows the user to vary the length of the route while keeping the passenger numbers constant. This worksheet can be used to calculate how increasing distance affects airline service costs for each aircraft type.

#### 5.3.1 Route service operations

Since distance and block time are directly related, an increase in distance will increase the block time for each flight. The effect of the increasing distances on an airline service is summarised in Table 27.

It shows the service characteristics, for a weekly passenger demand of 1000 with varying distances for the Embraer Erj 135-Jet with passenger capacity of 37. It shows that as the distance increases so does the block time for each flight, lowering the number of flights each aircraft can fly per week. Consequently, the fleet capacity needed to meet demand; increases with increasing distance, and the values calculated are rounded up for purposes of stand-by fleet.

**Table 27: Service variations with Distance**

Distance (km)	Block time (hrs)	Maximum weekly trips per aircraft (Capacity)	Minimum weekly aircraft trips (Demand)	Fleet size (No)
200	0,59	35	28	1
400	0,83	28	28	1
600	1,07	21	28	2
800	1,31	21	28	2
1 000	1,55	21	28	2
1 200	1,79	14	28	2
1 400	2,03	14	28	2
1 600	2,27	14	28	2
1 800	2,51	14	28	2
2 000	2,75	7/14	28	2/4
2 200	2,99	7	28	4
2 400	3,23	7	28	4
2 600	3,47	7	28	4
2 800	3,71	7	28	4
3 000	3,95	7	28	4

*Inferences from Table 27*

- *Maximum weekly trips per aircraft are calculated according to block time and available aircraft utilisation. Under utilisation of an aircraft implies that, the minimum weekly aircraft trips to meet the passenger demand will be less than the maximum trips each plane can fly.*



- *The fleet size along the route is calculated and rounded up to meet passenger demand and is inclusive of 2% stand-by fleet but can refer to cost of leasing a aircraft for short periods.*
- *For a aircraft flying less than 200 km there is no need to refuel in between flights for an operational day*

### 5.3.2 Effect of frequency specifications

In order to be able to choose the aircraft that can fly most efficiently in terms of costs along a given route, the worksheet for varying distances can be used to calculate costs along given routes. The costs for each aircraft type are plotted for constant distance and passenger numbers. This mode of application comes in handy when an airline service has various aircraft types and needs to choose which type flies more efficiently over the route.

Table 28 shows the fleet size, weekly trips and total operating costs that will be needed to run the airline service along the route length of 3 249km with a weekly passenger demand of 577 passengers.

**Table 28: Service changes with varying aircraft types**

Manufacturer	Aircraft type	Seat capacity	Fleet size	Weekly return trips	Operating costs (US\$)
Embraer	Eri 135-JET	37	1	16	177 855
Fokker	F 50	56	No	No	No
Boeing	737-200	130	1	5	334 570
Boeing	737-400	168	1	4	323 336
Airbus	A320-200	180	1	4	341 816
Airbus	A340 200	295	1	2	781 282
Boeing	737-800	189	1	4	377 037
Boeing	767-200	255	1	3	572 249
Boeing	747-200	291	1	2	978 685
Boeing	767-300ER	290	1	2	1 256 390
Boeing	747-400	401	1	2	1 192 674

From Table 28 the following can be deduced:

- Because of the maximum range limitations, the Fokker F50 is not well suited for this journey type; its maximum range is 1 300 km.
- The more frequently an aircraft flies, the higher the operating costs. But in case of the 37-seater the Embraer Erj 135-Jet that flies 8 times more than the Boeing 747-400, has operating costs, which are one eighth of the larger aircraft. This is the basic principle used by low-cost air carriers flying low capacity planes over short distances at high frequencies.
- For flight frequencies that airport slots, airlines or governments could dictate, the choice of cheapest aircrafts can still be done. For a specific frequency of 2 flights a week, the A340-200 would be the cheapest aircraft to use, while for a frequency of 4 flights a week, the Boeing 737-400 would fly at the cheapest cost.

## 5.4 Effect of passenger numbers

The number of passengers can also be varied in a separate cost model sheet and the effect is generally that increasing the number of passengers, especially for the same route results in an increase in fleet size and operating costs.

### 5.4.1 Aircraft choice

The worksheet was set up to vary passenger numbers and then calculates operating costs for the different aircraft, allowing for a choice of the most economic aircraft to use, for specific passenger numbers. It doesn't take into consideration the maximum ranges the aircraft can fly.

Figure 10, shows the operating costs for flying a route length of 3 000 km with weekly passenger demand of 1 000 passengers. For the Erj 135 JET, a 37- seater, it can be seen that the operating costs are low, because even though the flight frequencies are high so as to meet passenger demand, cost per passenger is the lowest. The question then becomes whether or not the aircraft can fly the given route and at what frequency. For this particular route, the aircraft most suited for this route include the Boeing 737-400, 737-200 and the Airbus A320-200.

