

ground handling

I N T E R N A T I O N A L

REGIONAL FOCUS:

Scandinavia

CENEX 2012 technology exhibition:

Green shoots abundant

Passenger and cargo business:

IT comes to the rescue

Communication on the ramp:

Safer applications

International Airport Expo:

GSE in Las Vegas



On the move

■ For over a decade, TCR has had a strong presence in most of the largest European markets. It is now enlarging the scope of its operations.

TCR started up in Belgium, back in 1996. Since that time it has opened offices in Holland (in 1998), in France (in 1999), the UK (in 2001) and Spain (in 2006). Three years back its operation also began to embrace Ireland. Then, in 2010, TCR took the decision to start developing new regions within Europe, notably Germany, Scandinavia and, to a certain extent, Italy.

Scandinavia

In the first instance, this led to a sale and rent-back of all Menzies' GSE at Oslo airport, in October 2010. For the next step, TCR started looking at additional customers within the Scandinavian region, noting the main players being SGS and Aviator (the union of Rösors, Nordic Aero, Northport and Novia). From October 1 this year TCR began renting to Aviator all the GSE at Oslo airport, again through a sale and rent-back operation.

TCR currently has a workshop and offices located airside at this airport. TCR Norway is led by Erik De Harder, who is also in charge of the company's Dutch operation. Currently there are six full time employees in Norway, and TCR is looking to expand its presence on the airport.

Scandinavia is a new market for TCR, representing almost 5% of the TCR Group's activities. However, TCR sees important potential in this region for further developments as time goes by. Currently TCR is only concerned with

Norway, but it is actively looking into projects in both Sweden and Denmark as natural corollaries to this.

TCR says that the Scandinavian market is still growing and notes that Aviator is the main ground handling partner of Norwegian, an airline known for its ambitious growth plans. Moreover, it has seen an increasing level of competition in the handling business in Scandinavia, which has led to less long term certainty for handlers and which has increased the need for flexibility. This flexibility, in terms of expansion and reduction of the GSE fleet, is one of the advantages of the TCR rental model.

Furthermore, the region is characterised by its cold climate and an acute need for de-icing equipment. Aside from this, TCR says that its equipment requirements are similar to those of other European markets.

TCR will be now looking at further growth within the Scandinavian region, both through the expedients of sale and rent-back operations of existing equipment and by supplying new equipment for its customers' expansion needs.

Germany

In March 2012, TCR set up a sale and rent-back operation for all the GSE of Aviapartner at Dusseldorf airport. Since then TCR has also been supporting Aviapartner with additional equipment to enhance the operation's strong

growth at the airport. TCR's presence has also triggered the interest of the other ground handler, that of Dusseldorf Airport Ground Handling company, which decided to make a European tender for the outsourcing of its GSE fleet. In September 2012 TCR was awarded the sale and rent-back contract for the handler's GSE fleet.

TCR's headquarters for Germany will be located in Dusseldorf, where Mark Durber will be the General Manager. Mark has been in the handling and GSE business for over 20 years and he will be supported by a local team of about six people. Although being quite new in the TCR network, Germany already represents almost 10% of TCR's activities, with a fleet of close to 2,000 units of GSE. TCR sees an important potential here for further expansion to many other airports in the country.

The operation mirrors that of Scandinavia to a larger extent, and TCR reports an increasing level of competition in the handling business in Germany. This results in the need for the winners in the market to invest heavily in GSE, which more and more handlers prefer to leave to rental specialists. As in Scandinavia, customers are also looking for flexibility, which is an inherent advantage of the TCR rental model.

For the future, at Dusseldorf TCR will be looking into the pooling of equipment, given the high density of equipment on the ramp.

Italy

Finally, Italy. The Italian ground handling market is renowned for its fierce competition and is a very dynamic arena. Consequently, this has led to much demand for rental solutions. Currently TCR is renting equipment in the airports of Naples, Rome and Milan.