

# air cargo update

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The first and only PAN-Regional Magazine  
Middle East - Africa - Asia and beyond



السعودية SAUDIA CARGO

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Chairman, Sharjah Airport Authority

The Lounge



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Founder & Managing Director, Semco



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Middle East, Africa, Asia & beyond

Air Cargo Update serves as a platform to share news and discuss critical issues within the Air Cargo Industry from the Middle East, South Asia and African region.

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# Editor's Note

## Upbeat in 2018

After a record performance in 2017 in the aviation industry that trickled into the air cargo sector, there's much optimism that the momentum will be carried over in 2018.

According to WorldACD, general cargo jumped by 10.5% year-on-year in 2017 while specific cargo products grew 7.4%, with the highest volume growth posted on vulnerables and high tech products, pharmaceuticals and flowers.

The International Air Transport Authority (IATA) described 2017 as the strongest year for the air freight industry since 2010 with growth of 9%. FTK grew more than expected during the period with global trade volumes doubling, reflecting an improved business environment for the manufacturing sector.

But all agree this year's cargo movements are contingent upon how healthy the global economy would be.

World Bank forecasts global economic growth to edge up to 3.1 percent in 2018 after a much stronger-than-expected 2017 as the recovery in investment, manufacturing and trade continues.

Emerging markets and developing economies will post the highest growth at 4.5 percent in 2018 with exports and imports playing crucial roles, WB adds.

Those figures are encouraging growth will be sustained.

In this edition, we'll share with you the story of how a tiny airport in the United Arab Emirates, the Sharjah International Airport, helped a country reached its economic potentials and successfully transformed itself into an important trade access point in the Middle East in the 21st century.

In India, we examine how the country of more than 1.3 billion is transforming the air cargo industry to increase its global trade presence, improve the lives of millions of poor and deliver goods to even the remotest parts of its vast area.

New digital market place platforms in transacting business in logistics will also be highlighted in this edition as well as the capabilities and expertise of freight carriers to successfully transport wild animals to save them from extinction.

These and more in global news and features.

Welcome 2018!

**Gemma Q. Casas**  
Editor-in-Chief



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## The LOUNGE

# Engineer who founded Semmco finds solace in sailing and skiing



**Stuart McOnie**  
Founder & Managing Director, Semmco

Airlines usually have name recalls even for those who probably haven't traveled. And behind every airline's operations are a host of other companies supplying necessary parts, products or services unbeknown to many of us.

Semmco, an innovative British engineering company that designs and manufactures ground support equipment and aviation access platforms for the aviation, rail and helicopter industries, is among these companies that make it possible for airlines to best serve passengers' convenience and safety even those in rails, freighter aircraft and helicopters.

Semmco began its operations in 1993 in the UK with a small quantity of orders from British Airways to produce oxygen control panels recalls its Founder and Managing Director Stuart McOnie.

McOnie, an engineer, told **Air Cargo Update** British Airways then placed another order for notches and control panels, among others, giving rise to Semmco's reputation as a specialized supplier of aviation products in the industry.

"The business is now celebrating its 25th year. We started in the industry by supplying oxygen control

panels to British Airways," McOnie recalled.

Today, McOnie's company, which began with just two employees had since grown to 42, with major global companies as clients.

Last year, it opened its new facility in Dubai South with the Middle East increasingly becoming an important market for their products and services. The company counts as among its clients Emirates, Etihad, Virgin Atlantic, Qantas, flydubai, Cathay Pacific, Gulfstream, military, among many others.

McOnie says the secret to their longevity in the very competitive aviation industry is staying positive and having realistic objectives.

"Stay positive at all times. Stay focused. Have an objective. Write your objectives down. See if you have accomplished them, if not, set realistic objectives for the following year," the entrepreneur shared.

With his company already established in the industry and his two children both grown-up, McOnie says he spends his free time sailing with his family in the UK and nearby areas with their 35-ft sail boat.

"I spend it with my family and my wife. We go sailing or skiing or traveling together visiting customers," said McOnie when asked how he spends his free time.

"We sail in the UK to relax," he says, adding that the freedom that comes along with sailing with just the wind taking them to places makes every journey a unique experience.

During winter, the family travels to France, Austria or Switzerland, to ski—living and loving life.



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## Ethiopian Cargo adds 2 AEI-converted 737-800 freighters to its fleet



**SHANNON, Ireland:** Africa's largest cargo operator, Ethiopian Cargo and Logistics Services, is leasing two Boeing 737-800 freighters from GE Capital Aviation Services (GECAS), as part of its expansion program in the region.

The freighter planes, which were converted by Aeronautical Engineers Inc. from GECAS, are scheduled to be delivered in June of 2018 and in January of 2019.

"The aircraft will be a great complement to our existing fleet of B777 and B757 freighters. In line with our Vision 2025 Ethiopian Cargo and Logistics strategic roadmap, we are expanding our cargo fleet and network to support trade within Africa and with the rest of the world by facilitating the export of perishables and the import of high value goods into the continent," said Tewolde Gebremariam, Ethiopian Airlines Group CEO.

Richard Greener, GECAS SVP & Manager Cargo Aircraft Group, said their company has been working with AEI on the planes since 2015 and is pleased that it will help Ethiopian on its expansion program.

"We have been working with AEI on this program since 2015 and look forward to delivering the first AEI converted 737-800SF to Ethiopian Airlines. The airline is joining a growing number of combination carriers planning to operate this aircraft either for replacement of aging freighters or for growth," he said.

Ethiopian Cargo and Logistics provides airport-to-airport services across a network of over 91 destinations on both freighter and belly hold services (including both direct service and arranged connection flights).

It is also the largest network cargo operator in Africa. With six B-777 and two B-757 Freighters serving 39 cargo destinations in Africa, the Middle East, Asia the America's and Europe, Ethiopian's state-of-the-art cargo terminal delivers an annual capacity of one million tons with services that range from general cargo to special cargo (including perishables, valuable or dangerous goods, live animals and mail & courier).

The AEI converted freighter accommodates 11 full height

containers plus one AEP/AEH, a main deck payload of up to 52,000 lb (23,587-kg) and has AEI's hydraulically-operated cargo door, offering numerous key features to cargo operators.

**"The aircraft will be a great complement to our existing fleet of B777 and B757 freighters. In line with our Vision 2025 Ethiopian Cargo and Logistics strategic roadmap, we are expanding our cargo fleet and network to support trade within Africa and with the rest of the world by facilitating the export of perishables and the import of high value goods into the continent."**

**-Tewolde Gebremariam**



## WFS signs 15-year lease with JFK's new cargo terminal



**NEW YORK:** Worldwide Flight Services (WFS) has demonstrated its confidence in the New York air cargo market by signing a 15-year lease on a new state-of-the-art 346,000 square foot cargo terminal, the first phase of the Port Authority of New York and New Jersey's comprehensive Vision Plan to enhance the international reputation of John F. Kennedy International Airport.

WFS is already one of the largest handlers at JFK, handling over 650,000 tons of cargo a year for nearly 70 airlines at its nine facilities at the airport, currently spanning a footprint of over 760,000 sq ft.

The projected opening of the new building in Q4 2020 supports WFS' commitment to the highest standards of safety, security and service, and will also enable it to offer JFK's first dedicated facilities for temperature-controlled pharmaceutical products and perishables cargo.

The facility, which will have a throughput capacity of over 300 million kilos a year, will offer improved cargo flows and reduced transfer times, shorter truck waiting times and incorporate the latest security and screening systems and procedures.

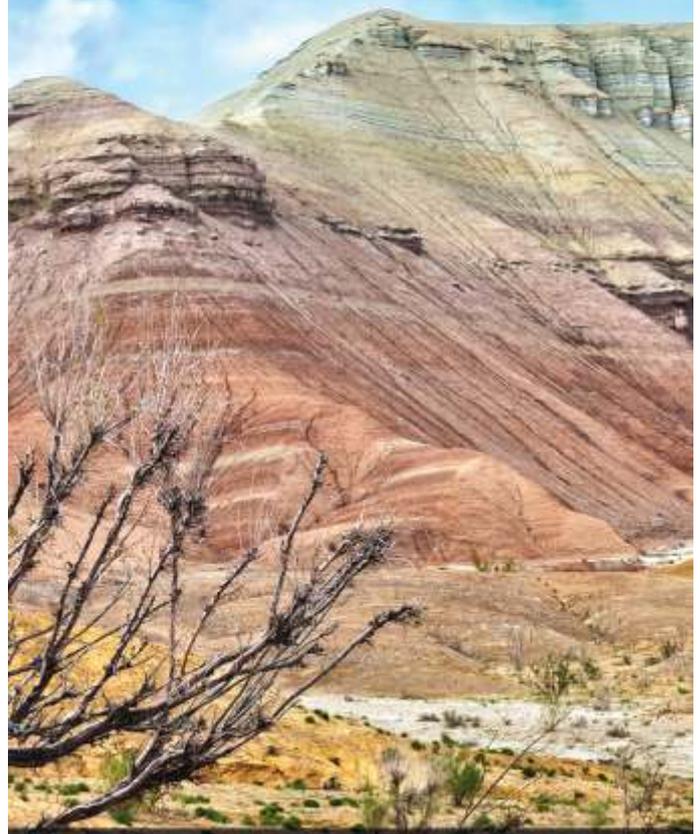
Aeroterm has been awarded a contract by the Port Authority Board of Commissioners to build the new Aero JFK II facility, a \$132 million investment that will see its tenant WFS operating from the airport's most modern cargo location. The Port Authority Board has also approved a further \$62.2 million project to upgrade taxiways CA and CB at JFK to accommodate today's modern freighter aircraft.

The JFK cargo industry currently supports 50,000 jobs, \$8.6 billion in sales and almost \$3 billion in wages, according to New York State. The airport handles some 1.3 million tons of cargo annually.

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## GLOBAL NEWS

## Lufthansa grows global investments



**FRANKFURT/DUBAI:** Lufthansa Cargo has acquired the US-based tech startup Fleet Logistics as part of its airfreight digitalization strategy and continuing innovation program.

Fleet Logistics was founded in 2014 and acts as an online marketplace, matching customers' demand for freight services with free capacity provided by logistics companies, Lufthansa Cargo said in a statement.

It described the Portland-based Fleet Logistics as growing fast and addresses customers' inherent desire for convenience in – traditionally – complex cross-border freight shipping processes.

"Fleet Logistics is a perfect match for us as the company combines innovative and visionary thinking with a strong intrinsic motivation to improve air cargo booking and shipping efficiency and, finally, our customers' overall experience," said Peter Gerber, CEO of Lufthansa Cargo.

"We expect substantial learnings with regard to our product and service portfolio. Thus, we are sure that Lufthansa Cargo and Fleet Logistics will mutually benefit from sharing concepts and ideas."



**Peter Gerber, Lufthansa Cargo CEO**

Fleet Logistics will expand its Board of Directors with the new seat being held by Lufthansa Cargo's CCO Dr. Alexis von Hoensbroech.

Lufthansa noted a large number of startups pushed into the logistics industry upgrading connectivity between various players of global air cargo supply chains. Consequently, also traditional logistics companies have become aware of the opportunities they can realize by investing into new digital business models.

In Dubai, Lufthansa Technik Middle East confirmed it signed a contract with Dubai South to double the size of its facilities to enable more parts and component capabilities.

Ziad Al Hazmi, CEO of Lufthansa Technik Middle East, said the expansion project will begin this year and is envisioned to enhance the services that the company provides to its clients in the Middle East and nearby countries.

The company began operating at Dubai airport in 2016 and in May of 2017 moved its operations to Dubai South's Aviation District.

The Dubai-based Lufthansa Technik Middle East is the central location for the AOG Help Desk and the base for the Support Team, assisting with rapid & comprehensive material and spare parts supply for unplanned incidents around the clock.

Depending on the nature of damage, repairs can be arranged and undertaken directly and efficiently at the customer site or, without additional transport costs, in Dubai or elsewhere in the tightly integrated Lufthansa Technik network.

## DHL completes trial of drones to drop packages

**DUBAI:** DHL says it has successfully completed the trial of "DH Parcelcopter"—an autonomous transport drone that drops packages to doorsteps seen to change the logistics sector in the region.