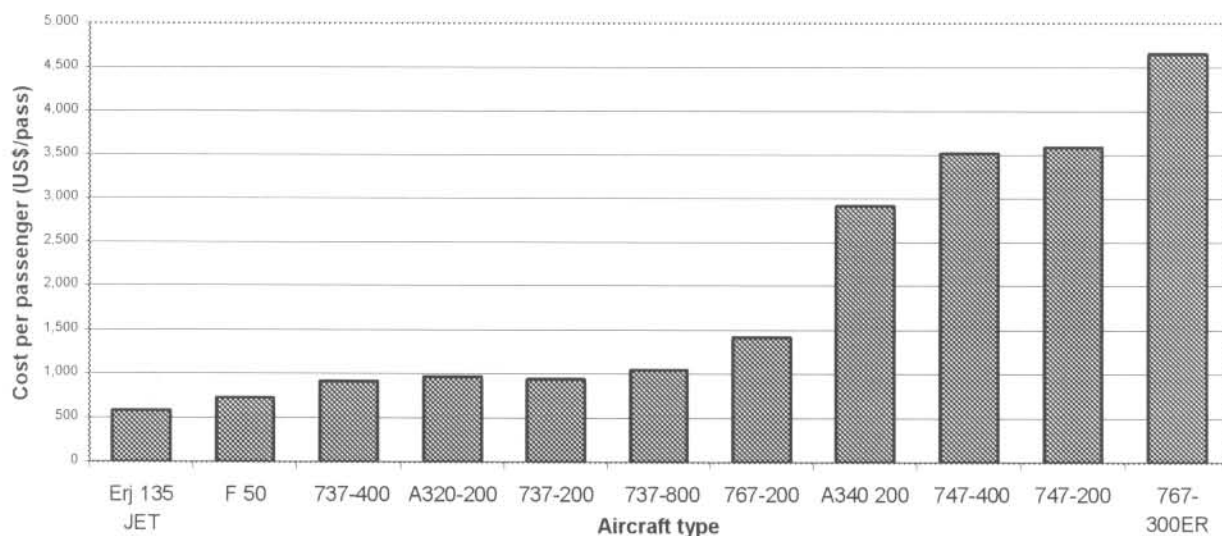
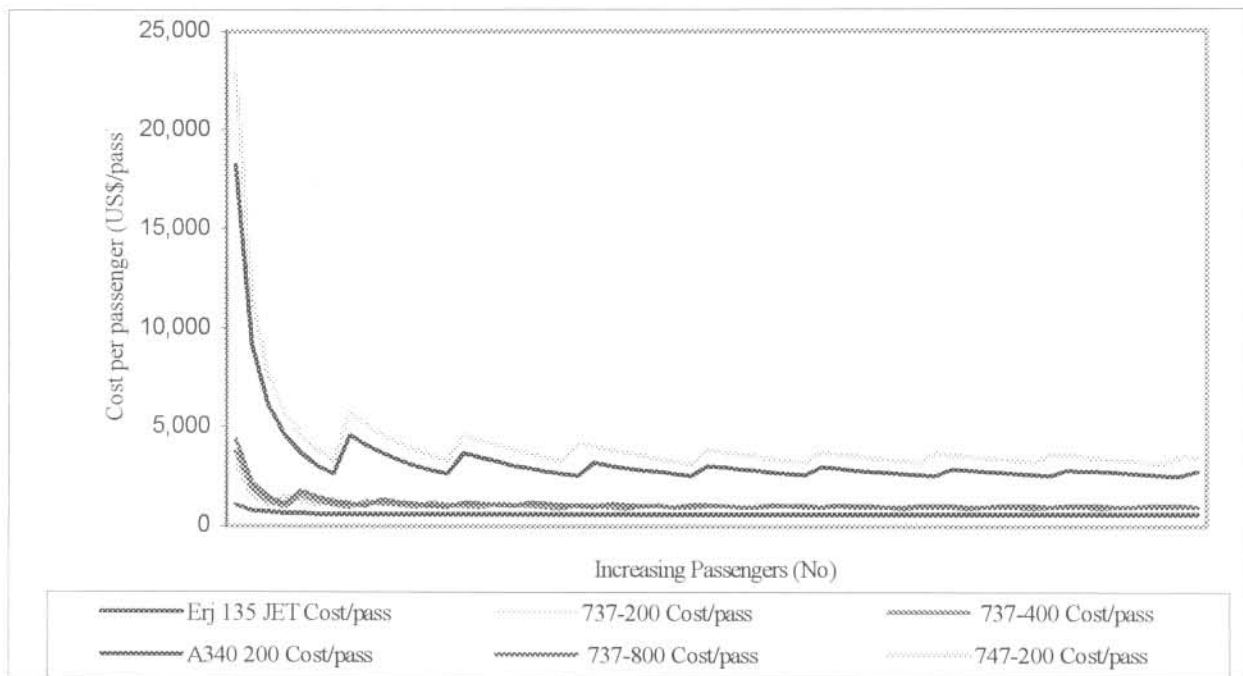


Figure 10 Operating cost per passenger for different aircraft types

### 5.4.2 Cost per passenger



Figure 11, shows that the cost per passenger for the different aircraft modes, decreases with increasing passenger demand. As verified in the literature review, the cost per passenger has a general trend of a decreasing exponential curve, as the passenger numbers increase. This is due to the fact that operating costs are incurred per passenger, so as passengers increase the operating cost reduces since it is spread over more people, who are paying for the service. The discontinuities in the curve are because of the cost of increasing fleet size, to meet demand.



