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EDITORIAL

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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

Change is good

Boeing is one lucky plane manufacturer this year with orders for new aircraft coming in one after another from airlines and air freight carriers which are either expanding or modernizing their fleet.

FexEx Express, the largest air cargo carrier in the world, announced it's buying 24 new planes—12 each of B767 and B777 freighters—from Boeing valued at US\$6.6 billion at list prices. These models are known for fuel efficiency, reliability and speed, enabling FedEx in the process to save on operating costs and time.

B-777 freighter planes, for instance, use 18 percent less fuel, provides quieter takeoffs and landings that meet airport noise standards.

UPS separately ordered from Boeing 14 747-8F and four 767-300F. American Airlines is also on a plane shopping spree, placing 47 orders from Boeing to double its Dreamliner fleet coupled with other models valued in all at US\$12 billion.

Boeing has sold more than 50 widebody freighters so far in 2018. This mainly indicates that air freight and aviation are growing, thus, carriers are heavily investing on aircraft that would not only deliver efficiently but speed as well.

In this edition, we'll bring you the latest news on how major industry players are gearing up to set trends and modernize their services.

We'll also touch on how the trucking industry is changing its gears by encouraging more women to become truck drivers. This trend will not only give employment opportunities for many women but also address a growing shortage in the industry paramount to delivering goods on time in all corners of the world.

On airports, we'll share with you the success story of Budapest International Airport which is reaping good volumes in terms of passenger traffic and cargo, positioning itself as a very important gateway for both commercial and tourism activities in Europe. The airport is financed by Canadian investors.

On logistics, we'll share how an innovative DHL idea is changing how mails and small parcels are delivered throughout Germany without using fuel. Yes, the company is also into manufacturing e-bikes and e-trikes and it just opened its new facility for these electric delivery vehicles with demand getting higher.

These and more in this edition of the **Air Cargo Update**.

Gemma Q. Casas
Editor-in-Chief



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The LOUNGE

Unrivaled joy in running, biking, driving & traveling with family

Carsten Hernig first had a brush with the air cargo industry in his 10th grade as an intern. He was so fascinated with air freight that he even made a thesis about it and eventually built his career in the industry.

Today, Hernig is the Managing Director at Jettainer GmbH, a subsidiary of Lufthansa Cargo AG. Headquartered in Germany, the company is considered the global market leader in outsourcing solutions for so-called Unit Load Devices (ULD) management operating at more than 450 airports around the world.

"There was something exciting about it (air cargo) making me stick to it. Hence, it was just logical to stay in the industry," Hernig told **Air Cargo Update** in an email interview.

Hernig keeps a busy schedule all-year-round that also involves a lot of traveling across the world.

"Working in a small but global company like Jettainer is always majorly driven by proactively reacting to customer wishes and market developments. Hence, the daily job routine is always a balance of managing the new versus driving structural projects forward. And my job demands a lot of traveling in order to have my ear on the pulse of our customers," the head of Jettainer said.

Though his job extends globally with Jettainer's reach to hundreds of airports, Hernig still finds time to relax with his most prized possessions: His family of five, his sports, his motorbike and his old Citroen.

How do you handle stress in a very competitive industry? I have a fantastic family, I go running almost daily – this is relaxing and at the same time the source of creativity. And I like to ride my motorbike. Additionally, we travel a lot as a family. This keeps our minds open and it is the best education for kids to be open for other cultures. This is particularly important in these times, where unilateralism is threatening to replace amicable forms of cooperation of the human race.

What is it about vintage cars and motorcycles that you like? Do you collect them? Well, I personally drive a Citroen DS from 1973 and my wife a 2CV. Both cars have been revolutionary. The DS has been an incredible step forward in technology at the time and the 2CV has given affordable mobility to the masses. Hence both cars have dramatically changed human mobility. Hence, I believe it's



Carsten Hernig
Managing Director, Jettainer GmbH

worth to conserve them for the future. From my time in India, I still own a vintage Royal Enfield bike, a bullet built in '64. Again, a vehicle which has impacted the development of a whole subcontinent. At the time, when these vehicles have been developed, great minds have been behind them. They had a vision for which sometimes have been offended. But at the end, they had the right entrepreneurial feeling and did make a significant impact on development.

We heard you're a huge aviation enthusiast. How do you satisfy this? I am not flying planes, but I have to admit that I am frequently on flight radar. I read a lot about aviation and sometimes, I do spend hours with my son at the runway of some airports to spot planes.

Further, I do fly a lot as a passenger for business and private travel, and it has never become a commodity to me. Every time the plane accelerates on the runway, I do feel thrilled – at the end there is a lot of complexity behind every flight, be it in terms of technology, commercial network planning, loading, etc. Many hands have to work together in sync to make a flight happen. This is fascinating. And so is the fact that we as humans would not be flying, had there not been some enthusiasts who started to jump from hills with simple gliders. Everyone laughed at them and considered them idiots. But look where we are: It requires people with a vision who think out of the box to make things happen!

If you were given the chance to meet someone, who would it be and why? I am happy meeting the people who are crossing my way. My first boss told me: "You have to be interested in human beings behind name" – this is what counts, and which makes every person interesting.

