

NEWS AND NOTES. . . (cont' from inside page)

Recent deliveries of new COBUS 3000 Airport People Moving Buses include two to Dallas/Fort Worth Airport – DFW which will be used to service aircraft parked on hardstands; two COBUS Model 3000 buses to Miami International Airport and two more to Fort Lauderdale/Hollywood Airport. Both FLL and DFW have increased their fleet of COBUS buses and MIA has accepted its first units. Many thanks to all for your confidence in COBUS!

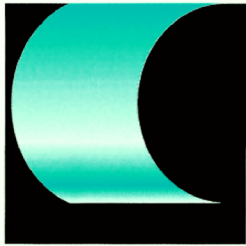
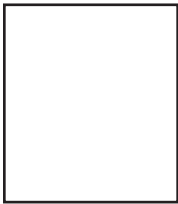
Cobus Chatter is published infrequently for the operators, owners and friends of the COBUS fleet in North America. Please send your comments and questions to Don Frassetto, President at 203 380 9575, or Erwin Zimmermann, Vice President at 207 483 2595, or by e-mail: don@cobus.us; erwin@cobus.us; or just direct an inquiry to info@cobus.us.



“Two new COBUS 3000 buses at Miami International Airport”



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NEWSLETTER
COBUS Chatter

COBUS Industries LP

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COBUS TO SERVE
AMERICA’S CAPITOL CITY!

There will be new faces on the ramp at Ronald Reagan Washington National Airport later this year. As the result of their very positive experience with their fleet of COBUS 3000 Airport People Moving Buses at Philadelphia International Airport, **U S AIRWAYS EXPRESS** has placed an order for ten (10) COBUS Model 2700-S buses to be used at DCA to transport their passengers between the terminal and the airline’s regional jets. These 50 to 90 passenger aircraft are parked off gate on hardstands where they are unloaded and loaded as well as receive all the normal ground services available: fueling, catering, cleaning, maintenance etc.

The COBUS 2700-S was selected by the airline due to its superior passenger carrying capacity (77 adults per IATA formula), great maneuverability, excellent fuel economy (just 1.2 gallons per hour), superior all-aluminum construction which offers a life span of at least 25 years and a host of passenger friendly features including a very low floor with a step-in height of only 11 inches from the ground. The COBUS was compared to models offered by domestic U S manufacturers and found to be far superior because of many factors: ease of entry and exit for passengers, faster turn-around times because of multiple extra large passenger doors, demonstrated better carrying capacity, and a much longer projected life span – far more value for the money!

Other special attributes of the COBUS 2700-S include full heating for the winter season and a high capacity air conditioning system to deal with the well known Washington D.C. summer heat! Passenger comfort is further assured by a most comfortable ride offered by the bus’ air suspension system. Furthermore, passengers will be protected from engine exhaust fumes because these are automatically diverted away for the open doors of the bus during loading and off-loading times.

An additional benefit for **U S AIRWAYS EXPRESS** is the fact that both their new DCA bus fleet and their PHL bus fleet will share many components which are used

by both models. In fact the entire drivetrains consisting of engine, transmission, drive axle, brake systems, HVAC systems and more are common to both models. Most body panels as well are interchangeable between the two models. So the airline benefits by keeping spares inventories to a minimum – parts can be delivered from one station to the other in as little as three hours if need be.

Passengers on the airline can expect these new buses to be in service in time for the Thanksgiving and Christmas holiday seasons. Upon arrival at DCA the buses will receive commissioning services from a COBUS Industries’ Field Service Engineer. Training for local maintenance personnel and drivers will also be provided by our team. These Field Service Engineers are constantly on the go, performing their services around the world wherever almost 3000 COBUS buses are used at more than 300 airports worldwide.

We at COBUS Industries LP are indeed gratified to be chosen as the supplier of these new ramp shuttle buses at Ronald Reagan Washington National Airport. We are particularly thankful to **U S AIRWAYS EXPRESS** for their continued confidence in our products and our company.



A NEW MODEL FOR COBUS

Bringing out a new model is very rare for CONTRAC-COBUS Industries. In fact there have been only four models introduced since the original COBUS 300 began service at Zurich Airport in Switzerland in 1983! Only four models in thirty years is totally opposite to the general trend in the motoring manufacturing industries where new model changes are announced every two or three years maximum for their products.

To further add to the unique character of the COBUS fleet of Airport People Moving Buses, the model changes that did occur were largely cosmetic; the underlying backbone, the basic body structure and even the mechanical components have essentially remained the same throughout the 30 years that these workhorses have been produced. Yes, the engines, transmissions and drive axles have incorporated the latest improvements as their manufacturers offered them. But the fact remains, the Mercedes engines offered today are basically the same units that powered the very first COBUS 300 – later renamed the COBUS 3000. The same holds true for the Allison transmission, the drive axle and other components which have made the COBUS the leading airside bus in the world.

So why a new model? And what does it offer that is new and different from the existing COBUS fleet?

Welcome to the new COBUS 2500 – the first of a new generation of COBUS buses!



What makes this bus so new and so unique? Let's start with the model number – COBUS 2500. All COBUS models are designated after the width of the bus body in the metric system. Thus the COBUS 3000 is 3 meters (or

10 feet) wide; the 2700 is 2.7 meters (or 9 feet) wide; and the baby of the fleet is the COBUS 2400 which is 2.4 meters (8 feet) wide.