**Figure 11: Operating costs per passenger for increasing passenger numbers**

## 6 CHAPTER SIX: MODEL APPLICATION

### 6.1 Overview

In this chapter, the applications of the cost model to the Africa network will be given. This model can be used to build the conventional 3-step transport-planning model composed of trip generation, trip distribution and trip assignment to get existing passenger data. The model requires on ground input data for distances and passengers for each O – D pair and the model can calculate the costs of running a service along all these routes, for 11 different aircraft types.

Since the model is based on airports within the African continent, country specific data relevant to this study is needed. The 50 countries within the continent, will be used to generate the trips specific to air travel at the major international airports. From this a 50x50 origin- destination matrix will be formed.

### 6.2 Trip generation

Under this section, the number of passenger trips who are currently using air transport needs to be calculated. The lack of adequate data resources within most African countries, made it difficult to compile this data, so available data had to be manipulated for this study.

#### 6.2.1 Passenger data

Gross domestic product is defined by the World Bank as a measure of total output of goods and services for final use produced by residents and non-residents, regardless of allocation to domestic and foreign claims. Hanlon (1999) suggests an elastic relationship between the GDP per capita of each country and the number air travel passengers as seen in the literature.

Taneja (1978), suggests that since GDP is a measure of the economic well-being of people within a nation, it can be assumed that the higher the GDP, the greater the output of goods and services, the richer people are, therefore the more they will travel for business and pleasure purposes.

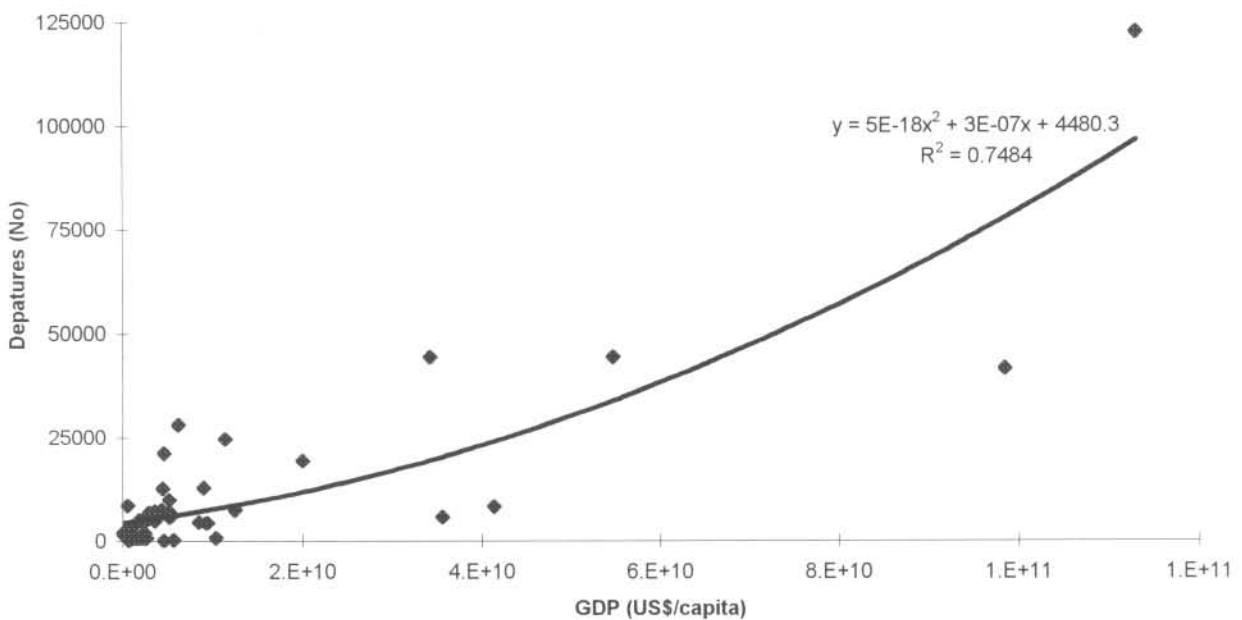
This relationship can be analysed, to relate GDP/capita and number of air passengers. To relate this to the number of air passengers, the rate would need to be multiplied by the population i.e.  $\text{trips/person} = f(\text{GDP/capita})$



World Bank data query is an online database that is used to find out data from different countries, spanning from 1997-2000 for various economic indicators. World Bank (2002) was used this for study. The database provides information for all African countries on population, GDP (US\$) and aircraft departures/year. The aircraft departures for each country are shown in Appendix I.

### 6.2.2 Regression Analysis

Multiple Regression analysis was run on the aircraft departures, GDP or GDP per capita from each set of data, to create a multiple linear regression equation using the least squares technique, to confirm the relationship. Regressions were run using GDP, population and GDP/capita. Figure 12 shows the coefficients and the  $R^2$  value for the regression equation for annual departures based on GDP.



**Figure 12: Graph showing GDP trend line with number aircraft departures**

Linear regression analysis gives a correlation of 0.848, with an  $R^2$  of 0,694 but it does not put into consideration exogenous factors like unemployment, route fare, tourism attractions, etc which in essence do affect the number of air travel passengers, and are all are function of GDP, but to an undefined exponential. That is why when the equation becomes a quadratic equation the  $R^2$  increases and when a cubed power of GDP is used instead; the regression analysis gave an even better  $R^2$  of 0,7484. This implies that there are many factors that are all functions of GDP, which result in the movement of people, from one country to another. The data has a few outliers, from countries like South Africa, Comoros, Ethiopia, etc, which countries have either booming tourism industry or act hubs for specific airlines.