Please share some philosophies that helped you sail through life. First: I always give trust a chance over skepticism. On a base line, the only connecting factor between all people is the fact, that we are humans. If you take this as a basis for cooperation, it should bring us forward. Second: Doing whatever you do, even if sometimes it's totally stupid and useless, is much easier, if it is done with passion. Third: When we lived in India, someone told me: "At the end everything will be good and if it is not good – it is not the end yet"



Hactl helps AirBridgeCargo Airlines step up to exceptionally large cargoes



HONG KONG: Hong Kong's largest independent cargo terminal and freighter ramp operator, Hong Kong Air Cargo Terminals Limited (Hactl), has handled two charter flights for its customer AirBridgeCargo Airlines, each carrying 20-meter long machinery components weighing 18,800 kgs.

The outsize loads were carried on two of the airline's brand-new B747-8 freighters from Schiphol,

Netherlands, to Hong Kong en route to their final destination— Guangzhou, China.

Due to their length, the machinery components were secured to customized built up pallets and had to be unloaded through the aircrafts' nose doors. Unable to use cranes due to local regulations, Hactl deployed

four main-deck loaders, which had to be lowered in perfect alignment to avoid any damage to the cargo.

Maneuvering the unloaded cargo from aircraft side to the cargo terminal presented a further major challenge; traffic on the ramp road was temporarily re-routed, and a direct path to the terminal was cordoned off, to provide a straight journey without any sharp turns.

"These were among the longest shipments we have unloaded from B747 freighters, and required extreme care due to their size, weight and delicate nature. It's at times like this that the vast experience and skills of our ramp team really come into their own, ensuring this unusual cargo was handled with the necessary care, and that the aircraft departed on schedule," said Hactl Chief Operating Officer Chee Hong Tan.

Sergey Lazarev, General Director of AirBridgeCargo Airlines, added: "AirBridgeCargo has a proven track record when it comes to oversized and out-of-gauge shipments. Thanks to our expertise and the development of our abcXL product, we are able to guarantee safe and seamless services, powered by support from our reliable ground handling partners, such as Hactl."

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GLOBAL NEWS

Emirates SkyCargo and Alibaba Group sign deal to use Dubai as logistics hub



Nabil Sultan, Emirates Divisional Senior Vice President, Cargo with Xiaodong Guan, General Manager of Cainiao Global Business, left and right, respectively, at the MoU signing ceremony.

DUBAI: Emirates SkyCargo has signed an agreement with Cainiao Smart Logistics Network Ltd. ("Cainiao"), the logistics arm of the Alibaba Group, to make Dubai one of its global logistics infrastructure hubs as it expands its market share on cross-border parcels.

Cainiao envisions to deliver anywhere in China within 24 hours and across the globe within 72 hours. It plans to develop six global hubs in six cities around the globe. Dubai is one of them.

Emirates SkyCargo and Cainiao hope to leverage each other's strengths in cross-border e-commerce trade and airline cargo operation. It will also support Cainiao's broader efforts to offer enhanced customer experience. Under the terms of the MoU, Emirates SkyCargo and Cainiao will work closely to manage e-Commerce shipments in the Middle East and other neighboring regions through Dubai.

"We are delighted to be entering into this agreement with Cainiao. The MoU that we have signed today is the first step in what will be a deep and fruitful relationship between Emirates SkyCargo and one of the biggest players in the global e-commerce supply chain," said Mr. Nabil Sultan,

Emirates Divisional Senior Vice President, Cargo.

"With Emirates SkyCargo's network spread, frequency of flights including close to 50 weekly flights from China, our state-of-the-art hub facilities and the strategic location of Dubai which allows it to serve as an effective logistics hub for the region, we are confident that we will be a strong partner for Cainiao to bring an enhanced experience to their customers in the Middle East and neighboring regions."

Xiaodong Guan, General Manager of Cainiao Global Business, on the other hand, said: "As a key gateway that links Asia and Europe, Dubai is well positioned to help us achieve our goal of 72-hour global delivery. The MoU with Emirates SkyCargo is another milestone to reach this goal. We have a strong commitment to Dubai and the neighboring markets. This fits well with our broader strategy."

Emirates SkyCargo, the freight division of Emirates and the largest international cargo airline, offers cargo capacity to over 155 global destinations on a modern all-widebody fleet of 267 aircraft including 14 freighters—13 Boeing 777-Fs and one B747 F.

KSA diplomatic cargo of branded bracelets, scarves, etc., a hit at 2018 FIFA World Cup



RUSSIA: Saudi Arabia may have lost against Russia at the opening match of the 2018 FIFA World Cup on June 14 but relations between them remain cordial with the host helping KSA distribute its over a ton of diplomatic cargo seamlessly in time for the games for its fans.

Associated Cargo Experts (ACEX), the first Russian worldwide logistics alliance, teamed up with Aramex Saudi Arabia arrange the delivery of KSA branded bracelets, scarves, flags, and banners, during the event to the delight of its fans, ACEX shared. Host Russia is estimated to have spent \$14.2 billion for the games, making it the most expensive World Cup ever.

"Upon arrival, the expert of ACEX customs department Artem Oleynik met the cargo in the airport and managed all the customs procedures. The attributes were delivered to the Saudi Arabia fans in time," ACEX said.

The Saudis lost against the Russians 5-0, its second defeat in World Cup after losing to Germany in 2002. Ironically, defending champion Germany was also eliminated after losing to South Koreans, its first major defeat since 1938.