Considered as the world's leading international express services provider, DHL is exploring how innovation in the logistics industry can support the future of transportation around the world and in the region.

The company said the 'DHL Parcelcopter' is the first of its kind in the logistics delivery chain.

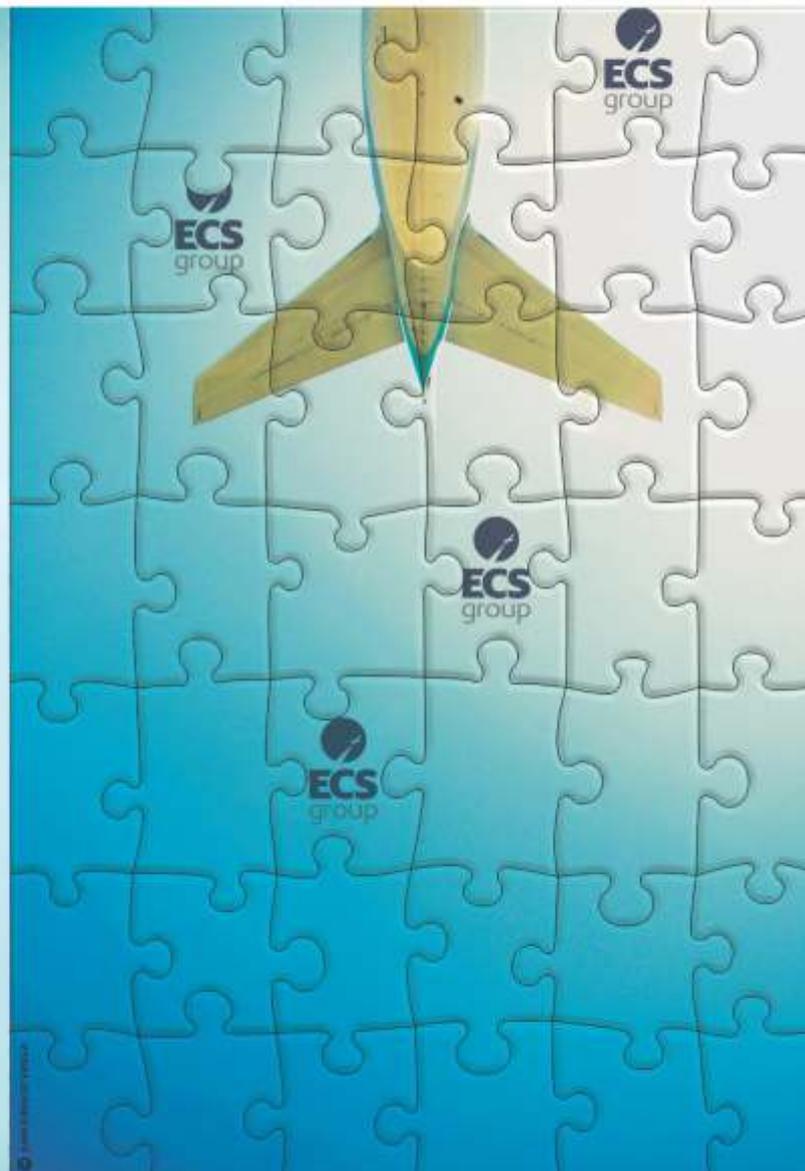
Markus Kückelhaus, VP Innovation & Trend Research, DHL Customer Solutions & Innovation, was in Dubai to discuss how DHL is continuously looking at ways to enhance the business through groundbreaking projects that challenge the future of transportation.

"Artificial Intelligence, virtual reality and automation are driving intelligent supply chains and transforming the future of the global logistics industry. In this region, the UAE is home to a growing population that is becoming increasingly reliant on the convenience and efficiency that technology provides, making it a key market for the transportation and the logistics industry in the future," he said

DHL said as the UAE looks at digitizing large parts of its economy through new technological innovation, including artificial intelligence, 3D Printing and automation, opportunities can be explored.

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## GLOBAL NEWS

## Qatar Airways Cargo hauls over 1,400 tons of Chilean cherries during the holidays



**DOHA:** The holidays proved to be a cheery season for Qatar Airways Cargo with over 1,400 tons of Chilean cherries flown all the way to three major cities in China from its state-of-the-art hub at Doha's Hamad International Airport.

The air freight company said the cherries were shipped to Shanghai, Guangzhou and Hong Kong from November 13 to December 19, 2017.

This is the second year Qatar Airways Cargo has collaborated with its major customers to transport Chilean cherries on dedicated charter flights.

"We are very proud to support and partner with our customers to move these perishables across the globe. Air freight and logistics plays a fundamental role in ensuring the cherry exporters in Chile meet their clients' needs. Through our solution QR Fresh, we provide a seamless cool chain for all temperature-sensitive shipments, from their origin airport through to their final destination, thus preserving their quality and extending their shelf life," said Guillaume Halleux, Acting Chief Officer Cargo.

Chilean cherries are renowned and in high demand in China and other Asian countries. The cherry harvest perfectly coincides with China's Lunar New Year where a box of Chilean cherries makes an ideal gift to friends and family.

Through QR Fresh, the product for perishables and fresh produce, the cargo carrier offers its customers a reliable and seamless cool chain

solution for their products where a dedicated Climate Control team proactively monitors every shipment from beginning to end to ensure seamless transfer.

There are dedicated cold rooms at the airline's state-of-the-art fully-automated warehouse in Doha, each with various temperature zones for the storage of perishables transiting the hub. Industry-leading, world-class ramp handling, utilising reefer vehicles direct to the aircraft, ensure perfect temperature control at the hub in Doha.

Earlier this year, the world-class carrier inaugurated its dedicated Climate Control Centre situated airside at HIA, equipped with segregated temperature-controlled sections for storing perishables transiting the hub.

It has two zones operating for 2° to 8°C or 15° to 25°C, with a capacity to hold a total of 156 unit loading devices (ULDs) at a time, in addition to the 64 temperature controlled cells at the cargo terminal's cold room.

The world's third largest cargo carrier recently took delivery of its second B747-8 freighter, taking the total count of freighters in operation to 23. Qatar Airways Cargo also offers distinctive products, namely QR Pharma, QR Live, QR Charter and QR Express offering efficiency and compliance in the handling of temperature-sensitive pharmaceutical cargo, transportation of live animals as well as time-critical shipments.

## Colgate-Palmolive renews with CEVA in Malaysia

**SINGAPORE:** CEVA Logistics, one of the world's largest supply chain management companies, has further extended its warehousing contract with Colgate-Palmolive in Malaysia for another three years.

The companies' business relations spans for more than 18 years and the renewed deal calls for CEVA to managing more than 140,000 sq-ft of warehouse covering 14,000 pallet positions in order to deliver distribution, cross border transportation to Thailand and Singapore, imports and exports with local clearances and a value-added Cross-Dock service in Singapore.

The contract covers home care, personal care and oral care products which are received by CEVA at its Shah Alam facility. Multiple containers with the products are deconsolidated there on a daily basis for onward shipping to both distributors and retailers.

"The renewal of this prestigious contract is testament to our team's ongoing commitment to Colgate-Palmolive," states CEVA's Executive Vice President Southeast Asia, Elaine Low. "And it's great teamwork which has been the key to our long-term relationship. We really understand their business which enables us to provide continuous improvements in our operations to benefit their business, be that in service innovation or automating the processes involved."

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# Emirates SkyCargo wraps up 2017 with over 2.5M tons of cargo flown



**DUBAI:** Emirates SkyCargo flew more than 2.5 million tons of cargo in 2017 with pharmaceuticals and perishables accounting for much of the growth posted during the period. The freight division of Emirates said its robust performance last year was underlined by the introduction of specialized customer focused air transportation solutions across a number of industry verticals and by continued investment in infrastructure.

Between January and December 2017, Emirates SkyCargo's hubs at Dubai International Airport (DXB) and Dubai World Central (DWC) saw

combined cargo volumes of over 2.5 million tons.

In 2017, in response to increasing demand from its customers, Emirates SkyCargo introduced a range of air transport solutions specific to industry verticals including Emirates Pharma, Emirates Wheels and Emirates Fresh.

Emirates Pharma, developed for the secure transportation of temperature sensitive pharmaceuticals from origin to destination, has been extremely well received by pharma customers worldwide.

Volumes of pharmaceutical cargo traveling through Emirates SkyCargo

have grown by 38% since launch.

The company also transported over 285,000 tons of perishables across its network last year and unveiled a unique rose decal on one of its freighter aircraft to highlight the importance of air cargo to the floriculture industry.

With the introduction of Emirates Wheels, Emirates SkyCargo has also been transporting close to 150 cars a month not only in the peak summer season, but throughout the year.

In addition to individual customers, the air cargo carrier has worked with major car manufacturers and distributors to transport premium and luxury cars.

With its focus on structured and customized offerings, Emirates SkyCargo says it is well positioned to further address customer needs in 2018 in other sectors including e-commerce.

Emirates SkyCargo fly to more than 155 destinations across six continents in addition to unrivaled connectivity though Emirates' belly-hold cargo.

## FedEx lands spot on Fortune 'World's Most Admired Companies' list

**MEMPHIS, Tennessee:** FedEx Corp. is once again ranked as among the most admired companies in the world, according to a survey published in FORTUNE magazine.

The annual "World's Most Admired Companies" report listed FedEx as the 9th most admired company. The survey measures nine attributes related to financial performance and corporate reputation.

"FedEx is honored to have been recognized again among the world's

most admired companies," said Frederick W. Smith, chairman and CEO, FedEx Corp. "This honor reflects the outstanding dedication and performance of our more than 400,000 FedEx team members worldwide."

This is the 18th consecutive year that FedEx was listed among the top 20 in the FORTUNE Most Admired Companies List, with 14 of those years ranking among the top 10.

FORTUNE collaborated with partner

Korn Ferry on the survey of corporate reputation. They began with a universe of about 1,500 candidates: the 1,000 largest US companies ranked by revenues, along with non-US companies in FORTUNE's Global 500 database that have revenues of \$10 billion or more.

The list was narrowed to the highest-revenue companies in each industry, a total of 680 in 29 countries. The top-rated companies were picked from that pool of 680.



## Silk Way launches first cargo flight to Brazil



**BAKU:** Silk Way West Airlines, Azerbaijan's state-owned freight carrier, launched its first direct cargo flight from the capital Baku to Sao Paulo, Brazil, marking its new venture in South America.

Carrying 36 tons of cargo dispatched from China to a car manufacturing company in Brazil, the 15-hour flight took off from Heydar Aliyev International Airport to Viracopos International Airport on the modern Boeing 747-8F aircraft, the carrier's

longest direct route in its history.

Launched in 2012, the freight carrier operates regular and charter flights to Asia, Europe, the Middle East and North America.

In Dubai, Silk Way West Airlines is an important element in the UAE's growing trade relations with Azerbaijan and other countries in the Caspian region.

Dubai Customs Director Ahmed Mahboob Musabih said there has been substantial growth in exchange

of goods and services between the two countries over the past several years.

UAE's trade with Azerbaijan in the first nine months of 2017 rose to AED679 million divided into imports with AED4.3 million, exports with AED133.4 million, and re-exports with AED541.4m.

Azerbaijan and UAE officials met recently as they work on further strengthening business and cultural relations between their countries.

"We work towards enhancing mutual trade by facilitating customs services for Azerbaijani traders and investors. Our advanced smart applications, products and services enable our clients to benefit from the different incentives and advantages Dubai offers," said Musabih.



**How we make art exhibitions more successful.**

This year, we delivered a world-famous painting custom packaged in airtight conditions from Shanghai to Zurich and then onwards to a museum in Bern, where its exhibition created a sensation, drawing more visitors than ever. This is just one of the many success stories we share with our customers.



## GLOBAL NEWS

## Iran, India & Afghanistan in talks for US\$21B Chabahar development



**TEHRAN:** As China successfully opened its Silk Road Economic Belt connecting the country to Europe and elsewhere in Asia, Iran, India and Afghanistan continue talks to develop the Chabahar area through land and sea to enhance economic routes for their goods.

Iran, India and Afghanistan have already agreed and committed at least US\$21 billion to build the

Chabahar-Hajigak Corridor, including enhancing Chabahar Port in southeastern Iran along the Gulf of Oman.