## 6.3 Trip Distribution

Airport identification and the distances between each of these airports were collected to define the routes. The International Air Transport Association (IATA) is an association that gathers information for approximately 280 airlines and about 95% of international scheduled air traffic. It uses a three-letter code for each airport, that it has been registered with the association.

In order to get the information needed for this study, a website called I Travel You Travel, gives a list of web-based utilities, meant to simplify the life of the traveler or website user. The utilities that will be used include:

### 6.3.1 List of airports

This gives a list of all airports and their three letter codes as given by IATA. For convenience the airports are listed under their respective countries in alphabetical order, for this study only one major international airport is recorded. Appendix A shows a list of all African countries, one major international airport per country and its respective three-letter code.

### 6.3.2 Airport distances

The one-way airport distances for all airports is calculated from the same website with an online mileage calculator in which the origin and destination codes serve as input to provide to air distance in the user's choice of units. This was done for each of the airports to create a 50 X 50-distance matrix (in km) as shown in Appendix B.

### 6.3.3 Total trips

To generate passenger trips moving within each of the countries within the African continent, to build the passenger data matrix, the following process was followed; According to AFRAA (2000) the total aircraft departures are multiplied by a factor of 15% to get the departures moving within Africa. Thereafter the trips generated between each O – D pair is calculated using the Furness method for a doubly constrained matrix. By trial and error method the values of  $\beta$  be 0,14, and  $\alpha$  was calculated to be 52,02.

The cost matrix for each O-D is calculated using the distance matrix assuming an average speed of 800km/hr for all aircraft. Passengers calculated from the product average aircraft capacity of assumed to be 200 seats and the number of aircraft, for the respective O- D pair. Appendix C gives the above data and tables for the final trip distribution matrix.



## 6.4 Cost comparisons

With all the input data for the distance and costs for a given route, a route network can be created for Africa. This means for a chosen aircraft fleet, application of the O-D pair specific passenger numbers and distances, the cost of running a given airline service can be computed, as well as other parameter values such as fleet size and frequency.

The model was applied to the route Entebbe, Uganda and Johannesburg, South Africa that has 599 weekly passengers with a route length of 2 942km, according to the databases. Table 4 is a compilation of the data for the most economically efficient aircraft that can be used on this route according to the model. This will be used to test the model's applicability to the present situation. Presently the airlines that run this direct route include: South African Airlines (SAA) thrice weekly using the Airbus A320-200 and East African Airlines (EAA) twice weekly using the Boeing 737-200. The average airfare is US\$ 600 for a return ticket on this route.

Table 29 Most efficient aircraft for EBB-JNB route

Parameters	Embraer Erj 135-JET	Boeing B737-200	Boeing B737-400	Airbus A320-200
Minimum weekly flights to meet demand	17	5	4	4
Cost per aircraft-km (US\$/ aircraft-km)	4	25	30	32
Cost per passenger assuming full capacity (US\$/pass)	328	571	527	519
Cost per passenger flying (US\$ / pass)	344	620	591	624
Cost per available seat-km (US\$ / ASK)	0,11	0,19	0,18	0,18
Cost per passenger-km (US\$ / pass-km)	0,12	0,21	0,20	0,21
Cost per hour utilised (cost / hr)	3 007	16 986	21 543	23 169
Weekly aircraft Efficiency (aircraft-km/aircraft)	50 014	14 710	11 768	11 768
Weekly service use intensity (pass/Aircraft-Km)	0,0120	0,0407	0,0509	0,0509
Weekly Aircraft fleet Utilisation (aircraft-hrs/aircraft)	68,54	21,86	16,44	16,13
Work utilisation coefficient (pass/seat)	0,95	0,92	0,89	0,83

The Embraer Erj 135-Jet is obviously a more economically efficient aircraft to run but the Boeing 737-200 will be a better choice because of the maximum ranges each aircraft can fly. The farthest distance an aircraft can fly without re-fueling dictates the maximum range of an aircraft. Embraer Erj 135-Jet has a maximum range of 3 019km as compared to the Boeing 737-00 whose range is 3700km. This makes Boeing 737-200 a safer choice in case of an emergency in situations where air traffic is high and the aircraft need to stay in the air longer, before landing at the destination airport.

The work utilisation coefficient, which is the load factor at which the aircraft would fly this route based on the existing passenger demand. The higher the load factor, the more favorable the route to





break-even using the supply and demand for the route, especially when the costs per hour utilised are low. For this route, the load factor of the Embraer Erj 135-JET and the Boeing 737-200 aircraft are quite good.

## 6.5 Hubbing

From the comparison above and route analysis literature, the more passengers that are travelling for shorter routes, the cheaper it would be for airlines to run the service. The passenger matrix shows that the passenger demand is very low for example 3 passengers fly weekly from Uganda to Senegal. As a solution for the African continent, consolidating passenger traffic through hubbing could be a viable option to consider.

A hub is defined as an airport, which the airline would use as a terminus for routes: a point of concentrating arrivals and departures for passenger access to other flights. The proposal would be that for the African continent, four geographically located airport-hubs in the Northern, Southern Central and Eastern parts of Africa can be chosen and these alternative hubbing arrangements can be tested using the cost model

### 6.5.1 Justification

Kane (1996) writes that hubbing is a way in which airlines can save a lot of money, because hubbing reduces average sector lengths, and consolidates the number of passengers travelling over these short distances.

