

**GOVERNMENT OF INDIA  
CIVIL AVIATION  
LOK SABHA**

UNSTARRED QUESTION NO:2093  
ANSWERED ON:03.12.2001  
OCCUPANCY RATE OF IA AND OTHER PRIVATE AIRLINES  
AMBATI BRAHMANIAH;TRILOCHAN KANUNGO;VILAS BABURAO MUTTEMWAR

**Will the Minister of CIVIL AVIATION be pleased to state:**

- (a) the number of `air buses` under Indian Airlines and other Private Airlines Services operating daily inside the Country;
- (b) the number of seats occupied from starting to destination both in `J` and `Y` Class during each of the day of flight in the month of June, 2001;
- (c) the occupancy percentage of both the classes considered to be `break even` for the aircraft;
- (d) the normal life of an aircraft and the age of each of the aircraft both air bus and boeing operating under Indian Airlines and Air India;
- (e) whether the number of passengers being carried by Indian Airlines has dropped during the last two months;
- (f) if so, the reasons therefor;
- (g) whether the private airlines carry better share of passengers in the domestic sector; and
- (h) if so, the steps taken to make the Indian Airlines flights more attractive to the passengers?

**Answer**

THE MINISTER OF CIVIL AVIATION ( SHRI SYED SHAHNAWAZ HUSSAIN )

(a) Airbus aircraft is operated by only Indian Airlines.

Type	Number
A-300	6+2 (on lease)
A-320	30+2 (on lease)

The number of Airbus aircraft scheduled for daily operation by Indian Airlines in its current schedule are:

A-300	6
A-320	28

(b) Day-wise number of revenue passengers carried by various Airlines in the month of June 2001, separately in J and Y class are annexed.

Indian Airlines & Alliance Air	: Appendix A
Jet Airways	: Appendix B
Sahara Airlines	: Appendix C

(c) Break even seat factor for various Airlines are as follows:

Indian Airlines & Alliance Air	-	A-300 - 65%
- A-320	-	71%
- B-737	-	70%
Jet Airways	-	73% to 75%
Sahara Airlines	-	56%

(d) The manufacturers of modern transport aircraft have not prescribed any flying hours/retirement life/ultimate life requiring phasing out of the aircraft from service once these lives are achieved.

Flight Type of aircraft	Flight cycles/ hours	Landing	Age (years)
Boeing 737-200	60,000	20,000	20
Boeing 737	51,000	75,000	20
Airbus A300-B2	60,000	48,000	Nil
Airbus A300-B4	60,000	34,000	Nil
Airbus A310	60,000	35,000	Nil
Airbus A320	60,000	48,000	Nil

The implication of stipulating design economic life is that the cost of maintenance and operation may not be economical once an aircraft exceeds design economic life and does not mean that the aircraft is not airworthy and is not safe for operations. The aircraft will continue to be airworthy and safe for operations even after crossing design economic life provided all the maintenance requirements stipulated by the manufacturers and DGCA for such aircraft are complied with.

Age of each aircraft operated by Indian Airlines and Alliance Air is given at Appendix-D. Similar data for Air India aircraft is at Appendix-E.

(e) & (f): Yes, Sir. The number of passengers carried by Indian Airlines during the months of September and October, 2001 has dropped as compared to the same period last year:

No. of Passengers (million)	
Total	
September, 2000	0.551
September, 2001	0.543
% change	-1.46
October, 2000	0.615
October, 2001	0.533
% change	-13.33

In Indian Airlines assessment, there has been impact on air travel demand following the incidents of 11th September. Air travel demand also seems to be impacted by the overall slowdown in economic activity. During September, 2001 the total domestic traffic declined by about 90000 passengers compared to the corresponding month in year 2000.

(g) The percentage share of private airlines on domestic sectors for the last three months is enclosed at Appendix F.

(h) Various marketing initiatives taken and product upgrades carried out by Indian Airlines are at Appendix-G.

## Appendix - A

Date	Revenue	Passenger
J Class Y Class		
1-Jun-01	1455	21083
2-Jun-01	1363	20500
3-Jun-01	1313	20866
4-Jun-01	1251	18478
5-Jun-01	1324	18952
6-Jun-01	1394	20138
7-Jun-01	1426	20857
8-Jun-01	1333	19967
9-Jun-01	1370	20099
10-Jun-01	1550	21720

11-Jun-01	1209	18745
12-Jun-01	1224	18193
13-Jun-01	1244	19117
14-Jun-01	1474	19116
15-Jun-01	1285	19138
16-Jun-01	1107	18311
17-Jun-01	1285	19540
18-Jun-01	1170	17197
19-Jun-01	1203	17047
20-Jun-01	1155	18054
21-Jun-01	1206	17797
22-Jun-01	1154	17756
23-Jun-01	1038	17262
24-Jun-01	1160	19100
25-Jun-01	1140	17300
26-Jun-01	1157	17187
27-Jun-01	1253	18860
28-Jun-01	1499	20175
29-Jun-01	1263	19761
30-Jun-01	1276	19773