The agreement also calls for the establishment of the Chabahar Economic Zone where US\$11 billion are envisioned to be invested in Hajigak iron and steel mining projects.

The Islamic Republic News Agency (IRNA) reported Iran's Ambassador to India, Gholamreza Ansari, disclosed an MOU agreeing to a US\$6 billion worth of 200 locomotives, freight trains and rails purchase between India and Iran towards developing a railroad link and the Chabahar Port as part of the Corridor Project had been made.

Iranian Minister of Road & Urban Development Abbas Akhundi & India's Minister of Railways Suresh Prabhu met in New Delhi in January for the deal.

India sees Chabahar Port as a major route to its growing economic and political influence in the region.

IRNA reported India has committed \$500 million to building two berths at Chabahar Port to process trade and develop an economic zone.

An additional \$1.6 billion was pledged for a 650-km rail link from Chabahar to Zahedan and through Afghanistan.

Iran, India and Afghanistan believe an integrated development of connectivity infrastructure such as ports, roads and rail networks would enhance economic opportunities for them regionally and globally.

## Rhenus takes over the Brazilian company Pirâmide SeaAir

**HOLZWIKEDÉ, GERMANY:** Rhenus Group has acquired Brazil's Pirâmide SeaAir Comércio Exterior, a move largely viewed as the German cargo & logistics company's bid to expand in Latin America.

The Sao Paulo-based Pirâmide SeaAir, which also has branches at Guarulhos and Viracopos airports as well as the port of Santos, has been operating as a licenced customs clearance broker for more than 20 years and has developed its own customs clearance software for this purpose.

As a result of the acquisition, Rhenus can now not only operate classic freight forwarding services, but also offer greater efficiency in providing advice and completing customs clearance for imports and exports.

"Customs clearance for imports is a major focus of operations in Brazil. It often determines whether goods are handled smoothly in conjunction with

the public authorities or not. As a result of the customs clearance expertise available at Pirâmide SeaAir, we'll be able to offer our customers here special time benefits and value added in future," says Jörn Schmersahl, CEO of Rhenus Air & Ocean Europe & Americas, describing the benefits of the acquisition.

The Rhenus Group is now strengthening its presence in Central and South America too as a result of the takeover, following its strong growth in Asia during the past few years. "Brazil is a growth engine and generates about half the economic power in South America. We're sure that Brazil will not only be important for exporting investment & consumer goods in future, but also become



increasingly significant as a production site and regional center."

The Brazilian company will initially operate in the market place using the Rhenus-Piramide brand. The first shipments through the European LCL gateway in Hilden started in January 2018.

The Rhenus Group is a logistics services provider with global business operations and annual turnover of EUR4.8 billion. It has business sites at over 580 locations worldwide and employs more than 28,000 people.



## LuxairCARGO says 2017 was an 'exceptional' year



**LUXEMBOURG:** LuxairCARGO handled a record 938,000 tons of cargo in 2017 and its teams have completed more than 33,000 training hours ushering more optimism for the coming months this year.

The company attributed its impressive performance last year in

developing niche markets and connecting closely with customers to give them the best service.

Based in Luxembourg International Airport, LuxairCARGO is also heavily investing in upgrading its infrastructure along

with equipment and staff training. It recently doubled its non-standard goods-handling capacity, bought a telescopic reach stacker crane that can lift cargo of up to 45 tons and commissioned a new oversized goods hangar.

As part of its new infrastructure

program, its cargo plane parking areas and the lorry docking areas are now just 108 meters apart, enabling faster loading pace, especially good for perishable and dangerous goods.

"This is an indisputable advantage as one of LuxairCARGO's major specializations is handling perishable and dangerous goods, exclusive products, pharmaceutical or controlled-temperature products, as well as live animals. We have further reduced journey times by installing ULD Fast Lanes that allow us to load full pallets in minimal time as part of our company's goal to constantly improve and perfect our processes," the company said, adding that its flexibility to handle any type of cargo makes it easier for customers to ship their goods.

# Saudi Future Airports Summit

14 & 15 March 2018, Riyadh, Kingdom of Saudi Arabia

## Event Overview

Nispana is excited to launch the Future Airports Summit to be held in Saudi Arabia. With the growing demand in the aviation sector, the summit will bring key stakeholders of the region to educate and discuss the best practices of the industry towards creating efficient airports in Saudi Arabia. Join us, as we bring together attendees at this high level summit with the stellar line up of speakers and panelists over two days to inspire you on the region's trending topics.

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## GENAVCO marks 50 years of business partnership with the UAE



**DUBAI:** THE UAE's global economic success is cherished across its seven emirates and even among companies that had seen its growth from a tiny enclave to a modern metropolis home to millions of expats from across the globe.



General Navigation and Commerce Company (Genavco), among the pioneers in the region's commercial vehicle and heavy equipment market, marked its 50th anniversary in December of 2017, with resolve to continue its business partnership with the UAE.

Genavco has set the road to success in the UAE by becoming a leading name in road construction equipment with franchises of leading equipment brands for road construction and quarries from Wirtgen to Voegelé, Hamm to Weiro and Kleemann to Benninghoven.

Established in 1967 by businessman

Juma Al Majid, the company began its operations with Detroit Diesel Engine (DDC), Allison Transmission and Terex Construction Equipment followed by BP, ISUZU, Wirtgen, Liebherr, JLG, John Deere and CompAir, among others.

Over its 50-year journey, it grew with the UAE and became one of the largest and most trusted names in the region's commercial vehicle and heavy equipment market.

"As the nation celebrates 46th year of Union, all these years Genavco has been playing a prominent role in building the nation—be it infrastructural development, airports to seaports, highways to race tracks, Genavco has built every major lifeline across the UAE. Indeed, this is our most enduring contribution to the success of this great nation," Genavco said.

The company thanked Japanese manufacturer Isuzu for keeping its trust to the Middle East market saying, its quality and durable trucks and other products, made it possible for many companies to wisely spend resources.

Genavco, which also introduced BP in the UAE, thanked the oil company for sustaining growth in the region.

The company held its 50th Anniversary at the posh Jumeirah Beach Hotel with its more than 300 employees, principals, customers and guests.

## Egyptair & WFS extends contract

**CAIRO:** Egyptair has awarded a new cargo and mail handling contract to Worldwide Flight Services (WFS) in Amsterdam and Brussels, extending its relationship with WFS at both airports for another three years.

The contract which starts in March will see WFS handling cargo and mail for the airline's daily Boeing 737-800 from Amsterdam to Cairo as well as its five times weekly 737-800 services from Brussels to Egypt's capital city.

In 2017, Egyptair chose WFS to also provide trucking services connecting Amsterdam and Brussels with Ostend.

Marc Claesen, Regional Vice President at WFS, said: "Providing trucking services for Egyptair in recent months has enabled us to demonstrate the benefits we can offer to our airline customers and our growing relationship has now resulted in WFS now being chosen to provide full cargo and mail handling services at two of the main European airports in Egyptair's network."

WFS has achieved significant contract successes in Amsterdam and Brussels in the past 12 months. In the Netherlands, it has been awarded new or extended contracts by customers including Oman Air and Japan Airlines, while in Belgium its successes have included new agreements with MNG Airlines and CAL Cargo Airlines as well as Japan Airlines and Oman Air.

Under the patronage of

**HH Sheikh Mohammed Bin Zayed Al Nahyan,**

Crown Prince of Abu Dhabi and Deputy Supreme Commander of the UAE Armed Forces



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# THE HELICOPTER EXHIBITION IN ABU DHABI

**26, 27, 28 FEBRUARY 2018**

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CARGO AID

## UNHCR seeks donations for Yemenis



With Yemen on the brink of famine after more than two years of civil war, the UNHCR is calling on the world to donate to save the lives of acutely malnourished 2 million children and countless others trapped in the conflict.

With its water infrastructure and other basic public facilities in ruins, UNHCR says Yemen is also facing the world's worst cholera outbreak.

“With massive displacement, immense humanitarian needs and staggering poverty as a result of the conflict, most of those displaced in Yemen are now struggling to survive,” said UNHCR’s Representative in Yemen Ayman Gharaibeh.

Yemeni families are now struggling to meet their primary needs including shelter, food, water and healthcare.

For more information on how you can help, visit [www.giving.unhcr.org/en/yemen](http://www.giving.unhcr.org/en/yemen)

## UAE doctors pledge 'Million Hours of Giving' to treat needy patients

**ABU DHABI:** UAE doctors have launched a “Million Hours of Giving” volunteering campaign dedicated to treat children and elderly patients in underprivileged areas across the world as part of their commitment to the Zayed Giving Initiative for the Year of Zayed 2018.

The doctors made the announcement in a letter of thanks to His Highness Sheikh Mohamed bin Zayed Al Nahyan, Crown Prince of Abu Dhabi and Deputy Supreme Commander of the UAE Armed Forces, reported the Emirates State News Agency WAM.

Emirati Heart Surgeon Dr. Adel Al Shameri, CEO of the Zayed Giving Initiative and President of UAE Doctors, said Sheikh Mohamed bin Zayed is a leader, and role model, who dedicated his life to providing the nation and its citizens with safety, security, stability and prosperity, and he deserves all the appreciation and loyalty received from individuals for his unlimited giving to the UAE's youth.

Dr. Al Shameri said the campaign will allow doctors to express their love to Sheikh Mohamed by contributing via community work and volunteering in mobile clinics and hospitals around the world.

The UAE had conducted countless medical missions, including funding construction of clinics, donating badly need medical supplies and equipment to different conflict zones and underserved communities in the Middle East, South Asia, Africa and many other parts of the world.

In January, the Emirates Red Crescent (ERC) dispatched urgent food aid to victims, the underprivileged and returning displaced residents in Usaylan District of the Shabwa Governorate in Yemen, after the three-year siege by the Iranian-backed Houthis militias.

While distributing the aid, which included 5,000 food baskets, Mohammed Saif Al Muhairi, Head of the ERC team in Shabwa, congratulated the district's leadership and residents after its total liberation, and the return of normal conditions after the tough conditions they experienced during the occupation by the Houthis militias.

## EU countries send emergency aid to flood victims in Albania

**TIRANA:** Albania got much needed help from some of its neighboring European countries which donated water pumps and hoses, life vests, power generators, raincoats and water boots, blankets and clean-up kits, after the country experienced massive floods in December.



The delivery of these items was coordinated via the EU's Civil Protection Mechanism and in close cooperation with the Albanian authorities.

Overflowing rivers have damaged road infrastructure and properties as well as displacing some 21,000 people.

The first aid to Albania through the Emergency Response Coordination Centre came from Greece, Slovenia, Austria, France, and Slovakia.

In addition, the European Commission announced emergency assistance of €190,000 in response to serious floods. The funding is part of the EU's overall contribution to the Disaster Relief Emergency Fund (DREF) of the International Federation of Red Cross and Red Crescent Societies (IFRC).

Under the patronage of

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# AL JASMI ADVOCATES & LEGAL CONSULTANTS

## One-stop legal solution

Hani Al Jasmi Advocates & Legal Consultants is a full-service boutique law firm established in 2009 with offices in Dubai and Ajman.

Our law firm is duly licensed to perform legal services and advocacies before all UAE Courts and Arbitration Centers with commendable and strong practice experience in all corporate and business legal matters—Commercial, Banking, Maritime, Transport, Labor, Aviation, Logistics and Real Estate.

We are a multilingual firm offering services in Arabic, English, Russian, Urdu, Hindi, Tamil, Malayalam, Iranian and Filipino.

We are known for our professionalism and result-based approach, committed to provide you the best legal representation in your business and other needs.

The Hani Al Jasmi Advocates & Legal Consultants is well known for representing clients in bank cases involving aviation & logistics as well as concluding contracts & proxies, technology communication and banking legislation.

A practicing lawyer in the UAE for more than two decades now, Advocate Hani Al Jasmi is considered a highly-experienced arbitrator, litigator and legal adviser exposed to a myriad of different cases in both civil and criminal matters.