This implies therefore that a high proportion of its direct operating costs are incurred in take-off, landing, climb and descent. The effect of hubbing is shown in Table 30, giving the positive and negative effects on unit cost:

**Table 30: Hubbing effects on cost of service**

Positive	Negative
<ul style="list-style-type: none"> <li>▪ Reduces the average sector distance flown</li> <li>▪ Extra staff and handling equipment for shorter time intervals</li> <li>▪ Intensive utilization of aircraft and crews, operating more flight hours per day.</li> </ul>	<ul style="list-style-type: none"> <li>▪ Additional Passenger Handling</li> <li>▪ Places greater peak-load pressure on the hub airport</li> </ul>

### 6.5.2 Hubbing models



Examples of models dealing with different aspect of airline services, and employing different methodologies, have been used as a basis for analysing hubs; for example:

### 1. Traffic demand forecasting

Dennis (2002) developed a methodology for assessing the future route network and flight schedule at a medium-sized European airport. The starting point is the existing origin and destination demand from the base airport across the world. This is expanded using growth rates by country or region for the period up to year 2015. The future origin and destination demand is then converted into route traffic, subject to a threshold for direct service. Where demand falls below this level, traffic is reallocated via various appropriate hubs.

### 2. Passenger demand model

Hensher (2002) develops a method which involves the development and estimation of an econometric model capable of explaining the influences on passengers carried by airline  $j$  between points A and B over a regional network. Passengers traveling between points A and B include those in which their origin and destination are A and B and those who are flow-through passengers with A and B being either commencing or final points or both are intermediate on-line or inter-line connection points. An important attribute in the approach is an explicit treatment of current hubbing activity.

Hubbing has both positive and negative effects on passenger demand. On the negative side, there are time penalties as well as the disutility associated with making a connection rather than flying non-stop. On the other hand, hubbing can significantly reduce the passengers' schedule wait and add many origin-destination pairs to the network. Costs can be reduced due to higher traffic densities, but they are offset to varying degrees by the circuitous routings sometimes involved in hub operations.

### 6.5.3 Cost analysis of hubbing option

Hubbing can be analysed using the model and by following the process outlined below:

1. Creation of a suitable hubbing arrangement within the African continent, as shown in Figure 13. This implies that the choice in hub locations needs to be justified.
2. The specific links will be defined in the model, in as far as average sector distance, airfares, minimum frequencies, etc.
3. Calculation of operating costs of aircraft modes, for the given links will be calculated using

the model,

4. Evaluation of each link, for economic analysis, choosing the least expensive link as the favorable option.
5. Repeat procedure for other hubbing arrangements, such that the least expensive hub and spoke network for Africa can be defined.