Appendix - B

Date	Revenue	Passenger
J Class	Y Class	

1-Jun-01	1608	14879
2-Jun-01	1325	14548
3-Jun-01	1435	14832
4-Jun-01	1449	14107
5-Jun-01	1508	14538
6-Jun-01	1643	15235
7-Jun-01	1641	15975
8-Jun-01	1828	15682
9-Jun-01	1361	15001
10-Jun-01	1487	15554
11-Jun-01	1443	13907
12-Jun-01	1623	13983
13-Jun-01	1656	14156
14-Jun-01	1585	15165
15-Jun-01	1576	14796
16-Jun-01	1199	13654
17-Jun-01	1128	14150
18-Jun-01	1345	12788
19-Jun-01	1382	13056
20-Jun-01	1515	14202
21-Jun-01	1472	14174
22-Jun-01	1543	14416
23-Jun-01	1173	13526
24-Jun-01	1201	13819
25-Jun-01	1308	13280
26-Jun-01	1477	13582
27-Jun-01	1627	15010
28-Jun-01	1704	15420
29-Jun-01	1649	15074
30-Jun-01	1276	14428

Appendix - C

Date	Revenue	Passenger
J Class	Y Class	

1-Jun-01	56	1688
2-Jun-01	61	1564
3-Jun-01	53	2127
4-Jun-01	48	1097
5-Jun-01	71	1525
6-Jun-01	64	1481
7-Jun-01	55	1423
8-Jun-01	68	1514
9-Jun-01	67	1902
10-Jun-01	71	2387
11-Jun-01	38	1640
12-Jun-01	63	1595
13-Jun-01	62	1403
14-Jun-01	39	1643
15-Jun-01	61	1351
16-Jun-01	58	1520
17-Jun-01	59	1673
18-Jun-01	58	1344

19-Jun-01 49 1464  
 20-Jun-01 50 1633  
 21-Jun-01 74 1506  
 22-Jun-01 79 1495  
 23-Jun-01 55 1682  
 24-Jun-01 75 2077  
 25-Jun-01 65 1509  
 26-Jun-01 103 1585  
 27-Jun-01 70 1872  
 28-Jun-01 75 1940  
 29-Jun-01 65 1756  
 30-Jun-01 75 1966

APPENDIX - D

Aircraft operated by Indian Airlines

TYPE OF A/C REGN.NO. YEAR OF AGE (in Year)  
 MANUF.

AIRBUS A300B2 1. VT-EFX 1980 21  
 2. VT-EFW 1980 21  
 3. VT-EFV 1979 22  
 4. VT-EDY 1978 23

AIRBUS A300B4 1. VT-EVD 1983 18  
 2. VT-EVC 1986 15  
 3. VT-EHD 1981 19  
 4. VT-EHC 1981 19

AIRBUS A320 1. VT-EPR 1990 11  
 2. VT-EPC 1989 12  
 3. VT-EPD 1989 12  
 4. VT-EPE 1989 12  
 5. VT-EPF 1989 12  
 6. VT-EPG 1989 12  
 7. VT-EPH 1989 12  
 8. VT-EPI 1989 12  
 9. VT-EPJ 1989 12  
 10. VT-EPK 1989 12  
 11. VT-EPL 1990 11  
 12. VT-EPM 1989 12  
 13. VT-EPO 1989 12  
 14. VT-EPB 1989 12  
 15. VT-EPQ 1989 12  
 16. VT-ESL 1994 7  
 17. VT-EPS 1990 11  
 18. VT-EPT 1990 11  
 19. VT-ESA 1993 8  
 20. VT-ESB 1993 8  
 21. VT-ESC 1993 8  
 22. VT-ESD 1993 8  
 23. VT-ESE 1993 8  
 24. VT-ESF 1993 8  
 25. VT-ESG 1993 8  
 26. VT-ESH 1994 7  
 27. VT-ESI 1994 7  
 28. VT-ESJ 1994 7  
 29. VT-ESK 1994 7  
 30. VT-EPP 1989 12  
 31. VT-EVO 1991 10  
 32. VT-EVP 1991 10

AIRCRAFT OPERATED BY ALLIANCE AIR

TYPE OF A/C REGN.NO. YEAR OF AGE (in Year)  
 MANUF.