Advocate Hani Al Jasmi

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LEGAL  
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## Air Cargo Update Legal Forum

*Air Cargo Update readers may send in*

***legal questions to Advocate  
Hani for free at [info@aljasmilaw.com](mailto:info@aljasmilaw.com)***

*Answers will be published in the magazine's soon to be  
introduced legal forum section.*

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## Air Cargo Update Legal Forum

### Question No. 1:

**We are a company engaged in general trading and we have one client which owes us a large sum of money. We have been issued checks with insufficient funds. What is the best legal approach to collect our receivables? Should we file a bounced check case?**

#### ANSWER:

As per Article 401 of the UAE Penal Code, "Shall be sentenced to detention or to a fine, whoever draws in bad faith a cheque without sufficient funds or who, after giving the cheque withdraws all or part of the funds, so that the remaining balance is insufficient to cover the amount of the cheque, or gives order to the drawee to stop payment, or if he deliberately writes or signed the cheque in such manner as to make it non-payable".

"Shall be sentenced to the same penalty whoever endorses to another or delivers to him a bearer draft knowing that it has no available sufficient funds in consideration thereof or that it is not drawable. the same penalty shall apply to anyone who endorses a cheque in favor of another or gives him a bearer draft, knowing that there is no sufficient balance to honor the cheque or that it is not drawable."

Therefore, the UAE law considers the cheque bounce as a criminal liability punishable with fine and imprisonment. However, recently, the Dubai's Attorney-General Essam Eisa Al Humaidan issued decision No. 88 of 2017 under which cheques up to AED 200,000 can only be fined for AED 10,000, which means a defaulter will pay a fine and the criminal liability will be ceased.

In this matter the Company has to proceed in filing the criminal complaint against the bounce cheque followed by a civil claim before the appropriate jurisdiction. Additionally, an application for attachment of the properties belonging to the defaulter can also be filed along with the travel ban.

### Question No. 2:

**It's common practice among topnotch executives to hop to another company for career advancement. One of our trusted employees notified us of a transfer to a rival firm. How do we ensure that our innovative industrial secrets are not passed on? How can we protect our system legally?**

#### ANSWER:

The UAE law allows the employer to restrict the employee within an employment agreement or a separate agreement, to refrain him/her from competing, soliciting and disclosing important information to his/her new employer.

Under UAE laws under Article (127) of UAE Federal Law no. (8) of 1980 ("Labor Law"); and Articles (909) and (910) of UAE Federal Law no. (5) of 1985 concerning Civil Transactions ("Civil Code") clearly restrict the Employee to join some competitor however certain provisos are applicable.

Article (127) of the Labour Law states that:

"Where the work assigned to a worker allows him to become acquainted with the employer's clients or to have access to his business secrets, the employer may require him to undertake not to compete with him or participate in any enterprise competing with his own, after the termination of his contract. For such an undertaking to be valid, the worker must be at least 21 Gregorian years of age at the time the agreement is concluded, and the agreement must be confined, in terms of time, place and the nature of the business, to the extent necessary to safeguard the employer's legitimate interests."

Article (909) of the Civil Code states:

1. "If a worker, in the course of his work, has access to the secrets of the work or gets acquainted with the customers of the firm, the two parties may agree that the worker may not compete with the employer or take part in work competitive to his work after termination of the contract.
2. Nevertheless, such an agreement shall not be valid unless it is restricted to time, place, and type of work, to the extent which is

necessary for protection of the legitimate interests of the employer.

3. It shall not be permissible for the employer to rely on that agreement if he terminates the contract without any act on the part of the worker justifying that course, and likewise it shall not be permissible for him to rely on the agreement if he commits any act which justifies the worker in terminating the contract."

However, if certain conditions are not met, then the non-compete clause/agreement shall be considered as null and void whereby the employees shall be released from their obligations under the non-competition.

1. The age of the employee must be at least 21 years at the time of executing the agreement.
2. The clause must be limited in its geographical scope.
3. The clause must be limited in its duration which can be up to 2 years.
4. The clause must be limited to the nature of business activity of the former employer.

### Question No. 3:

**Value Added Tax (VAT) is being implemented in the UAE and the Kingdom of Saudi Arabia for the first time this year. Are there any goods and services which are exempted from VAT?**

#### ANSWER:

As per the Federal Decree-Law No. (8) of 2017 on Value Added Tax, there are certain goods and services which are exempted from VAT, such goods and services are defined as Zero Rate under Article 45 of the law. The following are the Goods and Services which are covered under the zero rate.

1. A direct or indirect Export to outside the implementing States.
2. International transport of passengers and Goods which starts or ends in the State or passes through its territory, including Transport-related Services.
3. Air passenger transport in the State if it is considered an "international carriage" pursuant to Article (1) of the Warsaw Convention.
4. Supply of air, sea and land means of transport for the transportation of passengers and Goods.
5. Supply of Goods and Services related to the supply of the means of transport mentioned in Clause (4) which are designed for the operation, repair, maintenance or conversion of these means of transport.
6. Supply of aircrafts or vessels designated for rescue and assistance by air or sea.
7. Supply of Goods and Services related to the transfer of Goods or passengers aboard land, air or sea means of transport pursuant to Clauses (2) and (3) designated for consumption on board; or anything consumed by any means of transport, any installations or addition thereto or any other use during transportation.
8. The supply or Import of investment precious metals.
9. The first supply of residential buildings within (3) years of its completion, either through sale or lease in whole or in part.
10. The first supply of buildings specifically designed to be used by Charities through sale or lease.
11. The first supply of buildings converted from non-residential to residential through sale or lease.
12. The supply of crude oil and natural gas.
13. The supply of educational services and related Goods and Services for nurseries, preschool, school education, and higher educational institutions owned or funded by Federal or local Government.
14. The supply of preventive and basic healthcare Services and related Goods and Services according to what is specified in the Executive Regulation of this Decree-Law.

**Disclaimer: For information purposes only and cannot be construed as legal advice.**



# Sharjah International Airport Connecting Communities Since 1932

Sharjah made aviation history in 1932, when the first flight to the emirate landed at the Al Mahatta runway. Since then Sharjah International Airport has been proving itself a modern airport providing world-class services through a series of groundbreaking initiatives.

Sharjah International Airport believes in building bridges on the ground and in the air. As such, it has an open sky policy, which allows airline traffic from all over the world hassle-free access to the airport.

In 2014, the airport inaugurated its newest runway. It is one of the region's longest at 4060 meters with Cat II capabilities. This enables all aircraft, including the double-decker, wide body Airbus A380, to land and

take off with full load capacity during all weather conditions.

The airport also offers the most competitive landing and handling rates in the region making it popular with both large and small operators. Furthermore, SIA has also emerged as an important air cargo hub for many of the world's major carriers.

Strategically located, SIA has a unique location which is just 10 km away from Sharjah city centre and about 20 minutes drive from nearby Emirates and also within easy reach of the Northern Emirates. SIA provides access to the main ports of the Gulf with direct road links to both the seaports of Sharjah.



COVER STORY

The airport also plays a significant role in the Sharjah economy; and it has been instrumental in developing the emirate as a centre of trade and commerce. The airport has established a reputation for providing quality services and a competitive value proposition that has continued to attract a growing number of passengers, as well as airline and cargo shipment clients, each year.

Under the directives of His Highness Sheikh Dr. Sultan Bin Mohammad Al Qasimi, Member of the Supreme Council and Ruler of Sharjah, Sharjah International Airport launched an expansion plan in 2017 due for completion in 2027, increasing passenger capacity to 20 million.

Sharjah Airport Authority (SAA) is committed to manage Sharjah International Airport (SIA) in a highly professional manner that seeks to achieve a high level of safety & customer satisfaction in the delivery of all its service products through the application of continuous improvement programmes & the implementation of a formal Integrated Management System (IMS).



### Environment Initiatives

Sharjah International Airport maintains stringent environmental standards to ensure that its carbon footprint is maintained at a minimum.

This includes minimizing pollution, using energy and other resources efficiently, implementing "recycle and reuse" policies, and continually improving its operational performance standards. SIA already has a well-established, certified ISO14001-2015 Environmental Management System.

The importance of reducing greenhouse gas emissions along with a sustainable operational model is of paramount importance; and the airport consistently seeks initiatives to broaden its environmentally-friendly operations.

This includes the Airport Carbon Accreditation Programme, an internationally recognized accolade awarded to Sharjah International Airport for mapping its carbon footprint as well as securing its commitment to reduce carbon emissions under the auspices of the Airports Council International (ACI).

The airport, in fact, is the second in the entire region to achieve the Airport Carbon Accreditation 'Level-2 Reduction' by the ACI in 2016.



## COVER STORY

### Evolving and Expanding

Since Sharjah made aviation history when the first flight landed at Al Mahatta runway in 1932, the airport has steadily and exponentially grown over the years to be a leading passenger and air cargo hub in the region. Through a series of path breaking initiatives, it is now a world-class modern international airport that had over 11.365 million passengers passed through in 2017.

Sharjah International Airport has a unique location being 10 kms away from Sharjah city centre and about 20 minutes drive from nearby Emirates and also within easy reach of the Northern Emirates. Therefore, it has emerged as an important air cargo hub for many of the world's major carriers.

In 2003, Air Arabia, the first low-cost carrier in the MENA region, was established with a base at Sharjah International Airport and this increased passenger numbers significantly leading to the passenger terminal expansion in 2008. In 2014, the airport added the longest runway in the region at 4060 meters. This enables all aircraft, up to the A380, to land and take off with full load capacity during all weather conditions.

Sharjah International Airport has an open sky policy, which allows airline traffic from all over the world easy access to the airport, a policy that has driven airline traffic to the airport over the years. In addition to that, the airport offers the most competitive landing and handling rates in the region, making it popular with both large and small operators

### SIA Expansion Project

The new expansion of SIA, is estimated at approximately AED1.5 billion, and will include many facilities such as the expansion of the passengers' building, which is expected to increase the capacity to hold up to 20 million passengers.

The new expansion will be carried out progressively over a number of phases, the most important one being the expansion of roads to and from the airport in addition to additional facilities which will increase the abilities of the airport and develop its services significantly. The Sharjah Airport Authority granted the project management rights of the new expansion project to Parsons Overseas Limited.

As part of the expansion, Sharjah Airport Authority signed two commercial agreements with Gama Aviation, the first of which is to build and operate a new private jet terminal by Gama at Sharjah International Airport, investing over AED110 million, while the second agreement grants Gama the right to provide ground handling services to business jet owners, business jets, and crew members at the terminal.

The new project will contribute in developing the private jet and business aviation industry in Sharjah



H.E. Ali Salim Al Midfa

Airport and have reduced the passport procedure time by 70 percent. A quick, highly efficient system that reads and scans passport information to capture biometric data with a high-accuracy camera, makes passport control a breeze for passengers.

"The Smart Gates have proven to reduce the passengers rush during peak hours, ensuring a smooth travel experience; passengers are now able



and spreads over more than 40,000m<sup>2</sup>. It will comprise of two private jet hangars with a capacity of two large Boeing Business Jets each and a state-of-the-art terminal for business jet owners and crew members.

### Enhanced Technology

Smart Gates were first rolled out in October 2016 at Sharjah International

to complete passport control within 20 seconds. This facility is part of the airport's strategy which focuses on making travel easier for all passengers by providing the best internationally recognised services," said Ali Salim Al Midfa, chairman of the Sharjah Airport Authority.

In an effort to highlight the effectiveness of Smart Gates at



COVER STORY

Sharjah International Airport, an awareness campaign was launched from June to August 2017, providing travellers with all the necessary information to register and use the Smart Gates.

Two Smart Gates have also been allocated for people with disabilities, underlining SIA's commitment to providing appropriate services for all passengers. Over 3 million passengers have passed through the Smart Gates available at the departures and arrivals terminal in Sharjah International Airport for the year 2017.

**More Room for Cargo**

In early 2016, SIA inaugurated its new, state-of-the-art pharma and healthcare handling facility. The temperature controlled unit is operated by a highly trained team and is designed to service businesses which need to transport delicate, medical-related items that require advanced temperature-controlled



airport in the GCC and Africa to offer (via sole ground handling agent, Sharjah Aviation Services) IATA CEIV Pharma-certified cargo handling services.

The accreditation is in compliance with standards set by IATA, provide user protection against counterfeit

the transportation of millions of live honeybees in their hives (known as apiaries) is an extremely complex process where time, ventilation, temperature and humidity play crucial roles in the success or failure of the entire operation.