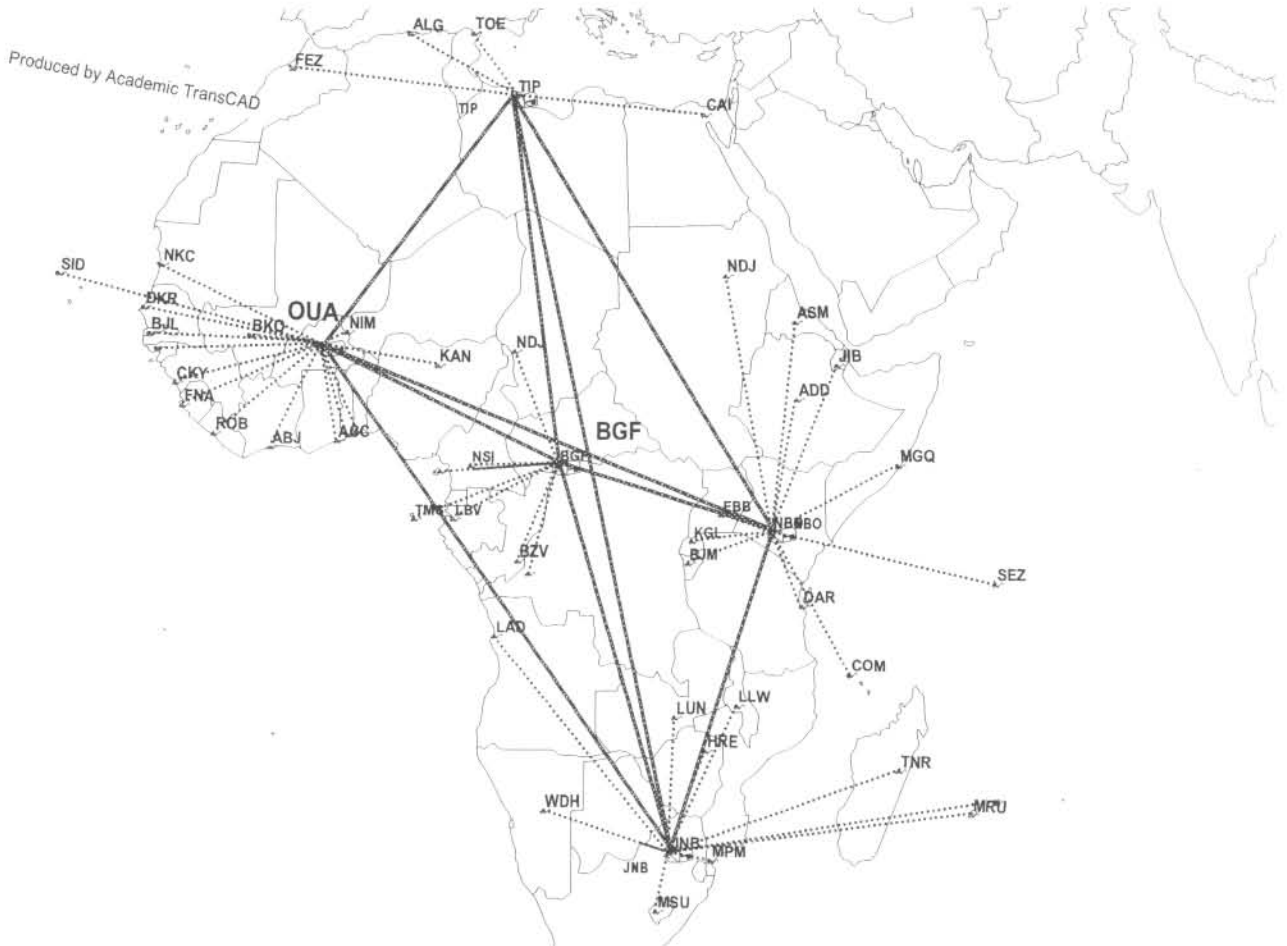


Figure 13: Proposed hub movements within the African continent

Due to time constraints the extent work involved in studying the hub network, could not be carried out but will be an interesting area for future research.

## 7 CHAPTER SEVEN: CONCLUSIONS AND RECOMMENDATIONS

### 7.1 Introduction

The purpose for this study was to develop a model that would be able to estimate the cost of an airline service along a given route, given aircraft technical specifications and data relevant for different components of the cost structure. This information was then to be applied to the African region as a tool to design an economically efficient service along each route, within the continent.

#### 7.1.1 Operating cost structure

The operating costs of airlines are divided into operating and non-operating items, to distinguish the latter as the costs and revenues not directly associated with airlines' own air services i.e. revenues from investments like shares, real estate, profits from affiliated companies, interest from loans, etc.

The operating items are then further divided into direct and indirect operating costs, where the former include all costs that are dependant on the type of aircraft being operated. The latter include all those costs that have to be incurred regardless of the type of aircraft; examples include general administration, marketing, sales and commission, etc.

For this study, the operating items, were considered and sub divided under the following headings: Standing Costs-, which included all costs that are incurred on the aircraft. These costs are as a result of acquiring the aircraft and are not dependent on whether the aircraft is being utilised or not. They include: depreciation, insurance and interest costs. The equations compiled for these components of costs were all calculated per hour utilised, implying that the more the aircraft is utilised, the faster these costs are paid off.

Flying costs include the costs that are incurred during the aircraft's flight time; they include fuel, crew costs and maintenance. These cost components are the running costs of the aircraft during flight time.

Other costs which costs include all other expenses incurred while running the airline service i.e. commission, passenger handling, while some stay constant and are incurred regardless of the passenger demand i.e. landing fees, parking fees, and general administrative costs.



### 7.1.2 Model structure

The model structure followed a systematic procedure combining the costs that are incurred for any given route, per hour utilised. This then enabled the output of this model to give different costs per aircraft type for the same trip. Using the route characteristics and the operating costs calculated, the output sheet then compiles a cost analysis for the service being provided including: cost per aircraft-km, cost per passenger at full capacity and existing passenger demand, costs per available seat-km, cost per hour utilised and utilisation coefficient. The model calculates the operating costs, from which the most economic aircraft type can be chosen to serve a route at a suitable design frequency and fleet size. Service performance and efficiency indicators calculated are also used as a measure for the aircraft type chosen, the higher the value the better the service.

### 7.1.3 Route cost analysis

All these component of the costs structure are analysed to assess the impact on the operating costs. The major determinants were found to include fuel, crew costs, frequency of flights (utilisation) and passenger demand. This implied that, the model had to have a variety of aircraft with different seat sizes to balance the load factors the point at which profits can be attained, with reasonable frequency of flights, whilst keeping operating costs at a minimum. On the other hand, aircraft types with varying technical characteristics like maximum range; maximum fuel capacity also had an effect of lowering operating costs.

Generally, smaller aircraft were found to have lower operating costs than larger aircraft making them cheaper to run even when passenger demand is reasonably high, since their costs incurred even for higher frequency of flights is still much less than flying 400-seater aircraft at lower flight frequency. This is the basic principle used by low-cost air carriers flying low capacity planes over short distances at high frequencies.

### 7.1.4 Route service operations

The model was applied to varying distances and passenger demand, to design an optimum service. For each distance, per aircraft type the maximum and minimum trips to meet demand were calculated and the appropriate fleet size chosen.

The biggest factors affecting fleet size are the number of hours utilised from the sector distance and frequency of flights, since the shorter the distance, the larger the aircraft trips one aircraft can make. In situations where the trips are longer, each aircraft has a maximum number of trips it can make,



this implies that the fleet size has to increase if the demand is not met. Economies of scale on routes are achieved by monitoring the load factors and where possible extra utilisation of aircraft by leasing.

