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## **CONSULTANT & CONTRACTOR NEWS**

**Lufthansa Consulting has successfully completed a high-profile airport consulting contract as part of the largest German-Iranian real-estate and tourism project to date - 'Flower of the East' (FoE) on Kish Island in Iran.** A key criterion for developing Kish Island into a leisure destination designed for the most discerning tastes and offering the highest-quality hotel and leisure facilities in the area was obviously the availability of regular flights to major cities and trading, financial and cultural centres in the region and optimum connections to the international hub in Dubai. The Kish Free Zone Organization (KFZO) was set up by the Iranian Government in order to expand Kish International Airport into a flagship airport in Iran's Gulf region. **Lufthansa Consulting provided planning expertise and advice on the airport's existing and growing infrastructure, as well as on its operational and economic feasibility and future sustainability.** Consulting activities focused on assessing and identifying faults and restrictions plus the subsequent development of improvement potential, including specific recommendations for action. In the process, the Lufthansa Consulting experts examined aircraft movement areas (runways, taxiways, aprons) as well as passenger, cargo, maintenance, and air traffic control facilities. Evaluating and extending the existing terminal also formed part of the task in hand. The client, KFZO, ordered all recommendations to be implemented immediately. Necessary modifications were made, and the terminal has since been reopened. Lufthansa Consulting is currently negotiating a follow-up contract in the sphere of airport operations and private-sector involvement/public-private partnership. #759.CON4

\* **Between September 2004 and January 2005, Lufthansa Consulting prepared a market potential analysis for a group of private investors interested in developing Mexico's Aeropuerto del Norte (ADN) for commercial operations.** The main focus of the analysis was to define whether the

market in the northeast of Mexico would be large enough to support two airports. If so, the next step was **to define which segments should be served by the new airport (ADN) and which ones should remain at the existing Monterrey International Airport.** The city of Monterrey is currently served by Monterrey International Airport, while the smaller airport, Aeropuerto del Norte, serves only general aviation. After submitting the market potential analysis report, which attested promising business opportunities for the development of Aeropuerto del Norte, some concerns were raised regarding the feasibility of both airports providing parallel commercial services in compliance with air traffic control regulations. Lufthansa Consulting has, therefore, been commissioned to draw up a pre-feasibility analysis in order to define if there is any conflict in the final airspace assessment. This assessment is vital for ranking the necessary operational procedures which have a considerable influence on an airport's efficiency, capacity, quality of service, costs and subsequently its financial performance. The air navigation services will also be reviewed with regard to all aspects of safety and efficiency in accordance with ICAO Standard Procedures and Recommended Practices (SARPs). A final decision will be based on these reports. #759.CON5