SIA's high level of bee handling



technology for storage, as well as special care in handling and shipping.

The result is a high-tech solution and the first of its kind in the region, designed to guarantee product integrity for the rapidly developing healthcare requirements of the UAE's citizens.

In April 2016, SIA became the first

products and provide airlines, healthcare and pharma shippers and manufacturers with a secure, auditable and traceable platform for air freighted healthcare products.

Sharjah International Airport and Sharjah Aviation Services provide bespoke services for over 80 freighter flights per year dedicated to honey bees. As an air cargo product,

professionalism has drawn international interest along with the attention of the International Federation of Beekeepers' Associations (Apimondia), which visited the airport's facilities in October 2016 and witnessed the swift, smooth and coordinated activities, including the freighter operations.

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# Intersec 2018

New technologies changing security, safety and fire protection landscape



The 20th edition of Intersec, the world's leading trade fair for security, safety, and fire protection, highlights the growing importance of US\$12.2 billion industry in protecting lives, communities, businesses and assets

**FEATURES**

The latest trends in artificial intelligence, smart technologies and robotics dominated the 20th edition of Intersec, the world's leading trade fair for security, safety and fire protection, with dozens of product launches and live demonstrations providing a glimpse of the future.

More than 5,000 brands were showcased across seven focus areas of Commercial Security, Fire & Rescue, Safety & Health, Homeland Security & Policing, Information & Cyber Security, Perimeter & Physical Security, and Smart Home and Building Automation.

H.H. Sheikh Mansour bin Mohammed bin Rashid Al Maktoum, Intersec's Patron, who graced the occasion at its opening on January 21 at the Dubai International Convention and Exhibition Centre said: "Safety and security has increasingly grown in importance for all of us today and over the last 20 years, Intersec has grown into the most important trade show for safety and security globally."

Fire & Rescue recorded the largest year-on-year exhibitor growth at Intersec 2018, with 448 companies on board this year, a 24 percent increase over 2017. Information & Cyber Security too continues its upward growth trajectory, and this year features 52 exhibitors dedicated to combating cyber threats, espionage, and online criminals.

Ahmed Pauwels, CEO of Intersec's organizer Messe Frankfurt Middle East, said: "Spearheaded by the UAE, the Middle East has undergone rapid economic transformation, and with it, the need to keep critical infrastructure, assets and people safe and secure.

"That rapid transformation is reflected in the market itself, and when Intersec made its debut in 1999, when it featured just 61 exhibitors, the Middle East homeland and commercial security market combined was worth just US\$52 million. Since then, the market has grown at a remarkable compound annual growth rate of 33 percent, and is currently worth US\$12.2 billion."

Dubai Police, one of Intersec's long-standing Government Partners, along



**H.H. Sheikh Mansour bin Mohammed bin Rashid Al Maktoum, center, listens as Dubai Police staff explain their latest innovative programs. Behind him is Ahmed Pauwels, CEO of Intersec's organizer Messe Frankfurt Middle East.**



with the Dubai Civil Defence, Dubai Police Academy, the Security Industry Regulatory Agency (SIRA), and for the first time in 2018, the Dubai Municipality, showcased how the use of AI and smarter technologies would keep residents, visitors, and communities safe.

It also showcased Robocop prototypes and new smart services that are already in place in its fully automated smart police station, which recently opened in September 2017.

Brig. Khalid Nasser Al Razooqi, Dubai Police's Director General of Artificial Intelligence, gave an overview of the Government body's vision toward using AI and robots in policing and protection.

"The Dubai Police has a target to be the smartest police force in the world,

and we've been working on a new strategy based on AI that will ultimately increase the happiness of our residents and build Dubai to be the safest city in the world," said Al Razooqi.

"We plan to use AI to help us not only reduce crimes, but increase our ability to predict potential crimes before they happen, along with reducing traffic accidents. We've introduced a crime prediction system as well as accident prediction system that can study the behaviors of drivers.

Al Razooqi said Dubai Police plans to open another eight Smart Police Stations in 2018, and while AI and robots will in the future take over more routine daily jobs, that won't mean less 'human' manpower."

Among the new features at the 20th



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edition of Intersec was an indoor Drone Zone, along with two dedicated conferences on Drones and Artificial Intelligence. Greg Agvent, Senior Director for CNN Aerial Imaging and Reporting, spoke at the Intersec Drones Conference about the potential uses for drones in information gathering.

Agvent said drones can be effective to not only deliver new perspective of journalism and reporting, but can also be important tools for data capture that can have much wider implications.

Agvent said Middle East Broadcasters wishing to utilize drones need to engage with their respective civil authorities and manufactures.

Intersec has proved over the years to be a fruitful business platform for global leaders and industry start-ups alike. Korean company IDIS has exhibited for the past several years, and has watched its projects and partnerships in the Middle East expand significantly as a result of contacts established during the show.

“We’ve expanded our partner network with many due to the success of exhibiting at Intersec from 2015 to 2017,” said Harry Kwon, General Manager for IDIS in the Middle East and North Africa.

“We’ve established new end-user customers and struck up strategic partnerships such as with G4S in Egypt and Saudi Arabia as a direct result of

Intersec, with a number of projects now complete or underway.

“We were first introduced to Al Sulaiman Security Systems and Services (A4S) at Intersec two years ago and since then IDIS MENA has struck up a strategic alliance with A4S with the partnership paying dividends. Both companies are now working on 150 leads and ten live projects. And we’re thrilled to announce at Intersec 2018 our project with Al Sulaiman Jewellers, that comprises 100 IDIS camera solution across 18 branches as well as offices,” added Kwon.

Meanwhile, Germany’s DoorBird was one of more than 30 companies in Intersec 2018’s fast-developing Smart Home and Building Automation section. A debut exhibitor in 2017, DoorBird returned this year to showcase the 2nd generation of its IP Video Door Station.

Pierre Dinnies, DoorBird’s Key Account Manager said the 2nd iteration was developed specifically to handle extreme Middle East conditions, enabling users to access their home’s video intercom via their mobile device and DoorBird App anywhere in the world, in real-time.

“Users can also program DoorBird so that it automatically locks and unlocks at designated times, allowing access to homes if required, for example, cleaning or maintenance companies. Everything is recorded and it can be integrated with existing home automation and security systems, so the opportunities are endless,” he said

In the Safety and Health section, American-headquartered Industrial Scientific launched its gas detection and safety analytics solutions used across a variety of high risk industries including Public Safety, Civil Defence, Oil and Gas, Chemical Production, Mining, Steel Manufacturing and Construction.

The three-day event featured 1,337 exhibitors from 59 countries, covering 60,000sqm of space, a five percent increase over the previous year.

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# India builds new ecosystem for air cargo industry



**W**hile the air passenger growth story of India has been phenomenal, registering over 20 percent year-on-year increase, its air cargo industry lags behind.

But realizing its potential to accelerate the pace of economic growth in the country, the government now builds the foundation of a new ecosystem that will tap immense opportunities in the air freight industry.

The Indian government set up in 2016 a subsidiary under the Airports Authority of India (AAI), the AAI Cargo Logistics and Allied Services Company Limited (AAICLAS), designed to manage the development of air cargo business at 30 plus airports including potential airports within India and outside of it.

AAICLAS aims to become the largest integrated cargo logistics and ground handling operator in India.

Under the new leadership of Chief Executive Officer Keku Bomi Gazder, the entity is developing Common User Domestic Cargo Terminals (CUDCTs) at 24 AAI Airports in a phased manner. In financial year 2016-17, it set up cargo terminals at Ranchi, Goa, and Srinagar (interim) for Domestic Cargo; Indore, Pune and Bhubaneswar for

international cargo and, Kolkata and Chennai for international courier.

For 2017-18, it has listed launch of CUDCTs at Guwahati, Tirupati, Lucknow, Thiruvananthapuram, Varanasi, Amritsar, Srinagar, and Vijayawada (domestic cargo) and to undertake international cargo handling operations at Jaipur, Aurangabad, Visakhapatnam, Madurai, Tiruchirappalli.

The focus, according to Gazder, will be on cargo handling, security and documentation handling, supply chain, transshipment facility provider, airport free zones developer and project logistics. The organization will also work as multi-modal interface linking air, surface and water transport, not just in the metros but also smaller towns in the hinterland.

"We are in the business of creating a favorable environment to enhance and promote business at our airports. We want to grow our cargo business and increase its share from all the airports managed by AAI. This will involve us being disruptive in our current processes," said Gazder explaining AAI's vision to become the largest networked & fastest growing logistics solution provider in India.



FEATURES

Gazder estimates India's air cargo industry will grow between 10-15 percent this year and jump to 20 percent next year to catch up with passenger growth trend.

He said AAICLAS has already started providing services including ground handling services, documentation, transport services for carriage of bonded and non-bonded cargo and screening services. It will be entering into partnerships or joint ventures to promote air cargo business.

**Regional Connectivity**

With the government introducing a Regional Connectivity Scheme (RCS), air cargo movement from the hinterland is expected to pick up. Under the scheme, air freight operations at RCS Airports shall be entitled for a 2 percent excise duty on ATF (aviation turbine fuel) drawn for air freighter operations at RCS Airports for a period of three (3) years from the date of notification of the Scheme. Now with GST (Goods and Services Tax) in place, rates are applicable as determined under GST and exemptions/ concessions. GST is a complete game changer.

Gazder stressed: "We are business enablers and with GST, the exporters of goods will have less burden of taxes since the place of consumption is overseas. This, in my view, will help make businesses more competitive in the international market perhaps even opening India to newer markets as well as export of more commodities resulting therefore in increased tonnage handling."

As per the policy, airport operators (whether under the ownership of the AAI, State Governments, private entities or the Ministry of Defense, Government of India) shall not levy Landing Charges and Parking Charges or any other charge subsuming a charge for such aspects in future.

AAI will not levy any Terminal

**"We will be focusing on cargo handling, security and documentation handling, supply chain, transshipment facility provider, airport free zones developer and project logistics. We would also work as multi-modal interface linking air, surface and water transport as well as connecting to hinterland points in India, thus, becoming the largest networked & fastest growing logistics solution provider in India."**



Navigation Landing Charges (TNLC) but it will impose Route Navigation and Facilitation Charges (RNFC) on a discounted basis @ 42.50 percent of normal rates.

The government, however, is not providing VGF (viability gap funding) support for cargo operations it is only for passenger operations. Nevertheless, a study has been initiated to look at leveraging the scheme, considering that mostly small aircraft will be used.

"We are exploring the opportunities to move certain specialized commodities through these aircraft. We are also leveraging these airports to be mini staging areas for our domestic businesses," said Gazder.

The government is also working on a common IT platform for stakeholders in the domestic air cargo segment.

"We are developing a common framework for movement of air cargo across all stakeholders," said Civil Aviation Secretary, R.N.Chaubey. The same is expected to be in place in one-and-a-half years. The work has started on a common IT platform for air cargo stakeholders and once it is in place, movement of air cargo would be far easier.

**All about air cargo**

The new CEO of AAICLAS told Air Cargo Update the company is a 100 percent subsidiary of AAI and its focus will be all about air cargo.

"We will be focusing on cargo handling, security and documentation handling, supply chain, transshipment facility provider, airport free zones developer and project logistics. We would also work as multi-modal interface linking air, surface and water transport as well as connecting to hinterland points in India, thus, becoming the largest networked and fastest growing logistics solution provider in India," said Gazder.

"We are here to serve the trade and enable ease of doing business for our trade partners by providing them with a facility and service their products deserve. When a manufacturer tells his agent/forwarder/airline to use our airport/facility for his goods; that is what we want to achieve. Hence, we are in the business of creating a favourable environment to enhance and promote business at our airports. We want to grow our cargo business and increase its share from all the airports managed by AAI. This will involve us being disruptive in our current processes," he added.

Along with that vision is the goal to provide the best practices applied worldwide in India to ensure that businesses flourish.

"Some of the questions I ask myself regularly are: Why would a



## FEATURES

businessman, forwarder, airline, integrator, manufacturer and various other stakeholders in the supply chain utilise our facilities? What is the best we can offer differently? What additional value are we bringing to the table? How can we act as an enabler to promote trade in the country? How can we make our airports move from handling cargo to a super hub for our airlines? These are my priorities to answer," said the CEO.