Cargolux sponsors solar-powered boat for an arctic expedition



LUXEMBOURG: Cargolux is providing transportation for a prototype solar-powered boat between Luxembourg and Calgary, Canada, ahead of an arctic expedition dealing with environmental awareness and climate issues.

The Solar Arctic Project was initiated by DreamTime, a non-profit organization. This expedition, undertaken by French navigator Anne Quéméré, is a solo journey in a prototype solar-energy propelled boat across the mythical Northwest Passage that links the Atlantic to the Pacific.

"The Northwest passage is a mythical route for mariners, adventurers and explorers. To link the Atlantic and Pacific Oceans has claimed its share of tragedies. In 1845, no one survived the Franklin expedition. Only in 1903, did Amundsen tackle this incredible undertaking and succeeded three years later, after two wintering," Quéméré said in her website.

"I hope to succeed cutting a route before the oceans iceover, knowing that the in previous years, the ice melted less, especially since 2007 and started closing in during the first days of September. I'll have to definitely adapt myself to the conditions."

This completely autonomous undertaking is an attempt to complete a 3,500 kilometre trip between Tuktoyaktuk, an Inuit village in Northwestern Canada and Pond Inlet, an Inuit village on Baffin Island.

This is an exciting new project for Cargolux to support as it is fully in line with the company's "lean and green" philosophy and its efforts to promote sustainable business within the industry.

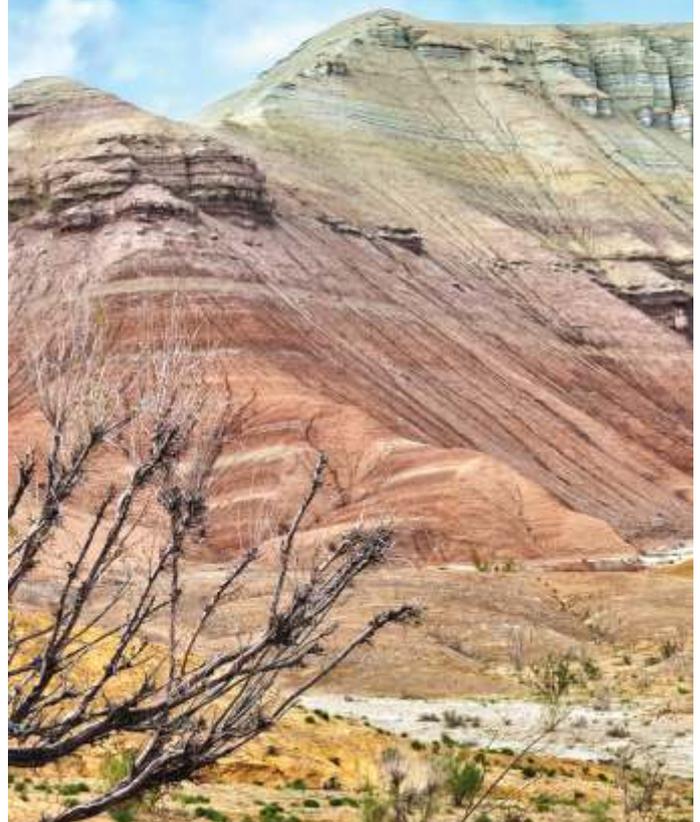
"Cargolux is proud of supporting the Solar Arctic project, which, like the Solar Impulse project, is an effort to explore new and innovative paths in the transportation industry," explains Moa Sigurdardottir, Head of Corporate Communications.

This is not the first time Cargolux supported a ground-breaking solar-powered expedition. In 2013 and 2015, Cargolux successfully transported the Solar Impulse airplane on two of its missions.

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Turkish Cargo makes Turkey's cherry a global brand



ISTANBUL: Using widebody freighters, Turkish Cargo is hauling more produce from Turkey to Europe, cherries in particular, with a growing demand for its taste and quality in Norway's capital Oslo.

During the cherry season, a total of 600 tonnes of Salihli cherries (Bing Cherry) will be transported to Oslo by 10 dedicated (charter) flights using the A330 type freighters, Turkish Cargo said. Such cherries will be put on the market at more than 1600 groceries throughout Norway.

Grown in the cities of Izmir, Manisa, Isparta, Adana, Konya and Kahramanmaraş, Turkey's cherries are world renowned for their unique taste and flavor. They are grown at elevations between 500 and 2500 meters in the uplands of the Toros Mountain, enduring strain and stalk length.

The cherries are picked up from the trees upon ripening by the farmers and sorted out based on size, assortment and quality.

Stock on pallets at 5 kilos each, the cherries are transported via cool chain trucks and are brought to the Istanbul Ataturk Airport, the nerve center of Turkish Cargo, for shipment.

The enplaning, transporting and deplaning operations for the cherries are done in under 6 hours with the air-borne journey to Norway taking just

three hours.

"The most delicious cherries in the world are grown in our lands, and we convey such value of us beyond the borders by Turkish Cargo. In the past, our trucks, carrying our cherries to Norway, would arrive at the region in 6 days. Our cherries would become deprived of their quality and become rotten due to the prolonged shipment time," commented Veysel Tuysuz, an export merchant.

"But now, we have that period reduced to 6 hours, and all of our products are sold in the shelves in Norway within 6 days. On year-on-year basis, we have not only increased our exportation by 30%, but also received demands from 8 new countries. The speed and capacity advantage offered by Turkish Cargo is a great opportunity for us, the exporters," Tuysuz added.

