## **News Release**

FOR IMMEDIATE RELEASE

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## Copa Airlines Orders 10 Additional Blended Winglet Shipsets for its 737NG Fleet

Panama-based Airline is World's Largest Operator of Aviation Partners Boeing Blended Winglet Equipped 737-700s.

Copa Airlines became the first air carrier in the Western Hemisphere to operate Aviation Partners Boeing Performance Enhanced 737-700s when it took delivery of its first Blended Winglet™ Shipset in June 2002. Today, Copa Airlines operates a fleet of 8 Performance Enhanced 737-700s and has signed an order for 10 additional 737-700 & 800 shipsets with deliveries beginning in September.

"Copa Airlines is the leading operator of Blended Winglet Equipped 737NG airplanes in Latin America," says Aviation Partners Boeing Vice President of Sales Sheldon Best. "Not only was Copa Airlines the first airline in the Americas, North and South, to fly with Blended Winglets, they're a lead example in the region for successful and profitable operations."

Copa Airlines chose to invest in Blended Winglet Technology for fuel savings as well as for enhanced performance purposes out of high and hot airfields including Quito, Ecuador. With the measurable aerodynamic benefits of Blended Winglet Technology, Copa is able to fly its existing network with 22,000 lbs of engine thrust compared to 24,000 lbs of thrust required for non-winglet equipped 737NGs.

"By upgrading to Blended Winglets, Copa Airlines was able to order its 737NGs with 2000 lbs less thrust and this represents a retail savings of approximately \$800,000 per airplane," says Aviation Partners Boeing Sales Director Patrick LaMoria. "In addition to these savings, the net present value of Blended Winglet block fuel savings over 20 years is worth another \$800,000 per airplane. The payback for upgrading to Blended Winglet Technology is immediate for Copa Airlines."

In passenger surveys, following the upgrade to Blended Winglet Technology, customer perceptions were dramatically altered and the feedback was all positive. For Copa Airlines, the future really is on the wing.

"Copa Airlines has been, and continues to be, the leading operator of Blended Winglet Equipped 737NG airplanes in the region and we intend to keep it that way," says Copa Airlines Senior Vice President Operations Larry Ganse.

"Copa Airlines has experienced remarkable acceptance and compliments from our passengers regarding the Blended Winglets on our fleet of new 737-700's," says Tom Chappell, Vice President, Purchasing, Copa Airlines. "Their comments reflect a wide spectrum of positive perceptions about our aircraft and we are very pleased about that. We have had passengers that ask if their flight will be on one of the new Winglet aircraft. We also are pleased with the operational attributes and the visual appearance improvement associated with the Blended Winglets. We will continue our direction of including Blended Winglets for future new aircraft."

With more than 55 years of experience, Copa Airlines (copaair.com) flies to 29 destinations in 19 countries in North, Central and South America and the Caribbean. In November 2002, PODER Magazine, Booz, Allen & Hamilton and Egon Zehnder International gave Copa the "Best Regionalization in Latin America" award for its "successful development of its hub in Panama, which contributes to the continuous development of Latin America." In December of that same year, the Central American Tourism Federation gave Copa Airlines the "Turismo Sin Fronteras" (Tourism Without Borders) award for their efforts and projects for Central American unity.

From its base at Tocumen International Airport in Panama City, Copa Airlines operates the Hub of the Americas, one of the most efficient and successful hubs in Latin America. In 2003, the airline expects to transport 1.3 million passengers.

Today, 25% of delivered 737-700s & 800s are equipped with Blended Winglet Technology. To learn more about Blended Winglet Technology see:

www.aviationpartnersboeing.com

\*Patent No. 5348253

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