AAICLAS is now working on its five-year plan with an annual turnover of Rs380 crore expected in two years.

Asked if the company is on track in achieving its targets, Gazder explained: "In the past 11 months, we have witnessed a positive development in the cargo movement at our airports. We are aiming to achieve the target in the next financial year. We are expecting the business to grow by 10-15 percent in the current financial year and over 20 percent in the next fiscal year. The mandate of AAICLAS is to focus on cargo and increase the cargo handled by our airports using best practices and world class technologies."

The CEO also noted how AAICLAS can benefit from government's UDAN scheme saying, "there is a study that has been initiated to look at leveraging on government's Regional Connectivity Scheme under UDAN—Ude Desh ka Aam Nagrik. The aircraft under this initiative are relatively small. We are exploring the opportunities to move certain specialized commodities through these aircraft. We are also leveraging these airports to be mini staging areas for our domestic businesses."

The government is also working on a common IT platform for stakeholders in the domestic air cargo segment, which is projected to see increased growth in the next few years.

The country's domestic air cargo

sector has been growing at 7 percent, while the international air cargo segment has been clipping at 12 percent.

The overall average growth is around 10 percent, which is still twice the average growth rate of the global air cargo business, Civil Aviation Secretary RN Choubey said.

"We are developing a common framework for movement of air cargo across all stakeholders," he said, adding that the same is expected to be in place in one-and-a-half years.

The work has started on a common IT platform for air cargo stakeholders and once it is in place, movement of air cargo would be far more easier.

### What major initiatives of AAICLAS are in the pipeline?

**AAICLAS, in accordance to the roadmap prepared by AAI for the development of Common User Domestic Cargo Terminals (CUDCTs) at 24 AAI Airports, have been taking forward the air cargo movements at AAI airports in a phased manner and commissioned the cargo facilities during the FY 2016-17 at Ranchi, Goa, and Srinagar (interim) for Domestic Cargo; Indore and Bhubaneswar for international cargo and, Kolkata and Chennai for international courier.**

**AAICLAS is planning to launch CUDCTs during the FY 2017-18 at Pune (launched), Guwahati, Tirupati, Lucknow, Thiruvananthapuram, Varanasi, Amritsar, Srinagar, Vijayawada and to undertake international cargo handling operations at Pune, Jaipur, Aurangabad, Visakhapatnam, Madurai, Tiruchirappalli.**

**AAICLAS has taken the lead in the Ministry of Civil Aviation's initiative of forming a National Air Cargo Community System (ACS), a single window system for uniform interface between all the stakeholders of air cargo community using international standards; a common information technology platform connecting all the various stakeholders to streamline country's air cargo industry on one common platform.**

**Tell us about investments and marketing strategy.** We will be heavily investing in our facilities, training and development of manpower. Although the figures cannot be disclosed at this moment, we will make a significant investment. A private organization will do business where it is profitable. But for us, as part of the government, it is our duty to facilitate the building of infrastructure even where there is less commercial viability keeping in mind its national obligations.

**The company would enter into strategic partnerships based on business demand at airports within the country and abroad. For the first time, we will be open to investment outside India. We will invest in airports and facilities worldwide. Our collective expertise and knowledge in managing domestic facilities for over five decades gives us a strong edge over other operators.**

**In certain models at certain places we will invest in facilities and third parties will manage them whereas in some airports we will build the facilities and operate the facilities ourselves. We also have a strong mandate from the board to explore cargo handling and allied services abroad. On the marketing front, we will conduct road shows and participate in exhibitions to promote our services. We will also meet various stakeholders in government and private sector to leverage on our strengths.**

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## TRUCKING

# Linking shippers & truckers to simplify commercial transport

Trukkin Middle East introduces new cloud-based B2B platform that creates new business opportunities and delivers streamline logistics operation by uniting customers with shippers and truckers in the region





TRUCKING

In today's world, the supply chain and logistics management utilizes resources, processes and technology to create solutions that deliver goods to the right place at the right time as quickly and cost efficiently as possible.

Managers looking for technology to support those solutions may find that cloud computing is more feasible for their compelling options.

The bidding competition amongst travel and transport businesses for operating individual franchises and journey routes—on land, sea and air—can be fierce.

As a successful incumbent operator you cannot stop putting efforts to try to innovate when it comes to successful reselection at the time any retender – and when introducing new routes, you cannot be sure how profitable they will be.

Successful businesses will be the ones that can deliver not only reliability and innovation but also a cost model, which results in competitive fares and copes with fluctuating demand, according to Matthew Allsop, Allsop's Senior Account Manager.

**Air Cargo Update** met with Janardan Dalmia, Partner/CEO at Trukkin Middle East, to understand how their new cloud-based B2B platform creates new business opportunities and deliver streamline logistics operation by uniting customers with shippers and truckers in the Middle East region.

**Revolutionizing tech-savvy world**

The top reasons why supply chain managers decide to move to cloud include lower IT infrastructure cost, a significant factor. Scalability as agile operations makes the supply chain more effective in contributing to new technological agility.

Disaster recovery and business continuity by backing up software that continuously protects your data. Software – as a service models provide cloud-based systems for transportation management, warehouse execution and shipment execution.

Platform as a service provides options to configure more robust solutions like data analytics, informing strategic and in the moment decision making in keeping supply chain running. It will also help in standardizing technology in making it more accessible if your business has grown through mergers and acquisitions.

Lastly, the Internet of Things provides a multitude of ways for supply chain managers to gain efficiencies, improving

supply chain operations by tracking product location in warehouses, automating picking, making loading/unloading at docks more efficient and tracking product consumption in enabling automated reorder.

“Cloud based apps allow transportation, logistics companies to harness the benefits of automation, centralized visibility of information and efficient management of processes and workflows. Cloud technology is faster to set up, highly scalable and cost effective which enables the small-to-mid-sized companies to have the power necessary to function as major corporations,” said Dalmia.

**Business development channel**

The techno-logistics platform enables logistics services on demand for clients, who can request bids through the app or on the web portal after registering. For clients, Trukkin unlocks new suppliers, services on demand, and lower transport overheads backed by transparency. For fleet owners and individual drivers, the Trukkin platform offers a powerful new channel for business development.

“Trukkin connects the Customers/ Shippers with the Transporters in the Middle Eastern region. Customers, Transporters register on the Trukkin platform for free (no subscription charges). Trukkin offers two models for the Customers to choose from – Market Place model and Contract model,” explained Dalmia.

“In the market place model, customers' login to the app and create a booking request by providing basic details like Loading location, Off-loading location, loading date & time, nature of cargo and type of truck. The booking request is broadcasted to the eligible drivers, fleet owners. Trukkin uses an intelligent algorithm to identify the eligible drivers, fleet owners. Drivers, fleet owners receive a notification and they provide their price and place the bid on the system.

“Customers will get notifications of the bids and they can choose the driver/fleet owner, based on the price and rating of the driver. The driver(s) chosen for the job will arrive at the loading location and 'start the service'. The Driver(s) pick up the goods, travel to offloading location and deliver the goods at the offloading location.

Customers, Fleet owners can track the shipments during the entire journey. Driver(s) upload the proof of delivery and 'ends the service'. Customers pay for the transaction using variety of payment methods like cheque, bank transfer, and

**Cloud based apps allow transportation, logistics companies to harness the benefits of automation, centralized visibility of information and efficient management of processes and workflows. Cloud technology is faster to set up, highly scalable and cost effective which enables the small-to-mid-sized companies to have the power necessary to function as major corporations.**



cash on delivery etc. In the Contract model, Trukkin gets in to a contract with Customers to provide transportation services at an agreed price for an agreed period.

**Simplifying commercial transportation**

Trukkin was launched with the mission of making it the preferred logistics enabler region-wide by providing a state of the art mechanism to connect suppliers and clients.

It answers a genuine industry need for greater transparency, choice of providers and the ability to request transport services from available fleets. The team has developed the product after extensive on-the-ground market research, working very closely with partners from Saudi Arabia.

“My Partner (Ahmed Al Nafie) and I did a market research on the transportation and logistics operations in the GCC region, we found a lot of opportunities to improve and streamline the processes. We created the Trukkin platform using technology as the core to simplify the transportation process. Customers can place the job request in seconds by providing basic details. Driver has the visibility of all the jobs created on the system and place the price at which they want to do the job. Customers can track their shipments using



## TRUCKING



**“Trukkin uses GPS/GPRS technology to locate the shipments real time and display the position on map. Customers, Fleet Owners have to just login in to their app using their mobile phone or desktop/laptop and select the shipment that they want to track. The shipment location will be display on the map.**



Trukkin's real time tracking system,” said Dalmia.

#### Multi-lingual web portal

The Trukkin ecosystem comprises a multi-lingual customer app on iOS and Android, and a web portal. Fleet owners and individual drivers can also take advantage of the multi-lingual online portal and apps.

“Customers/Clients and Fleet owners register on the Trukkin platform by providing basic details for free (No subscription charges). Clients create a job request and this request is broadcasted to the fleet operators. Fleet operators place the bid by providing the price. Customers choose the fleet operators based on the price and rating of the fleet operator. After

every transaction, Customers and Fleet operators rate each other based on the experience they had”.

Trukkin has simplified the transportation processes. Customers can create the job request within seconds, view bids, track shipments. Drivers can easily view jobs, bid for the jobs and execute the jobs. All the operations can be done with a few taps and clicks on the mobile or PC.

Customers and fleet owners can also track their shipments in real-time through Trukkin's tracking system. The Trukkin team also provides clients with operational support throughout the transaction experience.

“Trukkin uses GPS/GPRS technology to locate the shipments real time and display the position on map. Customers, Fleet Owners have to just login in to their app using their mobile phone or desktop/laptop and select the shipment that they want to track. The shipment location will be display on the map”.

#### Aligning logistics services

Trukkin offers two models for the customers to choose to operate. Contract model, which caters to the existing logistics services wherein customers can call up Trukkin operations and avail transportation services. Customers can utilize the tracking feature to track their shipment.

For Customers, market place model provides new business opportunities by providing visibility to huge list of transporters (individual drivers, fleet owners) that they can choose to work rather than working with their existing transporters.

For Transporters, market place model provides the visibility to all the jobs created in GCC region, which they can bid. This increases the chance of load availability especially during in back haul.

#### Techno-logistics platform

Customers/Shippers login to the app and create a booking request by providing basic details like Loading location, Off-loading location, loading date & time, nature of cargo and type of truck. The booking request is broadcasted to the eligible drivers, fleet owners.

“Drivers, fleet owners receive a notification and they provide their price and place the bid on the system. Customers will get notifications of the bids and they can choose the driver/fleet owner, based on the price and rating of the driver”.

Trukkin's market place model connects the customers and transporters. Customers place the job request and Transporters respond to the job request by placing a bid. Customers have the complete visibility of all the prices and can choose the best price.

“Logistics and transportation market in GCC is still operating in traditional ways. There are many opportunities and challenges that need to be addressed to make the processes simpler and efficient. Customers and Fleet Owners can leverage the Trukkin platform to improve the efficiencies and thereby reduce costs”.

#### Future expansion

A pilot was done in Saudi Arabia last year for two weeks and received an overwhelming response.

“We are constantly upgrading our platform based on the feedback from the market and continue to invest in technology. Big data, machine learning and AI are some of the areas that we look to invest in the coming future.

“We want to focus on Trukkin at this point and continue to invest in it to make it the preferred logistics company in the Middle Eastern. We also want to focus on GCC countries and expand elsewhere,” concludes Dalmia.