Cherries are among Turkey's top exports distinguished the world over for its unique flavor and taste and quality. Cherry production in the country continues to grow with the rising demand for it.

Turkish Cargo says it takes pride in providing support to the country's economy and its import-export industries. The cargo carrier has a flight network across 121 countries with modern facilities for all types of cargoes.

dnata increases investment in Italy's airport handling sector



DUBAI: dnata, one of the world's largest air services providers, has exercised its option to acquire an additional 40% share in Airport Handling SPA, increasing further its investment in the Milan-based ground handler to 70%.

With majority representation on the board, dnata has already been managing the day-to-day operations of the company since its original investment in 2016.

Airport Handling, which was founded in 2014, provides a variety of passenger, ramp and baggage services to over 60 airlines at Milan's two airports, Malpensa (MXP) and Linate (LIN). dnata's further investment in Airport Handling underlines its commitment to the Italian market, where it also operates catering facilities at 22 airports.

Over the past seven years, dnata has steadily expanded its international airport operations with a series of partnerships and acquisitions. dnata now provides over 300 airline customers with quality and reliable ground handling, cargo and catering services at 130 airports across six continents.



Cerberus Capital Management to acquire WFS



LONDON & PARIS: Worldwide Flight Services (WFS), the world's largest air cargo handler and a leading provider of ground handling services with over €1.2 billion of total revenues, will be acquired from Platinum Equity by an affiliate of Cerberus Capital Management, L.P. (Cerberus), the companies announced.

The Paris-based WFS was founded in 1971 and has offices in 198 airport locations in 22 countries where it serves over 300 airlines. The company has nearly 23,000 employees across the globe.

"WFS is a market leader in aviation services and is positioned to benefit from attractive long-term industry

growth," said Brett Ingersoll, Head of Global Private Equity and Senior Managing Director of Cerberus. "Cerberus has extensive operational experience and a successful track record in aviation and we are excited to support WFS's next stage of growth."

Craig Smyth, CEO of WFS, said, "WFS has transformed into a leading global aviation handling player in recent years through growth and operational initiatives. We believe that Cerberus is the ideal partner to support our continued transformation."

Craig Brooks, Managing Director of European Private Equity at Cerberus, commented, "We plan to partner with

Craig Smyth, and WFS's management team, and its 22,800 dedicated and hardworking employees, to enhance its growth and services. Cerberus has a longstanding presence in Europe and WFS will be a fantastic addition to our growing portfolio."

Citigroup Global Markets Limited served as financial advisor to Cerberus and Linklaters LLP was Cerberus's legal advisor.

Platinum Equity, an American company which acquired WFS in 2015, said the agreement to sell WFS is expected to be closed during Q4 2018, subject to regulatory approval and certain closing conditions.

"Through a combination of growth and operational initiatives, WFS has evolved and expanded significantly over the past three years and today enjoys record top-line and earnings performance," said Platinum Equity Partner Louis Samson.

"The company's success is a tribute to a strong partnership with a talented management team, and the dedication of hardworking employees all over the world. We are proud of everything we accomplished together. WFS is now well positioned to continue its growth trajectory in the years to come with an experienced and capable new partner," he added.





GLOBAL NEWS

Silk Way flies anew humanitarian aid mission to Iraq



BAKU/FRANKFURT: Silk Way West Airlines flew anew a feeder flight from Germany to Baku en route to Erbil International Airport in support of a German NGO providing much needed humanitarian aid to more than 23,000 children in northern Iraq.

The Azerbaijan cargo carrier has long been a strong supporter of the NGO "Wings of Help". The latest supplies will benefit thousands of children,

including about 4,000 below age three and some 3,500 war orphans.

The B747 full freighter left Frankfurt Hahn Airport on June 23, 2018 with infant food, diapers and rusk.

"For us, this project is a matter that is truly dear to our hearts," said Wolfgang Meier, President and CEO at Silk Way West Airlines. "We have been supporting Wings of Help for a very long time and are very proud to

be part of this mission. Wings of Help is doing a very important job by providing aid supplies to refugee camps in Hasan Sham and Dibaga and we are doing our utmost to support them with our knowhow and fleet of cargo aircraft whenever we can."

Silkway's Ilyushin 76 was used as the feeder flight from its global hub in Baku to Erbil on June 26 to immediately transport the humanitarian aid.

"Despite the fact that such feeders are daily routine for Silkway, these dedicated aid supplies in cooperation with Wings of Help will always remain something special for all of us at Silkway," said Meier.

The cargo carrier has a fleet of 10 Boeing 747 full freighters and two more planes will be added to it in due course. Silkway serves more than 45 destinations along the ancient Silkroad route with enhanced network through Baku connecting to China, Central Asia, the Middle East, Europe, Africa and North America.

Heathrow Airport sees steady growth on cargo volumes

LONDON: Heathrow Airport continues to see increase on cargo volumes during the first five months of 2018 up by 3.1 percent to 702,120 tons.

Long-haul cargo from Brazil and Japan contributed much to Heathrow's healthy cargo business, at 33 and 28 percent, respectively.

The airport also saw a sudden surge in passenger traffic in May—6.7 million—following the wedding of Prince Harry to American actress Meghan Markle as hordes of wedding watchers flew to London.