So now we have the COBUS 2500 which is 2.5 meters (or 8 feet 4 inches) wide. One of the primary reasons for this new model is the fact that it is highly maneuverable around airport ramps. Its' reduced turning radius and somewhat smaller external dimensions make it an ideal bus to service aircraft parked off-gate. The interior of the COBUS 2500 which can accommodate up to 67 passengers (per IATA formula) follows the same architecture as its siblings: a driver's compartment separated from the passenger cabin followed by an open passenger area fitted with two extra wide doors on each side which permit at least two people to enter/exit through each door at the same time. The low floor of the bus is truly that: only eleven inches separate the bus floor from the road, so it is an easy step-in for all. The floor is completely flat the entire length of the passenger cabin without any internal step-ups over the rear axle of the bus.

The COBUS 2500 is powered by a six-cylinder Cummins Turbocharged diesel engine coupled to an Allison automatic type 2300 series transmission. Front wheel drive assures that excellent traction in all climate conditions is delivered. The Cummins engine meets or exceeds all EURO V (or EURO III on request) air quality standards around the world. Fuel economy is typical of all COBUS models – just a little more than one US gallon per hour! Truly a fuel miser! Cummins engines are noted for their serviceability and are being used in aviation ground support equipment around the globe – thus parts and service are available just about everywhere!

Built in our own factory on a series production line, the COBUS 2500 features all aluminum construction which offers a life span of at least 25 years. Passenger friendly features abound: an exhaust system which automatically diverts engine gases ensures that fumes are always directed away from the opened passenger doors. A comfortable ride is provided by the air suspension which also offers "kneeling" to reduce step height into and out of the cabin. Full heating and air conditioning systems contribute to passenger comfort year-round.

So now you know: there's a new COBUS on the street. Why not call us today and find out how the new COBUS 2500 can perform for your passengers on your airport ramp? We'll be happy to provide full information and pricing. We're just a phone call away!

COBUS OPERATIONS

When committing to serving airline passengers using one or more COBUS Airport People Moving Buses, many companies ask "Who should operate and maintain our buses?" Obviously there can be several choices; let's look at them.

The owner of the COBUS can be one of several entities: an airline, an airport or a third party service provider. In each case the owner can elect to operate and/or maintain the buses with their own personnel. Alternately they may elect to subcontract one or both of the operating and maintenance services to other companies. Thus it is possible that Company A may own (or lease) the fleet of COBUS buses and operate them themselves with their own employees while subcontracting the maintenance to Company B who have the facilities and equipment to provide those specialized services.

Another possibility is for the COBUS owner to subcontract operations to Subcontractor C and maintenance services to Subcontractor D. This arrangement is popular when the owner does not have adequate staff, facilities or equipment to perform the job successfully and/or does not wish to make the necessary investments to do so.

Who are these third party organizations that can operate and maintain COBUS buses? There are several here in the USA and Canada who have gained years of experience doing just that – operating and maintaining owners' fleets of COBUS. Usually they offer other services at the many airports that they serve, whether it is aircraft cleaning, aircraft maintenance, building cleaning and maintenance, ticketing and check-in for passengers, disabled passenger assistance (wheelchairs, etc.), baggage delivery, loading and unloading of aircraft and many other services related to operations at airports.

Airline and airport owners of COBUS buses generally have their own personnel who are capable of operating and maintaining these Airport People Moving Buses. Usually an airport or airline will have its own vehicle maintenance staff with requisite facilities and equipment. After appropriate training, these staff members will be able to provide great maintenance for their COBUS buses. Similarly drivers are also employed by some clients together with necessary supervisory personnel.

So the choice is really up to the owners: do it yourself or subcontract it. If the latter is preferred, please ask us for a list of companies who already have significant experience with COBUS buses and we will be happy to let you know about them.

But no matter who is selected, COBUS provides full training of both operation and maintenance functions. You can be sure that your COBUS will operate and perform at full efficiency all of the time!

NEWS AND NOTES...

Former CEO of Toronto Pearson International Airport, Lloyd McCoomb, speaking about the fleet of COBUS buses used at YYZ, said: "COBUS was a life-saver for us. We could not have survived without them". This was in reference to the use of a mid-field terminal which was built to alleviate gate shortages at the primary terminal. YYZ will continue to use COBUS buses for charter flights and hardstand operations due to anticipated growth in flight movements as well as inter-terminal transfer of passengers.

Mr. Calin Rovinescu, Chief Executive Officer for Air Canada, during an address to the Canadian Airports Council, stated that the international airports he most admires were SPL – Amsterdam, MUC – Munich, and DXB – Dubai. He noted that all three of them have extremely large percentages of transfer passengers – all in excess of 40% of total passenger traffic. As a result retail sales and other airport terminal services constitute a major portion of the revenue enjoyed by these airports. Coincidentally, or perhaps not, all three of these airports are dedicated users of COBUS buses to provide transport for passengers between aircraft arriving/departing from hardstands and the main terminals. Air Canada itself is the 15th largest airline in the world!

Jim Cherry, the CEO of Pierre Elliott Trudeau Montreal International Airport, described YUL as "... a small regional airport located 60 kilometers north of Plattsburg, NY"! He also noted that Montreal could be an excellent candidate for hardstand operations to be served by COBUS buses. Although the terminal at YUL is reaching capacity status and therefore would require hardstand usage to increase passenger handling capability, the runways at the airport are currently operating at slightly less than 50% of their total capacity. Certainly lots of room available to attract additional flights and passengers to the premier Anglo-Franco city of North America..

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