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Anticipating  
Tomorrow's Supply  
Chain Challenges – Today

**JUAN PEREZ**  
Chief Information and  
Engineering Officer, UPS

**Monday, April 9  
9:30 AM – 10:00 AM**

Welcome to MODEX 2018  
**GOVERNOR NATHAN DEAL**  
Governor of Georgia

**Tuesday, April 10  
8:45 AM – 9:45 AM**

Harnessing Our  
Digital Future  
How the Digital  
Revolution is Accelerating  
Innovation, Driving  
Productivity and Irreversibly  
Transforming Employment  
and the Economy

**ANDREW MCAFEE**  
Co-Founder &  
Co-Director, Initiative  
on the Digital Economy

**Wednesday, April 11  
8:45 AM – 9:45 AM**

2018 MHI Annual Industry  
Report Keynote Panel

**GEORGE W. PREST**  
CEO, MHI

**SCOTT SOPHER**  
Principal, Deloitte  
Consulting LLP

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# Singapore Airshow 2018

**Asia's largest airshow brings together the world's biggest players in aviation industry, the latest innovations in military, commercial and business aircraft as well as amazing aerial stunts**

In less than 20 years, close to 8 billion passengers are expected to travel by air, doubling last year's record of 4 billion passengers.

aerospace and defense event in Asia, The Singapore Airshow 2018 is expected to draw the biggest players in the global aviation industry, military

rewarding and enriching experience," said Mr. Lam.

In this year's event, the Singapore



The emerging markets in the Asia-Pacific region will largely drive the forecast growth with aircraft manufacturers Boeing and Airbus projecting the region to account for 39% to 41% of total new global aircraft deliveries by 2036.

How prepared are airports and airlines to handle such massive volume of passengers without compromising security and safety? How will technology and innovations shape the future of air travel, aerial military warfare and the air freight industry? These and more questions will be answered at The Singapore Airshow scheduled for February 6-11, 2018 at the Changi Exhibition Center.

Considered as the largest aviation

and government officials, specialists and entrepreneurs and the public in general who will be treated to a stunning aerial airshow.

Leck Chet Lam, Managing Director of Experia Events which organized the Singapore Airshow 2018, says much emphasis is placed on technology this year as it continues to affect the air travel industry.

"As technology innovation and digitalization continue to disrupt the industry, my team and I are focused on curating the latest technologies, products and innovations to feature at the airshow. This ensures that it remains not only relevant, but also addresses the key challenges and trends of tomorrow to give visitors a

Airshow Aviation Leadership Summit (SAALS) 2018 "Reimagining Aviation's Future"—will seek to address both the challenges and opportunities arising from the continued demand for air travel, and provide a platform for civil aviation authorities, governments and airlines to discuss a sustainable approach to future growth in air travel demand.

The Civil Aviation Authority of Singapore (CAAS), Experia Events, International Air Transport Association (IATA) and the Singapore Ministry of Transport (MOT) are jointly organizing SAALS 2018.

At the Singapore Aerospace Technology and Engineering Conference (SATEC 2018), which is



**More than 1,000 companies from some 50 countries are participating in this year's Singapore Airshow with many returning exhibitors including 65 of the top global aerospace companies such as Airbus, Bell Helicopter, Boeing, Bombardier, Embraer, Israel Aerospace Industries (IAI), Pratt & Whitney, Rolls-Royce, ST Engineering, Thales and UTC Aerospace Systems.**



also part of the event and in line with Singapore's SMART Nation vision, this year's theme is Shaping Aerospace Through Innovation. Researchers, aviation operators and practicing aviation engineers will present and discuss key developments and advancements in aerospace technology and engineering at SATEC 2018.

Under the Emerging Technologies and Innovation Business Forum, stakeholders will tackle Industry 4.0 with digitalisation driving greater efficiency in areas of data management and security, robotics, industrial internet of things and artificial intelligence, and its applicability in the various sectors of MRO/ Manufacturing.

The Autonomous Revolution: The Race is On Business Forum will address the progressive switchover of different transportation modes that will result in more change in the industry in the next 10 years than in the last 60. Autonomy will blur traditional frontiers across vehicles. Experts say it will create new usages in mobility, defence & security, and supply chains.

It also will disrupt traditional value chains, generate new business models and put industry leaders at risk, as specialised start-ups and digital giants compete for market share in this fast-

evolving space.

The show will also highlight the latest products and services in key areas like cybersecurity, unmanned aviation systems, avionics and connected aircraft, predictive maintenance, additive manufacturing and aircraft health monitoring.

More than 1,000 companies from some 50 countries are participating in



this year's Singapore Airshow with many returning exhibitors including 65 of the top global aerospace companies such as Airbus, Bell Helicopter, Boeing, Bombardier, Embraer, Israel Aerospace Industries (IAI), Pratt & Whitney, Rolls-Royce, ST Engineering, Thales and UTC

Aerospace Systems.

Held every two years, the Singapore Airshow has established itself as a strategic platform for regulators, airlines, manufacturers, entrepreneurs and other key stakeholders to chart the aviation industry's growth trajectory.



## AIRLINES

## Emirates saves iconic A380 from collapsing in new US\$16B deal



Sheikh Ahmed bin Saeed Al Maktoum, left, Chairman and Chief Executive of Emirates Airline and Group, with Airbus COO John Leahy.

**DUBAI:** The production of the world's biggest commercial plane, the double-decker wide-body Airbus 380, was saved from collapsing after the Dubai-based Emirates placed 20 new orders worth US\$16 billion with option for additional 16 more aircraft.

Emirates, the world's largest international airline, is by far the largest Airbus A380 operator on the planet with 101 A380s in service today. The new orders, announced on January 18, will be delivered to Emirates from 2020 onwards.

His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE and Ruler of Dubai, said in a statement: "Emirates truly represents Dubai's spirit of growth, innovation and resilience. It also epitomizes the city's increasing role in connecting the world in terms of people, capital and information flows. This deal reflects Emirates' confidence in shaping the future, and its commitment to advancing Dubai's vision to grow further as a world-class destination and aviation hub."

His Highness Sheikh Ahmed bin Saeed Al Maktoum, Chairman and Chief Executive, Emirates Airline and Group, for his part, said: "We've made no secret of the fact that the A380 has been a success for Emirates. Our customers love it, and we've been able to deploy it on different missions across our network, giving us flexibility in terms of range and passenger mix.

"Some of the new A380s we've just ordered will be used as fleet replacements. This order will provide stability to the A380

production line. We will continue to work closely with Airbus to further enhance the aircraft and onboard product, so as to offer our passengers the best possible experience. The beauty of this aircraft is that the technology and real estate on board gives us plenty of room to do something different with the interiors."

The France-based Airbus had not received orders for its superjumbo planes since 2016 with many airlines raising concerns on how the aircraft would fit in old airports they are serving, return on investment and profitability.

John Leahy, Chief Operating Officer Customers, Airbus Commercial Aircraft told the media on a January 15 web press briefing, their company has no choice but to shutdown the A380 production if Emirates would not buy new A380.

Leahy, who represented Airbus in the deal signing in Dubai, thanked Emirates, among other officials, for saving the program and thousands of jobs at stake.

"This aircraft has contributed enormously to Emirates' growth and success since 2008 and we are delighted that it will continue to do so. This new order underscores Airbus' commitment to produce the A380 at least for another ten years. I'm personally convinced more orders will follow Emirates' example and that this great aircraft will be built well into the 2030s," Leahy said.

## Air Arabia adds Izmir to growing Turkey network



**SHARJAH:** Air Arabia is adding Izmir to its routes in Turkey bringing to five its total destinations in the country from June 27, 2018.

Izmir is the third largest city in Turkey. Air Arabia, the Middle East and North Africa's first and largest low-cost carrier, also flies to Istanbul, Antalya, Bodrum and Trabzon.

Adel Al Ali, Group Chief Executive Officer of Air Arabia said "Turkey is a country with a true epitome of a cultural crossroad, and holds history that is as tangible and accessible as any of its modern-day attractions. We are immensely pleased to announce Izmir as our fifth destination in Turkey."

"Air Arabia's goal will always be to allow passengers the ability to explore new destinations through affordable travel options. This new flight to Izmir is an exciting destination for residents in the UAE and GCC to visit just in time for the summer holidays," he added.

Air Arabia will fly twice a week to Izmir. The airline currently served more than 140 routes across the globe from five hubs located in the Middle East and North Africa.

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## AIRPORTS

## Istanbul New Airport, world's largest, set to open this year



**MUNICH/ISTANBUL:** Turkey's Istanbul New Airport (İstanbul Yeni Havalimanı), the world's largest with the capacity to handle up to 200 million passengers annually, is scheduled to be opened on October 29, 2018.

Turkish Airlines, Turkey's flag carrier, had since signed a long-term consulting service contract with Munich Airport to prepare for a smooth relocation of its operations from Istanbul Ataturk Airport to Istanbul New Airport.

Turkish Airlines currently operates 75 percent of all international flights at the existing Atatürk Airport. Relocating such a big hub carrier requires comprehensive strategic planning and close coordination with all stakeholders, partners and authorities.

"We are very pleased to support the largest operational readiness and transfer (ORAT) project in aviation history with our meanwhile 25-years of ORAT expertise from more than 30 projects. Our sincere thanks goes to Turkish Airlines for the trust they have placed in us. We are very proud to be a partner of such a successful, award-winning and ambitious airline," said Dr. Ralf Gaffal, Managing Director of Munich Airport International (MAI) which is responsible for all national and international consultancy, management and training services and a wholly-owned subsidiary of MU's operating company FMG

(Flughafen München GmbH).

Costing €10.3 billion, Turkey's new airport will be constructed over an area of 76.5 million square meters to the north of Istanbul along the Black Sea coast, in 35 km distance to the city center as a bird's eye view.

It is one of Turkey's biggest infrastructure projects and the world's largest airport "built from scratch" offering state-of-the-art, modern, disability friendly green airport with high recycling and rainwater utilization capacity.

Munich Airport says the construction will be carried out in four phases. The first phase is scheduled to be finalized in 2018 with the opening of two runways and a terminal for 90 million passengers. Once complete, the new airport will host flying to more than 350 destinations with an annual passenger capacity up to 200 million.

With 300 international destinations in 120 countries and a fleet size of 328 aircraft, Turkish Airlines flies to more countries and also international destinations than any other airline in the world and currently operates the world's third largest route network.

By 2023, TK is planning a fleet expansion up to 500 aircraft (including cargo aircraft as well), counting 170 aircraft on order, and the aircraft whose rental periods are due to come to end by 2023.

### Falcon Aviation marks first year at Dubai South FBO with IS-BAH accreditation



**ABU DHABI:** Falcon Aviation marked its first year anniversary at its FBO in the VIP Terminal of the Al Maktoum International Airport (Dubai South) with a conferment of an International Standard for Business Aircraft Handling (IS-BAH) certification.

The accreditation conferred by the International Business Aviation Council (IBAC) certifies the company follows the best safety practice for FBOs.

Falcon Aviation COO Capt. Raman Oberoi thanked the company's hard working team for their latest accomplishment.

Falcon Aviation offers a fast clearance, VIP service for passengers connecting from business jets to helicopters, following the opening of its heliport in April 2017.

Popular destinations like Ras Al Khaimah; Fujairah and Diba are reachable in under an hour from the VIP terminal. Open to all operators, corporates and private individuals arriving with their business jets, it is also the first in the region to facilitate quick and convenient helicopter charters between Dubai and Abu Dhabi in just 30 minutes.

This winter and into the 2018 New Year Falcon's DWC FBO will be handling flights within the GCC, Europe, the USA and luxury leisure destinations including the Maldives, Seychelles,



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## AIRPORTS

## DXB keeps world 1st spot with over 88.2M passengers in 2017



**DUBAI:** Dubai International (DXB) has retained its position as the world's number one airport for international passengers for the fourth consecutive year with annual traffic for 2017 reaching 88.2 million passengers, up 5.5% compared to the previous year.

Its operator, Dubai Airports, said the growth was propelled by high traffic volumes averaging 7.35 million passengers per month throughout the year, including the record months of January, July and August when traffic breached the 8-million passenger mark.

DXB welcomed six new scheduled passenger airlines during the year, including SalamAir, Badr Airlines, and Air Moldova, while home based carriers Emirates and flydubai added 3 and 10 new passenger destinations

and increased frequency/capacity on 31 and 22 routes respectively.

Cargo volumes at DXB fluctuated during the year but thanks to the bumper growth in March (8.4%), August (11.8%) and September (5.8%), 2017 freight volumes reached a record 2,654,494 tons, up 2.4% compared to 2,592,454 recorded during 2016.

"It was a very successful year for DXB as we not only achieved robust growth in traffic to solidify our position as the world's number one international airport but also delighted our customers with a range of new and exciting services and innovative products," said Paul Griffiths, CEO of Dubai Airports.

