



DIRECT CONNECT

Flights Open Up the World

Nonstop service from Indianapolis International Airport to Charles de Gaulle Airport in Paris began on May 24. Here are a few conversations highlighting the impact and potential of the direct service to France and beyond.

Martin Baier President and CEO The International Center

A native of Germany and 20-year veteran of that country's Air Force, Baier is also Honorary French Consul to the state of Indiana. He joined Gov. Holcomb's European trade mission (leading up to the first flight from Paris to Indianapolis) for the final two stops in Berlin and Paris.

He needed the direct flight a few days earlier, however. On his way to Berlin – through Chicago and Dublin, Ireland – bad weather forced a missed flight and he lost a complete day. He travels to Europe several times a year on business or to visit family.

"It was so much easier with that connection. Coming back to our airport, immigration and customs were a breeze.

"A few French companies were saying

Indianapolis and Indiana are becoming more of an interest now with the direct flight. In Berlin, at a reception for the German business community, all responded very positively to learning about the direct access. It's not very convenient for them to go through Chicago or Atlanta and maybe have delays there and extend their travel time."

Baier lauds this initial flight and the importance of the connections to 70-plus additional cities. While he says it may take

time for some to adjust current habits and learn about the possibilities, he sees bright skies ahead.

"If we utilize this, I think this opportunity will open doors to promote business coming to Indiana. It will also send a sign to other airlines, not only about Europe but other continents, that if Delta is choosing Indianapolis, 'Let's look into that.' I really think there's a market here with other airlines or maybe Delta picks up another route. I'm very optimistic."

Stefano de Ponti CEO and GM, U.S. operations Dallara

Despite many trips to Europe for business and pleasure, he had never had the opportunity to fly out of the United States from Indianapolis – typically going through New York. In addition to his late May flight to Paris (and beyond), four people from Dallara came to Indianapolis on the inaugural flight in order to attend the Indianapolis 500.

"It was fantastic. Eight hours and 15 minutes, and the Paris airport is super connected with other European cities. Now, I think we will see increases, more personnel from Dallara (world headquarters in Varano de' Melegari, Italy) coming into the states, using that flight. It's the perfect tool for a European company that has business in Indiana.

"Once you're saving time, you're saving money. The two principles are very related. In New York, you have to go through customs, thousands of people. Right now, this is the only international flight (in



A large crowd gathers at Indianapolis International Airport for the inaugural nonstop flight to Paris.

Indianapolis), so you're saving a lot of time doing that.”

de Ponti also expects a boost in visitors.

“I think it will open up from the tourism point of view. Europeans will use this flight more often, rather than fly in to the East Coast or West Coast.”

Jill McKinney
Director of Study Aboard, Center for Global Education, Butler University

The Center for Global Education collaborates with Butler faculty, partner universities and outside entities to offer more than 200 study abroad programs in over 60 countries. Approximately one-third of all Butler graduates take advantage of a wide variety of such initiatives.

McKinney is aware of several student groups that returned on the direct flight this summer. She will be traveling with another group on the flight in August, as well as attending a November conference in Barcelona with the advantage of just one connection.

“Every time we have flown to Europe, we have had one, if not two, stops. This nonstop flight significantly decreases the travel time as well as reduces the potential for travel delays while en route. Since overall travel time has been greatly reduced with this nonstop flight, my student groups and I can stay in country a little bit longer and still get home on time.

“To have an option that would get us directly to Europe through this familiar and convenient airport is a game-changer. Faculty will likely consider doing more research or going to more conferences in Europe, students will likely consider more short-term study abroad programs, and I will consider going more often to arrange new student exchange programs or take students.

Jordan Wysong
LEAP 1B Program Leader
GE Aviation, Lafayette

GE Aviation in Lafayette (manufacturing the high-pressure section) partners with Safran Aircraft Engines on production of the CFM International Leap Engines (see January-February 2018 story in the archives at www.bizvoicemagazine.com). Safran facilities are located in Villaroche, France, approximately 50 kilometers from Paris. There are near daily shipments back and forth between the two locations.

“Today, we ship six to seven modules a week destined for France. With the shipping arrangements of the last two and a half years, we were flying out of Chicago, Detroit or Cincinnati – primarily Chicago. By the time we get to full volume rates, in a couple of years, we will be exporting two to three a day, 15 a week from the Lafayette facility alone.

“Having this option hugely increases our flexibility (and offers several advantages). One is much shorter travel time – we're about an hour door to door from the airport to our facility here in Lafayette (as opposed to two and a half hours to Chicago). Another is that traffic is much more predictable in Indianapolis than it is in Chicago. A third is that with the volume we're shipping out, cargo space does become a constraint on some days. Having local, additional capacity out of the U.S. into Charles de Gaulle is a huge win.”

The engine cores, about the size of a small car, fit inside the belly of the commercial airliners. In addition, personnel from the two facilities travel back and forth on at least a bimonthly basis.

“In the past, I went from Indianapolis to JFK (in New York) or Chicago, adding about four hours to our travel time. The quicker we can get there, the quicker we can be productive and the better off it is for everyone.”



Action, meet results.

Too many law firms mistake activity for action. As they churn away on unnecessary tasks, your matters drag on. At Barnes & Thornburg, we are focused on keeping things moving and helping your business grow. Delivering results you can count on.

 **BARNES &
THORNBURG** LLP
Uncommon Value

ATLANTA CALIFORNIA CHICAGO DELAWARE INDIANA MICHIGAN MINNEAPOLIS OHIO TEXAS WASHINGTON, D.C.

btlaw.com