The UK Parliament is set to vote on expanding Heathrow with strong backing from the business community.

The airport recently welcomed the arrival of new direct services from the

cities of Wuhan and Sanya in China through China Southern Airlines. The routes are expected to yield 6,000 metric tons of additional cargo capacity and over 110,000 new passenger seats annually for London.

"We have a robust plan to expand Britain's hub airport, unlocking billions in growth and creating tens of thousands of new skilled jobs – from Plymouth to Perth and Swansea



to Southend. With strong cross-party support and a united voice from business and unions – MPs must finally seize the opportunity to expand Heathrow and secure a prosperous future for all of Britain," Heathrow CEO John Holland-Kaye said in a statement.



Alaska Air Cargo bullish on sales volume with 40% increased capacity



SEATTLE: Alaska Air Cargo expects its sales volume to pick up in the US with its merger with Virgin America that essentially increases its cargo lift capacity by 40 percent with access to 71 airbus aircraft from Alaska Airlines fleet.

Virgin America and Alaska Airlines are subsidiaries of Alaska Air Group (NYSE: ALK). Before the merger, Virgin America did not provide cargo service.

Alaska Air Cargo will utilize the belly space in these aircraft to provide customers with new shipping destinations and increased

frequencies throughout the Alaska Airlines system.

With millions of pounds of new aircraft capacity from coast-to-coast, customers can ship everything from fresh seafood to e-commerce purchases and other time-sensitive materials.

"Our goal is to create a hassle-free experience for our cargo customer and with additional capacity, we are delivering on that commitment," said Jason Berry, managing director for Alaska Air Cargo. "With our increased transcontinental connections originating across the

west coast, we will be offering more frequency and reliability. Whether you are in Los Angeles, Seattle, San Francisco or New York, you can count on Alaska Air Cargo to deliver."

Alaska Air Cargo serves 93 destinations offering customers reliable cargo services and the competitive advantage of Alaska Airlines broad and enhanced flight network.

In addition to increased belly load capacity, Alaska Air Cargo recently upgraded its fleet to include three 737-700 retrofitted freighter aircraft. With the addition of a dedicated all-freighter fleet, Alaska Air Cargo provides reliable scheduled and drop-in service for 19 communities across Alaska; connecting them to the cargo hub in Seattle.

Alaska Air Cargo transports more than 170 million pounds of cargo annually.



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GLOBAL NEWS

American Airlines transports priceless masterpieces from Spain to San Antonio



FORT WORTH, Texas: American Airlines Cargo successfully transported priceless Spanish art from locations around the globe to San Antonio to mark the city's tricentennial celebration since it was founded in 1718 by Spanish Franciscan missionaries.

The works by El Greco, Velazquez, Goya, Picasso and other masters will be displayed at the San Antonio Museum of Art exhibition, "Spain: 500 Years of Spanish Painting from the Museums of Madrid," from June 23 to Sept. 16. American Airlines Cargo is an official sponsor.

The exhibition will include more than 40 masterpieces from eight different collections, including the Prado Museum, the Thyssen-Bornemisza Museum and the Reina Sofia Museum in Madrid.

Transporting these unique pieces of art, many of which have never before been shown in the United States, required a special level of care. The paintings are not only extremely valuable, they are also priceless as cultural artifacts. The team at American Airlines Cargo knew the masterpieces needed a high level of security and careful handling.

American Airlines team members

partnered with freight forwarding specialists in four countries to ensure the paintings were handled with great care. The transferring required a significant amount of time, effort and coordination.

Due to the value of the artwork, security officials were involved at every stage of the transport, including loading and unloading, packaging and processing through Customs. Representatives from American Airlines oversaw this process to ensure that the paintings were never out of sight and always accompanied by a museum representative. In the end, the conveyance was seamless and the works of art arrived at their destination safely and on time.

"These works of art are incredibly important to the city of San Antonio as they celebrate their tricentennial," said Sandy Scott, director of Europe and Asia Cargo Operations for American Airlines. "Of course, safely and securely transporting priceless Picasso and El Greco works across the globe is no easy task. This project required our team members to work together in a creative way while also partnering seamlessly with multiple outside companies in four different countries."

Indonesian cargo airline leases plane from Vallair



LUXEMBOURG: Indonesian Cargo Airline, Cardig Air, signed a long-term financial lease with Vallair, the aircraft trading, leasing and specialist MRO organization from Luxembourg, for the use of a Boeing 737-400F amid increasing capacity demand.

After conversion in the USA, the final compliance checks for the plane were undertaken at Vallair's MRO facility in Montpellier, France and the aircraft was sent to Jakarta mid-May.

"The aircraft will be scheduled to connect Jakarta with flights to Saigon and Southern China (Shenzhen)," explains Peter Koster, Head of Cargo Conversions Business Unit for Vallair.

"There is strong potential in the Southeast Asian airfreight market with rapidly increasing connections to the Chinese mainland. We have supported Cardig Air in their move from operating a B737-300F to the B737-400F model with increased cargo capacity. We are confident that our ongoing assistance will help to underpin their development and build a long term business partnership," he added.

The Jakarta-based Cardig Air is one of the leading cargo airlines in Indonesia which caters to domestic, regional and international cargo requirements.