The hyperbolic relationship between costs per passenger and increasing passenger numbers was confirmed by the model, proving the theory that for long haul routes especially, the greater the passenger numbers, the lower the costs since the operating costs for this route are spread over more passengers. This explains why for busy routes in the aviation industry, airlines can charge low airfares, using larger more expensive aircraft, because costs are spread over more people.

### **7.1.5 Africa Application**

Databases for Africa input data for route length and passenger data were created in two 50 X 50 matrices. By automatically linking these matrices to the model, all routes within Africa, will be analysed.

In order to summarise whether the problems have been addressed by this study, the model was applied to the route Entebbe, Uganda and Johannesburg, South Africa that has 599 weekly passengers with a route length of 2 942km, and analysis of the route done. Suggestions about further research on the cost-effectiveness of moving limited passenger demand from their origin to destination by hubbing to consolidate passenger traffic, was done.

In conclusion, the cost model, developed can be used to address issues concerning analysis of air services along routes within Africa as has been shown above. Because of the number of assumptions in the model, the results are useful in relative terms, but not necessarily in absolute terms

## 7.2 Recommendations

Based on the findings of this study, it is recommended that:

1. Based on the model, a sensitivity analysis should be carried out to determine the relative importance of the input data. This will define the date for which accurate and up-to-date information must be collected for successful application
2. More up-to-date cost component equations and default values should be drawn up in the aviation industry. Most of the equipment, economic market prices and technology used to cost airline services has changed over the last two decades and therefore newer more generalized equations or default data need to be developed, for this ever changing field.
3. Civil aviation authorities, airlines, and airport companies, create, compile and update databases for the air passenger traffic, to assist further research into the field.
4. The model default values, i.e. discount rates, annual insurance rates, depreciation periods, lost times, be updated for the ever changing economic and political conditions, which are a big problem faced by the airline industry
5. Further study and research need to be done to the model, in its application of creating a hub and spoke network within Africa, as a way of consolidating passenger traffic to lower costs.

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## APPENDICES

## A. Demographic data

Appendix A gives the demographical details of all African countries that have been used in the study, these include country, capital city, and one international airport name and its code, County GDP and aircraft departures from each country.

	COUNTRY	CAPITAL	INTERNATIONAL AIRPORTS	CODE	GDP	DEPARTURES
1	Algeria	Algiers	Algiers	ALG	5.E+10	44 300
2	Angola	Luanda	Luanda	LAD	9.E+09	4 400
3	Benin	Porto Novo	Porto Novo (Cotonou)	COO	2.E+09	700
4	Botswana	Gaborone	Gaborone	GBE	5.E+09	7 100
5	Burkina Faso	Ouagadougou	Ouagadougou	OUA	2.E+09	2 000
6	Burundi	Bujumbura	Bujumbura	BJM	7.E+08	3 121
7	Cameroon	Yaounde	Nsimalen International	NSI	9.E+09	4 700
8	Cape Verde Islands	Prata	Amil Cabral Int'l Airport	SID	6.E+08	8 700
9	Central African Republic	Bangui	Bangui (M'poko)	BGF	1.E+09	700
10	Chad	N'Djameni	N'Djameni	NDJ	2.E+09	700
11	Comoros			COM	2.E+08	2 226
12	Congo Dem. Rep	Kinshasa	Kinshasa (Ndjili)	FIH	5.E+09	9 999
13	Congo. Rep.	Brazaville	Brazaville (Maya Maya)	BZV	3.E+09	5 200
14	Cote D'Ivoire	Abidjan	Abidjan (Port Bouet)	ABJ	1.E+10	700
15	Djibouti	Djibouti	Djibouti- Ambouli	JIB	6.E+08	2 909
16	Egypt	Cairo	Cairo	CAI	1.E+11	41 400
17	Equatorial Guinea		Malabo Airport	SSG	2.E+09	5 172
18	Eritrea	Asmara	Asmara (Yohannes IV)	ASM	7.E+08	3 119
19	Ethiopia	Addis Ababa	Addis Ababa	ADD	6.E+09	28 100
20	Gabon	Libreville	Libreville	LBV	4.E+09	7 500
21	Gambia, The	Banjul	Banjul	BJL	4.E+08	2 554
22	Ghana	Accra	Accra	ACC	5.E+09	5 900
23	Guinea	Conakry	Conakry-Gbeissa	CKY	3.E+09	6 978
24	Guinea Bissau	Bissau	Bissau - Osvaldo	BXO	2.E+08	2 183
25	Kenya	Nairobi	Nairobi	NBO	1.E+10	24 700
26	Lesotho	Maseru	Maseru- Moshoeshoe	MSU	8.E+08	3 322
27	Liberia	Monrovia	Roberts Int'l	ROB	5.E+08	2 808
28	Libya	Tripoli	Tripoli (Idris)	TIP	4.E+10	5 900
29	Madagascar	Antananarivo	Antananarivo (Ivato)	TNR	5.E+09	21 200
30	Malawi	Lilongwe	Lilongwe-Senou	LLW	2.E+09	4 700
31	Mali	Bamako	Bamako	BKO	3.E+09	700
32	Mauritania	Nouakchott	Nouakchott	NKC	1.E+09	2 200
33	Mauritius	Mauritius	Mauritius	MRU	5.E+09	12 800
34	Morocco	Rabat	Fes Saiss Int'l airport	FEZ	3.E+10	44 300
35	Mozambique	Maputo	Maputo	MPM	4.E+09	7 300
36	Namibia	Windhoek	Windhoek (Eros)	WDH	3.E+09	5 500
37	Niger	Niamey	Niamey	NIM	2.E+09	700
38	Nigeria	Abuja	Kanu - Mallam Amim	KAN	4.E+10	8 400
39	Rwanda	Kigali	Kigali	KGL	2.E+09	4 919
40	Senegal	Dakar	Dakar	DKR	5.E+09	200
41	Sierra Leone	Freetown	Freetown (Lungi Airport)	FNA	7.E+08	100
42	Somalia	Mogadishu	Mogadishu	MGQ	0.E+00	1 789
43	South Africa	Pretoria	Johannesburg	JNB	1.E+11	122 300
44	Sudan	Khartoum	Khartoum	KRT	1.E+10	7 600
45	Tanzania	Dar es salaam	Dar es salaam	DAR	9.E+09	4 500
46	Togo	Lome	Lome- Tokoin	LFW	1.E+09	700
47	Tunisia	Tunis	Tunis (Carthage Airport)	TOE	2.E+10	19 400
48	Uganda	Kampala	Entebbe	EBB	6.E+09	300
49	Zambia	Lusaka	Lusaka	LUN	4.E+09	4 900
50	Zimbabwe	Harare	Harare	HRE	9.E+09	13 000

















