Welcome
GSE POOLING
EXPERTS SHARE THEIR EXPERIENCE

Moderator:
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Panelists:
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Equipment Pooling at London Luton Airport
Why Pooling?
Equipment Pooling at LLA
Pre-Equipment Pooling – On a good day!
Equipment Pooling at LLA

2014:
- Two ground handlers operating at LLA using approximately 300 assets. Share the overall work was split 79/21%.
- Second largest airline decided to change Ground Handler resulting in an uplift of assets to over 600 for the same number of turns.

2015:
- May to August – Agreed to undertake a trial equipping 5 of our busiest stands with pooled equipment shared by both handlers.
- November – Specification and scope of GSE agreed by Ground Handlers and Airport Authority.
- December – OJEU Tender published.
Equipment Pooling at LLA

**2016:**
- March – Contract for the supply and maintenance of the GSE awarded to TCR.
- April – Negotiations commenced between both Ground Handlers and TCR.
- July – Completed negotiation a change to the ground handling license.
Equipment Pooling at LLA

- **2016 Continued:**
  - Amendment to the Conditions Of Use of the aerodrome stating:
  - *Any Handling Agent that works at the airport will need to participate in equipment pooling.*

- **2017:**
  - January – First of the new GSE rolled out.
  - September – Rollout complete.
  - October – Discussions commence on Phase 2 of equipment pooling including EBTs and baggage trailers (Phase 2a), and Pushback tugs (Phase 2b).
Post-Equipment Pooling
Pooled Equipment Phase 1

- Aircraft Steps
- GPUs
- Baggage Belts
- Chocks
- Cones
- P.I.G.S
- Telematics
- Maintenance
- Fuel (Pricing reviewed every 6 weeks)
- First £500 of damage per event
Phase 1 – Perceived Benefits Pre Pooling

- Reduction in ramp congestion.
- Reduction in equipment damage through application of telematics.
- Cost savings on direct lease.
- Modern equipment with the latest safety features.
- Improvement in turn times.
- Standardisation of fleet simplifying training.
- Reduction in overall asset numbers.
- Eradication of summer uplift and winter reduction.
Phase 1 – Actual Benefits Post Pooling

- Over 40% reduction in ramp congestion.
- Over 95% reduction in equipment damage.
- 44.5% reduction in code 34 delays year on year.
- Cost savings – savings on staff and equipment that were deployed for towing and fleet management.
- Fixed price per turn regardless of the number of turns.
- Reduction in fuel consumption.
- Standardisation of fleet simplifying training.
- Improvement in captain ready call.
- Improvement in overall safety standards.
- Elimination of delays due to GSE restricting access to aircraft for other operators.
- Any change in contracts will not lead to Ground Handlers having unwanted assets.
EasyJet Performance Data Improvements Attributed To Pooling

Period - October 16 to March 17 V October 17 to March 18:
- Number of flights increased by 5%
- Aircraft damage from GSE: 100% reduction
- OTP Departures within 15 minutes improved by 7%
- Door 1L opening success increased by 22%
- Door 2L opening success increased by 187%
Phase 1 Challenges

- Concerns of easier access to the market.
- Concerns of cost.
- Changing behaviours – related to towing of equipment.
- Changing behaviours – leaving unattended equipment running.
- Changing behaviours – leaving equipment on aircraft that were non-operational.
- Changing behaviours – fault reporting.
- Use of telematics.
Pooled Equipment Phase 2

 aç Phase 2a:
 ä EBTs
 ä Baggage Trailers

 aç Phase 2b:
 ä Pushback Tugs
Phases 2a & b – Perceived Benefits

Phase 2a:
- Further reduction in ramp congestion.
- Harmonisation of baggage fleet – currently EBT and baggage trailer for outbound & flatbed trucks for inbound.
- Increased efficiency with potential further reduction in turn time.
- Reduced risk of falls from height.

Phase 2b:
- Further reduction in ramp congestion.
- Increased efficiency with potential further reduction in turn time.
- Enabler for single person pushback.
- Elimination of tow bars and associated shear pins failures.
What Would We Do Differently?

- Increased the term of the contract. Currently 3+1+1.
- Increased the value threshold of the OJEU tender.
- Pooled all existing old equipment sooner.