

Flight International welcomes letters on any aspect of the aerospace industry. Please write to:

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Seats for staff cause strife

Stuart Robertson-Fox (*Flight International*, 5-11 March) has failed to realise that selling tickets is only part of the picture. Customer loyalty and goodwill are almost equally important and provide for future ticket sales. Any frequent traveller on Qantas' domestic services will be very aware of passing through the business class area to his/her full economy ticketed seat and viewing row upon row of uniformed and non-uniformed Qantas staff filling the business seats.

The anger and frustration which the sight of this social gathering creates does little for Qantas' future ticket sales. What should of course happen is full fare economy passengers fill empty business seats and the non-revenue-generating crew locate to the rear. The converse of this is one reason airlines which work hard to develop customer loyalty, such as Singapore Airlines, are so popular.

But I suppose anything goes in the protected environment of a mono- or duopoly.

Richard Kean
Sydney, Australia

Executives and employees

Claire Curtis's response (*Flight International*, 19-25 March) to my

NATIONALITY ISSUES

Is Ryanair really Irish?

Ryanair is recognised throughout Europe as an Irish airline. But is it?

It is clear that Ryanair's largest base, with the most routes, is London Stansted Airport. Its Stansted based pilots and cabin crew receive a low basic salary, taxed in the UK and duty pay, taxed in Ireland.

This results in the UK government receiving a very small tax payment when compared to other UK-based employees on the same gross income. This is what attracts so many employees to it, because their take-home pay is greatly increased by paying less tax. Is this fair?

They are operating foreign-registered aircraft from the UK and not contributing to the UK tax system at the same level as everyone else. So what is there to stop major European airlines from doing the same – and why don't they?

British Airways runs Deutsche BA but operates on a German air operator's certificate, uses German-registered aircraft, employs mainly German staff and pays German taxes. KLM operates KLM UK and Buzz on the UK register and Easyjet operates its Swiss division on the Swiss register. So why does Ryanair not have to?

It is my opinion that Ryanair is in fact a UK airline based at Stansted and the UK government should look more closely at it.

Dominic Sanderson
Colchester, UK

letter on premium travel (*Flight International*, 26 February-4 March) is predictable. She seems, however, to draw a distinction between "executives" and "employees". While "executives need a relaxed well-appointed cabin with good facilities", the response of her company to the global downturn was, apparently, to reduce "the amount of trips by employees", which leads one to wonder whether they were necessary.

Neither has she addressed my primary point as to whether she would pay for premium travel with her own money and consider it good value for that money.

Tony Kilbride
Newdigate, Surrey, UK

The difference in the 728

In "Dream Baby" (*Flight International*, 19-25 March) you state that the 728 aircraft family dates back to the days of the MPC75 in the mid-1980s, was passed down from Deutsche Aerospace and finally revived as the 728 family after Fairchild took over Dornier from Daimler Benz. I was head of the Fairchild Dornier future projects team which was involved in the RegioLiner as well as the 728 concept development, and I would like to correct this misconception.

Dornier in the early 1990s was involved in the RegioLiner programme, a successor of the MPC75. In general it is true to say that

knowledge we acquire through participation in different programmes forms the foundation of our knowhow.

However to say that the 728 family is a revived MPC75 programme is wrong.

The 728 family is a unique design concept, which differentiates substantially from the MPC75 or RegioLiner approach. From its beginning in September 1997 it was tailored for maximum passenger comfort and cabin flexibility, optimised turnaround times, best operating cost and simplicity of design. The MPC75 as well as the RegioLiner were much more technologically ambitious and risky.

Thomas Ahn
Head of Future Projects & Technologies
Fairchild Dornier, Wessling, Germany

Working for nothing

So, there we have it. The unemployed professional pilots' "Final solution". Witness the Appointments Wanted section (*Flight International*, 19-25 March). Some troubled and desperate soul (aren't we all) offers self and 737 rating for free. What hope is there for any of us?

In light of recent events and the way the job market is now, some of us think that we will not work again in aviation, but should the opportunity occur here is one monkey that will not work for anything less than peanuts.

Gerry Gowan
Bristol, UK

9 April

Airport Capacity Issues

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9-11 April

ITEC 2002

Lille, France
Contact: Lorna Katon
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info@andrich.com
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6-12 May

ILA 2002

Berlin, Germany
Contact: Zoltán Iván
Tel: +49 30 3038 2276
ivan@messe-berlin.de
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11-15 May

AAAA Annual Conference

Nashville, USA
Tel: +1 283 222 8184
aaaa@quad-a.org
www.quad-a.org

13-15 May

RAA Annual Convention

Nashville, USA
Contact: Carol Jewell
Tel: +1 202 367 1170
raa@dc.sba.com
www.raa.org

28-30 May

EBACE 2002

Geneva, Switzerland
Contact: Kathleen Blouin
Tel: +202 783 9364
www.ebace.com
E-mail: kblouin@nbaa.org

5-7 June

ACI Air Cargo Symposium

Louisville, USA
Contact: Chris Blevins
Tel: +1 202 293 8500
E-mail: cblevins@aci-na.org

ACI CAC Small Airports Conference

Kelowna, Canada
Contact: Neil Raynor
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17-21 June

Eurosatory 2002

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