FedEx orders 24 new freighters from Boeing worth US\$6.6 billion



SEATTLE: The world's largest air cargo carrier, FedEx Express, ordered 12 767 freighters and 12 777 freighters from Boeing (NYSE: BA) valued at US\$6.6 billion at list prices.

The companies jointly announced the deal on June 19 saying the move is part of FedEx's continuing fleet modernization program.

"We are taking another positive step in our fleet modernization program as we add more efficient, lower emission aircraft to our global fleet," David L. Cunningham, President and CEO of FedEx Express, said in a statement. "The Boeing 767 and 777 Freighters have brought greater efficiency and reliability to our air operations. The 777, with its tremendous range characteristics, has allowed us to provide faster transit times around the globe. We are excited to add more of these aircraft to our fleet."

The news came as the air cargo industry gathers strength with analysts forecasting it to increase by another 4-5 percent this year.

Air cargo carriers are adding capacity to keep up with demand, either by converting passenger airplanes into freighters or ordering new production cargo jets. With the latest order from FedEx Express, Boeing has sold more than 50 widebody freighters so far in 2018.

"We are honored that FedEx has again placed its trust on the wings of the Boeing 767 and 777. This repeat order is a big vote of confidence in Boeing's market-leading freighter family and the long-term outlook for air freight," said

Kevin McAllister, president and chief executive officer, Boeing Commercial Airplanes.

FedEx Express and Boeing have a long-standing partnership. The express carrier is a major operator of the Boeing 757 Freighter and the largest operator of the 767 Freighter and 777 Freighter. FedEx is also a customer of Boeing's Global Services business.

The 767 Freighter, based on the 767-300ER (extended range) passenger jet, can carry approximately 58 tons (52.7 tons) of revenue cargo with intercontinental range, making it a flexible platform for serving long-haul, regional or feeder markets.

The 777 Freighter is the world's longest range twin-engine freighter. The jet can fly 4,900 nautical miles (9,070 kilometers) with a payload of 112 tons (102 metric tons or 102,000 kg). With the 777 Freighter, FedEx has been able to connect Asia with its hub in Memphis, Tenn. non-stop and reduce transit times by up to three hours. This has enabled FedEx to accept packages later in the day and still deliver them on time.

The 777 Freighter also uses 18 percent less fuel compared to the airplanes it replaces, and provides quieter takeoffs and landings that meet airport noise standards.

Virgin Atlantic Cargo sees high demand for new Sydney-HK services



Dominic Kennedy

LONDON: With expectations of booming e-commerce volumes from China coupled with strong demand for northbound cargo capacity, Virgin Atlantic Cargo anticipates the new Virgin Australia daily Sydney-Hong Kong services to get off to a flying start after making its maiden flight on July 2.

Virgin Atlantic Cargo will be marketing the cargo space on Virgin Australia's new Airbus A330 flights under the international long-haul sales and management agreement between the two airlines.

Following a positive start to 2018 for cargo volumes on Virgin Australia's existing services from Sydney, Melbourne and Brisbane to Los Angeles and its Melbourne-Hong Kong route, Virgin Atlantic Cargo says customers will welcome the prospect of additional capacity on such a prime route to and from Greater China.

Dominic Kennedy, Managing Director of Virgin Atlantic Cargo, said: "Sydney-Hong Kong is a route we know very well having operated it ourselves until mid-2014 so we are delighted to be back in this market and able to offer customers more choice on a route that generates high volumes in both directions."



LOGISTICS NEWS

DHL's StreetScooter ups capacity to build more electric vehicles

e-mobility in logistics saves time, money and protects the environment



**6,000TH STREETSCOOTER
DEPLOYED BY
DEUTSCHE POST DHL GROUP**



60 – 80% lower costs
for maintenance and wear



20,000 tonnes of CO₂
saved per year



20,000 unit production
capacity per year
Aachen and Düren plants



100%
green electricity



3,000 StreetScooter
e-bikes and e-trikes used
for deliveries



26,500,000
kilometers traveled

*in addition to approx.
9,000 other e-bikes
and e-trikes



**Deutsche Post DHL
Group**

BONN: StreetScooter GmbH, a subsidiary of Deutsche Post DHL Group and leading producer of electric delivery vehicles, has opened its second manufacturing facility in Germany increasing its annual output to 20,000 e-bikes and e-trikes per year.

The production line at the automotive supplier's new 78,000 m² factory in Düren can produce 10,000 electric vehicles corresponding to a daily production rate of 46 vehicles (in single shift operation). Combined with the main factory in Aachen, StreetScooter now has production capacities of up to 20,000 electric vehicles per year, DHL said.

Electric-powered bikes and e-trikes are widely used in delivering parcels and small packages in Germany. They are also used in different industries requiring customized electric vans—in

addition to municipalities and craft workshops—like energy suppliers, waste disposal companies, airports, facility management enterprises, and catering companies.

StreetScooter produces variants tailored to serve a variety of individual needs with such features as variable loading volumes that include power supply, refrigerated containers, and tilting load platforms.

In the Düren factory, the Pure (chassis only), Pickup (flatbed vehicle) and Box (box truck with 4 or 8 m³ loading volume) variants of the StreetScooter WORK and WORK L models will be produced. The new site will employ some 250 people in the area.

Taking part in the official opening of the Düren facility was Armin Laschet, Minister President of North Rhine-

Westphalia.

