

September 2005

## Biography

### **Ulrich Schulte-Strathaus** **Secretary General**

Ulrich Schulte-Strathaus, born in 1953, was educated in England and France before graduating in law in Germany.

In 1981, he joined Lufthansa as the manager responsible for collective labour negotiations and was appointed the following year as Liaison Officer to the EEC, reporting directly to the President on all issues of relevance for the company related to the common market. Six years later, he was appointed Head of Industry Relations and focused his attention on readjusting Lufthansa's tariff policy to meet the changing requirements of the consumer in a liberalized environment. In 1992 he became Vice President Corporate International Relations and Government Affairs and succeeded in enlisting political support for Lufthansa's privatization. He also developed, and subsequently implemented, a policy, which, endorsed by the company's Board, helped pave the way for the German Government to negotiate a liberal market-oriented aviation agreement with the United States of America. Furthermore he assisted in securing regulatory approval from the EU Competition Authorities for the company's alliance arrangements with United Airlines, of the US, and other European carriers.

Ulrich Schulte-Strathaus carried out numerous functions within the industry's associations before being taking up the role of Secretary General of the Association of European Airlines in September 2002.

Ulrich Schulte-Strathaus is married and has two children.

- Adria Airways
- Aer Lingus
- Air France
- Air Malta
- Alitalia
- Austrian
- bmi
- British Airways
- Cargolux
- Croatia Airlines
- CSA
- Cyprus Airways
- Finnair
- Iberia
- Icelandair
- Jat Airways
- KLM
- LOT
- Lufthansa
- Luxair
- Malev
- Olympic Airlines
- SAS
- SN Brussels Airlines
- Spanair
- SWISS
- TAP Portugal
- TAROM
- Turkish Airlines
- Virgin Atlantic Airways