BOEING 737 1. VT-EGE 1980 21  
 2. VT-EGF 1980 21

3. VT-EGG 1980 21  
 4. VT-EGH 1981 20  
 5. VT-EGM 1981 20  
 6. VT-EGI 1981 20  
 7. VT-EGJ 1981 20  
 8. VT-EHE 1982 19  
 9. VT-EHF 1982 19  
 10. VT-EHG 1982 19  
 11. VT-EHH 1982 19

APPENDIX-E

LIST OF AIRBUS AND BOEING AIRCRAFT OPERATING UNDER AIR INDIA

TYPE OF A/C	REGN NO.	YEAR OF MANUF.	AGE
AIRBUS A300B4	1. VT-EHO	1982	19
	2. VT-EHQ	1982	19
	3. VT-EHN	1982	19
AIRBUS A310	1. VT-EJJ	1986	15
	2. VT-EJH	1986	15
	3. VT-EQT	1990	11
	4. VT-EJG	1986	15
	5. VT-EJI	1986	15
	6. VT-EJK	1986	15
	7. VT-EJL	1987	14
	8. VT-EQS	1990	11
AIRBUS A310-300	1. VT-EVE	1989	12
	2. VT-EVF	1990	11
	3. VT-EVG	1988	13
	4. VT-EVH	1988	13
BOEING-747-237	1. VT-EFU	1979	22
	2. VT-EGB	1980	21
	3. VT-EGC	1980	21
	4. VT-EGA	1979	22
BOEING-747-337	1. VT-EPW	1988	13
(COMBI)	2. VT-EPX	1988	13
BOEING 747-437	1. VT-ESN	1993	8
	2. VT-ESO	1993	8
	3. VT-ESP	1993	8
	4. VT-EVA	1996	5
	5. VT-EVB	1996	5
	6. VT-ESM	1993	8

APPENDIX-F

MONTH & YEAR	PERCENTAGE SHARE	
	PRIVATE AIR CARRIERS	INDIAN AIRLINES
AUGUST 2001	54.8	45.2
SEPTEMBER 2001	52.7	47.3
OCTOBER, 2001	52.0	48.0

APPENDIX-G

MARKETING INITIATIVES & PRODUCT UPGRADES OF INDIAN AIRLINES

Memorandum of Understanding: Indian Airlines has signed MOU with Rajasthan Tourism Development Corporation (RTDC) and Department of Tourism, Government of Kerala for promotion of Tourism and launch of Holiday package and sleepover packages. Indian Airlines has recently launch "IA Flyaways - Holiday packages" to the following destinations:

- Goa Flyaways
- Kerala Flyaways
- Jammu Flyaways
- Bodhgaya Flyaways
- Fitness Flyaways
- Srinagar Flyaways
- Orissa Flyaways
- JKTDC House boat package
- Rajasthan Flyaways

These packages are valid till 31st March 2002.

Indian Airlines is also in the process of offering the above holiday packages saleable abroad through the network of Tour Operators and IA own offices.

Sleeper Packages: At major metro cities a facility through which passenger could avail discount on hotel stay at major metro cities by presenting IA boarding pass.

Special Discount/Offer to IATO Members: 10% discount on USD airfare and Exclusive hotel rates at 11 select Heritage and Palace hotels in Rajasthan, have been offered to the members of Indian Association of Tour Operators for development of packages. These discounts/offers are valid till 31st March 2002, for promotion of tourism in Rajasthan.

Following Marketing Initiatives have been taken by Indian Airlines:

**Sales Teams**

Sales teams have been formed at six major metro cities headed by Regional Sales Manager. These sales teams have been effectively communicating with Agents, Corporate Houses and our esteemed passengers.

**Corporate House Scheme:**

An attractive and revised corporate house scheme has been launched targeting corporate houses that have large volume of travel budget.

**Agency Package:**

Travel agency package providing additional facilities like credit extension, cash value documents delivery to agents, absorption of line rentals, additional agency discounted passages etc. these are being extended to the top fifty productive agents in the metros. Apart from the above, bank guarantee, overtrading, cheque payment facility issues of agents have also been addressed in favour of them.

Indian Airlines has taken a major step of absorbing the credit card commission charges from Agents.

**Other Promotional Measures:**

Introduced Netfundu Scheme, wherein the child passengers are rewarded with small give away items and personal plastic card and visiting cards.

Tied up with American Express and launched IC - Amex Co-brand Card for our valued customers.

Introduced Dosh-Vidosh Scheme, wherein the frequent fliers are rewarded with an international ticket(s) depending on the value of the travel. This scheme has helped IA to increase its passenger carriage in the domestic network.

**Flexi Fares:-** The flexi fare policy enables Indian Airlines to offer fare variations on a sector to sector and on a season to season basis, depending on a variety of factors including market size, seasonality, price sensitivity and other market and service related factors. With the FLEXIFARE POLICY, fares become market based rather than cost based and fare changes occur in response to market conditions. Passengers thus get the benefit of attractive fares and this in turn promotes domestic travel including tourist destinations.

**LTC - Leave Travel Concession,** offers an attractive discount of 30% to promote domestic tourism. This scheme is offered to those employees who are not otherwise eligible to travel by Air. This scheme is most popular among the employees and promoting domestic tourism.

Following Marketing Initiatives are being considered by Indian Airlines:

Call centers are being planned for six major metro cities. With the implementation of the facility, passengers could easily access Indian Airlines and get all the required information..