"The StreetScooter is already an unprecedented success story. The fact that Deutsche Post deploys more than 6,000 StreetScooters throughout Germany clearly demonstrates that electro-mobility is, in several areas, already a perfectly viable, everyday transport solution. It is success stories such as these that can make North Rhine-Westphalia a key driver of growth in electro-mobility," said Laschet, who also pointed to StreetScooter's Düren factory as a positive example of structural transformation.

"StreetScooter in Düren will create up to 250 new jobs here in the Rhine region. This is structural change in action, and it opens up new opportunities for the people of the region. And it is exactly this kind of change that the state government will continue to promote with its full focus and commitment."

"E-mobility is on the move," says Jürgen Gerdes, Board Member for Corporate Incubations at Deutsche Post DHL Group and responsible StreetScooter. "We can see it in growing public interest and increasing third-party customer demand for our StreetScooters. The number of StreetScooters used in the business world, in municipalities and at Deutsche Post is also on the rise in Germany and abroad, and the reason is the same in both arenas: Pollution and more pollution in major cities everywhere. That's why we're delighted to be able to start production in Düren."

The WORK and WORK L StreetScooter models have been available to external customers since summer 2017.

StreetScooters have been being deployed successively in Deutsche Post DHL's delivery fleet since 2013. At present, the Group is already using around 6,000 of these electric vehicles, which have covered over 26 million kilometers and save around 20,000 tons of CO₂ per year. With these vans and the 12,000 or so electric e-bikes and e-trikes, Deutsche Post DHL is operating the biggest electric fleet in Germany.



Dubai Logistics District introduces Masary system to facilitate quick transit of goods and vehicles



DUBAI: The Logistics District at Dubai South has launched Masary, a new smart electronic system that reduces the transit time of goods and vehicles, the first of its kind in the region.

Masary is considered a smart, safe and innovative system that is digitally connected to Dubai Police, Dubai Customs and other relevant government

departments. The system is characterized by its speedy process while issuing permits by reducing the time it takes from 4 hours to a mere 10 minutes, the UAE government said.

Mohsen Ahmad, chief executive officer at Logistics District at Dubai South, said the district is one of the leading free zones in Dubai that promotes the logistics sector, and is a leader when it comes to offering smart services that are in line with the Smart Dubai 2021 strategy, which promotes a digital

transformation of the emirate's services and initiatives.

"The new Masary system is a pioneering initiative from the Logistics District that aims to facilitate the movement of goods using a simple and quick method that saves time, which is a critical way to improve the processes and practices of logistics companies. The system is an example of the important role that Dubai South plays in offering innovative services and facilities that attract various investors from the logistics sector," said Ahmad.

About 80 percent of the district's logistics services have been digitized and it aims to digitally transform 95 percent of its services by 2020.

India poised to modernize logistics sector

NEW DELHI: Convinced that India's economy could grow even faster with modern logistics, the country's Commerce and Industry Minister Suresh Prabhu announced his office will soon unveil new policies for the sector that will boost business and exports.

Prabhu said part of the plan is to create new logistics hubs in India as well implementing comprehensive logistics policies that will support the business sector.

"We are now working on a policy to create new logistics hubs in India," Prabhu who is also India's aviation minister was quoted as saying at the recently held 5th Annual Edition of the

Economic Times Supply Chain Management & Logistics held in New Delhi.

The proposed national integrated logistics plan for India will

also engage ministries involved in fertilizers, oil and petroleum, food, steel, minerals and mining, food processing, manufacturing, among others.

The Indian government aims to reduce



Suresh Prabhu

the cost of moving goods across the country to better serve its over 1.3 billion people and the business sector. India is poised to become a US\$5 trillion economy and officials said logistics play a role in its success.



LuxairCARGO

Investing in the future

By Gemma Q. Casas



Horse handling is a steady business, with peaks in case of international competitions...of about 2000 horses handled annually. The other species are less visible but extremely important as well. One-day-old chicks being sent to the Middle East or Africa for farming, pigs imported and distributed in Europe, protected species being exchanged between zoos for DNA variety. Live animal handling is exciting and our staff always do requests for us to go the extra mile. ”



COVER STORY

Luxembourg may just be a tiny nation in Europe with a very small population but it's big in numbers and innovations. It's a high-income economy and the second richest country in the world known for its innovative industries in logistics, biotechnology, pharmaceuticals, IT and so on.

It is also the world's second largest investment fund asset domicile with estimated US\$4 trillion deposited in its financial institutions. It is ranked as the second safest tax haven in the world after Switzerland.

In recent years, Skype and Amazon have shifted their regional headquarters to Luxembourg as the country began to establish itself as one of the leading global centers for start-ups, digital financial services and financial technology hub engaging in RegTech, security & authentication, DLT & Smart Contracts, mobile & e-payments, automated investment services, Big Data and analytics.

And that sophisticated way of doing business and looking at things transcend to the country's robust air freight industry and supply chain.

Big in Europe

LuxairCARGO, the leading air freight handling agent at Luxembourg Airport, is proof of Luxembourgers' innovative spirit and push for high quality service and excellence.

The company, which caters to all categories of cargo and aircraft, handled a record 938,000 tons of cargo last year and it's ranked as the 8th top company in the industry.

Laurent Jossart, Executive Vice President of LuxairCARGO, told **Air Cargo Update** the growth continues this year despite some bumps like a slowdown in volumes last May.