## D. Default values

Appendix IV gives the default values of all the aircraft types that will be used in the model.

AIRCRAFT CHARACTERISTICS	Erj 135 JET	F 50	737-200	737-400	A320-200	A340 200	737-800	767-200	747-200	767-300ER	747-400
Cruising Speed (Kph)	833	448	760	815	833	861	810	850	895	897	914
Passenger Capacity	37	56	130	168	180	295	189	255	291	290	401
ToGWmax (Kg)	21 100	19 950	52 437	68 040	73 500	27 500	78 240	136 985	374 850	181 890	390 100
Max fuel Capacity (US gal)	5 187	1 357	5 163	5 701	6 300	36 984	6 878	16 700	53 858	24 140	48 445
Engine type	AE3007	PW125B	JT8D-15A	CFM 56-	CFM56-	CFM56-	CFM56-	CF6-80A	RB211-	CF6-	PW 4056
Engine maximum thrust (lbf)	7 400	5 000	16 000	22 000	25 000	31 200	24 000	48 000	53 000	61 500	47 000
Maximum Cruise Fuel Consumption (lb/hr/engine)	2 248,4	751,3	8 811	7 275,4	7 040,0	15 664	4 811	11 033	28 578	11 376	25 014
Maximum range (Km)	3 019	1 300	3 700	3 810	5 615	13 500	5 670	12 250	7 900	12 500	13 480
Number of Engines	2	2	2	2	2	4	2	2	4	2	4
Crew Number	5	5	6	7	7	8	7	7	8	8	8
<b>DEFAULT VALUES</b>											
Usable Hours in an operating day	14	14	14	14	14	14	14	14	14	14	14
Operating weeks in a year	52	52	52	52	52	52	52	52	52	52	52
Air manouevre time (hrs)	0,10	0,10	0,10	0,10	0,10	0,10	0,10	0,10	0,10	0,10	0,10
Ground manouevre time (hrs)	0,25	0,25	0,25	0,25	0,25	0,25	0,25	0,25	0,25	0,25	0,25
Aircraft servicing time (hrs)	0,90	0,90	0,90	0,90	0,90	0,90	0,90	0,90	0,90	0,90	0,90
Depreciation period (years)	9	9	9	15	15	15	15	15	15	15	15
Residual Value (%)	10	10	10	10	10	10	10	10	10	10	10
Interest rate (%)	8	8	8	8	8	8	8	8	8	8	8
Annual insurance rate (%)	3	3	3	3	3	3	3	3	3	3	3
Fuel Density (lbs/US gal)	6,7	6,7	6,7	6,7	6,7	6,7	6,7	6,7	6,7	6,7	6,7
Cost of fuel (US\$/US gal)	0,895	0,895	0,895	0,895	0,895	0,895	0,895	0,895	0,895	0,895	0,895
Oil Cost (US\$/US gal)	0,932	0,932	0,932	0,932	0,932	0,932	0,932	0,932	0,932	0,932	0,932
<b>COLLECTED DATA</b>											
Capital Cost of aircraft (US\$ million)	19	29	42	48	51	121	56,5	87	150	197	185
Maximum cruise Fuel Consumption (US gal/hr)	671,2	224,3	2 630,1	2 171,8	2 101,5	9 351,6	1 436,5	3 293,4	1 7061,5	3 395,9	14 933,7
Oil consumption (US gallons/hour)	33,56	11,21	131,51	108,59	105,07	467,58	71,81	164,67	853,07	169,79	746,69
Passenger service charge (US\$)	6	6	6	6	6	6	6	6	6	6	6
Landing Fees (US\$ per single landing)	13	11	296	352	399	1257	399	790	1853	1816	1881
Parking Fees (US\$ per 24 hour period)	22	19	37	37	37	76	37	67	96	96	96