The average number of passenger per flight grew 6.9% to 223 during the

year compared to 209 for 2016, mainly due to DXB's position as the world's largest hub for wide body aircraft, particularly for the A380.

The number of flight movements during 2017 totalled 409,493, down 2.4% compared to 419,654 recorded in 2016. December's flight numbers totalled 35,132 compared to 36,065 in the corresponding month in 2016, down 2.6%.

India continued its domination run as the single largest destination country for DXB with over 12 million passengers in 2017. The UK claimed the second spot with 6.4 million passengers (+6.7%), overtaking Saudi Arabia which recorded 6,364,598 passengers (4.6%).

Markets showing the most significant growth during the year included Russia with passenger numbers surging 28% to 1,339,534 and China with 2,212,179 passengers, up 19.4% over 2016.

London retained its position as the top destination city with 4,011,598 passengers, followed by Mumbai with 2,477,771 passengers and Jeddah with 2,113,820 passengers.

## Brussels Airport mulls expansion as cargo volume grows



**BRUSSELS:** Brussels Airport is finalizing a plan to expand its cargo handling area, including having a new warehouse additional apron space and a third handling agent, as air freight volume grows.

Steven Polmans, Head of Cargo and Logistics at Brussels Airport, said they processed 500,000 tons of cargo in 2017, the first time since DHL Express moved their European hub from Brussels to Leipzig.

"Although not an all-time high, this is a symbolic milestone for us and our cargo community," said Polmans. "Since 2008, our volumes dropped

under 500,000 tons of cargo and in 2013 we were even flirting with the 400,000 number. But in the last 4 years we have seen an overall growth of over 25% in our flown volumes."

While growth was seen in all segments, the main driver for the year to date growth of 9.5% comes from the cargo in the bellies of the passenger aircraft.

Polmans said the segment grew by 13%, followed by integrator traffic (+9.9%) and traditional full freighter uplift (+6.6%). Exports out of Brussels increased considerably in 2017, fuelled by strong economic performance in Belgium & Europe. Biggest increase was noted on lanes to South America & Asia.

"To cope with this growth, the airport is finalising a major expansion plan for the cargo area including new warehouse, additional apron space and

the introduction of a third handling agent. The tender process is ongoing and the outcome is expected to be formally announced mid Q1 of next year," said Polmans.

The Brussels Airport Cargo also handled more than 140,000 tons of local cargo being trucked to or from other European hubs, bringing to about 700,000 tons total volume it handled in 2017.

This year, the airport is expecting again solid growth figures. Some airlines have started their operation only at the start of the 2017 winter schedule, such as Hainan to Shanghai or a second daily Emirates flight to Dubai.

"On top of that, we are already looking forward to new customers such as Cathay Pacific and Amerijet," said Polmans adding the efficiency of the slot booking system for all truck movements at the cargo zone and the pooling of airside handling equipment are being enhanced.

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- ✓ Government of India's new National Aviation Policy to propel the next revolution in aviation in India
- ✓ Government estimates air cargo segment to grow at 9%
- ✓ Indian government to ensure paperless air cargo processing with digital signature for transmissions
- ✓ Boost to e-commerce and exports with the 'Make in India' initiative
- ✓ Regional Connectivity Scheme - UDAN by the Indian government to offer huge opportunity for inbound and outbound cargo movements



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## EXECUTIVE MOMENTS

## Saudia Cargo names Zebitz as new chief air cargo officer

**RIYADH:** Saudia Cargo has named Teddy Zebitz as Chief Air Cargo Officer as the global air freight company turns a new leaf for its 21st century business plans.

Teddy, who assumed his post on September 10, 2017, brings with him over 30 years of unrivalled exposure in the transportation, aviation, logistics, and crisis/emergency management sectors.

Prior to joining Saudia Cargo, Teddy held key management roles in topnotch global companies including as president and CEO of Jet Time. He also served as area manager for Emirates Nordic Countries and Vice President of Commercial in SAS Cargo Group Limited where he began his career in the industry in 1992.

A graduate of Linköpings University in Sweden, Teddy also holds an MBA from the Leicester University.

And despite his busy schedule as a business executive, Teddy who speaks fluent English, Swedish, German and Danish, still finds time to lecture at the Copenhagen Business School to share his knowledge and experience.



Commenting on Teddy's appointment, Nabil Khojah, Saudia Cargo Chief Executive Officer, said: "Teddy brings a wealth of knowledge and expertise which will be a true asset to the team and Saudia Cargo as we embark on a new horizon with the Kingdom's Vision 2030 initiative."

Khojah is on a mission to drive performance across Saudia Cargo's products, digital transformation and more robust global operations as the Kingdom of Saudi Arabia pushes for more economic and business reforms under the leadership of Crown Prince Mohammad bin Salman.

## UAE holds 1st Youth Circle to entice young people to take aviation careers



**DUBAI:** The UAE General Civil Aviation Authority (GCAA) hosted a highly constructive "Youth Circle" program in a bid to entice young Emiratis to consider careers in the country and the Middle East's growing aviation industry.

Some 70 youth participated in the program and were joined by a range of technical experts in the field along with UAE officials—H.H. Sheikh Ahmed Bin Saeed, President of the Dubai Civil Aviation Authority & Chairman & Chief Executive, Emirates airline and Group, H.E. Shamma Al Mazroui, Minister of Youth & H.E. Saif Mohammed Al Suwaidi, Director General of the GCAA.

The group discussed a number of topics relating to sustainable career development and the future of the aviation sector in the UAE. Specifically discussed were a number of initiatives to more closely align education with potential careers in aviation and programs to encourage Emirati youth to take up more technical and non-technical sector jobs.

A Youth Aviation Council is proposed to be created in the UAE along with a course about civil aviation in the national service program.

## UAE Research Program for Rain Enhancement Science explores new water security solutions



**ABU DHABI:** With water security posing an increasingly urgent challenge worldwide, the UAE Research Program for Rain Enhancement Science continues to explore new water source solutions with a global scale collaboration.

World Health Organization estimated some 844 million people lack access to basic drinking water service and that half of the world's population could live in water-stressed areas by 2025.

Unlocking the potential of scientific and technological innovation holds the key to sustainable water security. As part of the global efforts in this direction, the UAE has launched an initiative that has drawn international attention for its original approach to harnessing the creativity of leading researchers working in fields related to

climate phenomena and water management issues.

The program, launched under the patronage of H.H. Sheikh Mansour bin Zayed Al Nahyan, Deputy Prime Minister & Minister of Presidential Affairs, offers a US\$5 million grant to encourage scientists & researchers to explore new horizons in developing rain enhancement science & technology.

Managed by the UAE's National Centre of Meteorology (NCM), the program is overseeing a diverse range of international research projects aiming to advance knowledge of rain enhancement through building and leveraging global networks to support collaborative innovation.

Dr. Deon Terblanche, Director of the Atmospheric Research and Environment Department at the World

Meteorological Organisation (WMO), was quoted on the Emirates State News Agency WAM as saying: "Rain enhancement is gaining increasing international attention, with 56 countries conducting weather modification program as of 2016. The UAE Research Program for Rain Enhancement Science has taken decisive steps to drive the progress of research in the field."

As a specialized agency of the United Nations since 1950 with 191 member states and territories, WMO is taking a close interest in the UAE program as part of its mission to foster collaborative study and monitoring of the Earth's atmosphere, the interaction of climate with land and oceans, and the consequences these processes have for the world's water resources.

Dr. Abdulla Al Mandous, Director of NCM, said: "The Program's significant global impact is evident from the fact that over its three cycles, we have received submissions from 1,220 researchers representing 520 institutions from 68 countries."

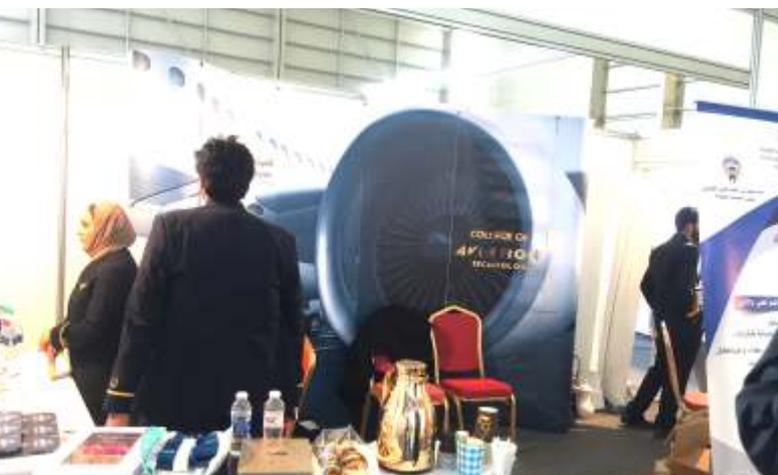
He said new rain technologies would not only benefit the UAE but other regions as well which need water.



## FUTURISTIC HOSPITAL

The UAE Ministry of Health and Prevention unveiled at the recently held Arab Health Exhibition 2018 its ambitious plan of building the first Emirates Space Hospital designed to treat astronauts using nano-technology. The exhibition, more popularly known as the Arab Health Forum, was held on January 29-February 1, 2018 in Dubai where the latest smart technologies used in hospitals & clinics were showcased among other innovative healthcare products.

# Kuwait Airshow | Kuwait International Airport | January 17-20, 2018



# Arab Aviation Summit | December 6, 2017 | Dubai, UAE



# MRO Middle East



# Dubai World Trade Center | January 23-24, 2018





# UPCOMING EVENTS

air  
cargo  
update



## IATA 12th World Cargo Symposium

The World Cargo Symposium (WCS) is the largest and most prestigious annual event of its kind and the only one to bring together key stakeholders from the entire air cargo supply chain. WCS 2018 will feature plenary sessions, specialized tracks, workshops and executive summits, tackling aspects related to Technology & Innovation, Security & Customs, Cargo Operations, and Sustainability.

**Hilton Anatole I Dallas, Texas**

**March 13-15, 2018**

## Cool Supply System & Solutions 2018: 7th Annual Meeting

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**Amsterdam, The Netherlands**

**March 15-16, 2018**

## Air Cargo Forum 2018 Toronto

TIACA's International Air Cargo Forum and Exhibition is the premier air cargo industry event. Over 4,000 air cargo decision makers and more than 300 exhibitors from around the world gather at ACF to network and address current industry challenges and opportunities. The ACF is a cost-effective way to network and showcase your business to thousands of leaders and buyers from across the entire air cargo supply chain. ACF is the perfect opportunity to promote and launch new products and services & to interact with potential & existing customers, partners & suppliers.

**Metro Toronto Convention Center Toronto, Canada**

**October 16-18, 2018**

## Airports Council Intl-North America 2018 Air Cargo Conference

ACI-North America's 2018 Air Cargo Conference brings together all actors in the air cargo supply chain in one location to discuss trends, challenges, opportunities and the future of the air cargo industry. Airlines, airport authorities, freight forwarders and expediting companies along with the vendors who support them are all in one place

**Renaissance Austin Hotel I Austin, Texas**

**February 18-20, 2018**



## Air Cargo India 2018

India jumped 19 places and ranked 35th in 2016 as against 54th in 2014 in the latest Logistics Performance Index by World Bank. With a bigger and better version, the 7th edition of AIR CARGO INDIA organized by The Stat Trade Times aims to be a perfect platform for global air cargo industry stakeholders to explore India as the best emerging market in the world.

**Grand Hyatt, Mumbai**

**February 20-22, 2018**

## Transport & Logistics 2018 – The 5th Indonesia International Transport, Logistic and Warehousing Exhibition 2018

An annual gathering and market place for international manufacturers & suppliers to showcase their latest product, equipment, tools and technology in the bus, coach and truck to targeted maintenance professional audiences from across Asia and other countries.

**JIExpo Kemayoran, Jakarta, Indonesia**

**March 3, 2018**

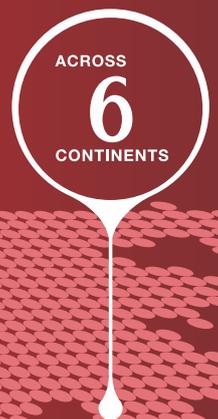


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