"During 2017 we experienced a double digit growth and an exceptional peak season. Excellent results for all our customers are always very positive, but for us the most important was to keep the service level at the top and having faced no congestion leading to delays for our



customers," said Jossart who was the Chief Financial Officer of LuxairGroup before assuming his current post in 2014.

"This year started extremely well with again a historical first quarter in terms of volumes, but as of May, we have seen a slowdown of the growth but with volumes still above 2017 and our budget. Today, the outlook for the rest of the year is still within the expectations."

Jossart said part of their success is investing on technology, infrastructure, people and innovative ideas that will enhance their services, thereby, retain and attract more customers.

"Since the move of our activity from the former facilities to the current CargoCenter, we continuously invested in technology, hardware (infra-structure and handling equipment), software and not least, our staff for professional development. The annual level of investment currently exceeds 5 million Euros," he explained.

Last year, the company renewed its contract with Hermes Cargo Management System's to support LuxairCARGO's handling operations but with provision for acquisition.

"In 2017, we took the decision to renew our cargo management system with the acquisition of HERMES and the implementation will start mid-September 2018 by gradually switching our customers to the new system.

Digitalization is key to reduce costs and further increase the quality and transparency of our activity. It will help us to also streamline our processes and communication as well as reduce or even eliminate manual data records," said Jossart.

More innovations

Two years ago, LuxairCARGO adopted the so-called truck slot system (TSS) which essentially digitalizes the truck acceptance and parking control system at the airport and using tablets as tool to communicate between trucking companies, dispatching and carriers.

The project successfully worked, speeding up the movement of goods, the loading and unloading process and transactions between parties.

Jossart said that's just the beginning as the company is planning to introduce more innovations to further enhance their services and protect the interest of their customers.

"But the investment in a new CMS is only part of the game as the best way to give a total transparency to the air freight industry starts with the electronic transmission of accurate data. We still suffer from missing FWB, FHL and loose tremendous amount of time fulfilling tasks which were supposed to be fully automated already at the end of the last century. (Cargo 2000)," he said.



COVER STORY



"Now we hope that the Cargo IQ will finally bring the expected results, meaning 100% of data interchange between forwarder and carrier. This would really ease our task, reduce the time spend with non-added value works and improve the product," he added.

The cargo executive said e-commerce may have brought good business in the industry but the company sees general cargo as still the legacy product that will keep the air freight sector sailing in good or bad times.

"Our customers mainly fly wide bodied aircrafts with specialized cargo products as well as general cargo but e-commerce is just general cargo. We do not keep record of the tonnages it represents in comparison to the other products. This is anyway a very little part of our activity, even if it is getting more and more sensitive in terms of time of transfer or delivery to final consignee," said Jossart.

The cargo expert said it's difficult to ascertain e-commerce's future growth with challenges seen looming like low customs charges, among others.

"Even though e-Commerce is currently booming on intercontinental flights, we assume that the volumes will stagnate, even decline again on the long term as the distribution to the end customer will happen more and more on a continent level (limited to the same customs union areas to avoid costly customs clearance for low value shipments). So Customs could become

the show stopper for the growth of individual intercontinental deliveries as a big part of these shipments are declared as low value," he said.

Growth in pharma & perishables

Mainly driven by aging and growing populations, pharmaceutical products will remain an important part of the global healthcare industry and the air freight sector.

Experts forecast the global pharmaceutical industry to grow 6.3% CAGR in 2018 to US\$1.2 trillion. And these products would require air freight to preserve their quality while being transported across the world.

LuxairCARGO is cognizant of this fact with Jossart describing pharmaceuticals as "success story." The company continues to invest on good facilities for these products along with international certifications.

"The PIL, pharmaceuticals and healthcare products, is a success story. We invested massively in a dedicated infrastructure in 2013, about 4 million Euros, and have been through the GDP certification process. In the meantime we have been already recertified in 2017," he said.

"We were one of the first air cargo platform to realize an important investment for pharma business and had worldwide been the first platform being GDP certified including the forwarders, carriers, trucking companies and of course us as handling agent. It is a community

quality process. We are in for the pharma product with excellent results in term of reputation and reliability," he noted.

LuxairCARGO handled 31,000 tons of pharmaceuticals in 2017 and forecast it to grow up to 34,000 tons this year.

"We will invest further in the infrastructure in 2019 to automatize the transfers to the cool cell area (70 ULD positions) and continue to believe this market segment will develop in the future," Jossart stressed.

LuxairCARGO also continues to see growth in the variety of perishables that the company handles for their clients.

"Perishables are a historical product. We have 400 m2 of coolers plus cool cells for up to 70 10ft ULD storage, but again this is mainly transit cargo, handled as quickly as possible before going to its final destination. On import side, fruits and flowers from Central America (Ecuador and Mexico) are the fastest growing products," said Jossart.

Horse handling steady business

LuxairCARGO prides itself with a reputable and state-of-the-art live animal center with horses as top residents at any given time.

Jossart said the company takes very seriously its role in handling animals up for transportation that "passion for animals" among new recruits is a requirement.

"LuxairCARGO has invested regularly in a complete and state-of-the-art live animal center. Next year, we will renew our center for ungulate species. This year we inaugurated a new groom area, two years ago it was an extension for horses, in total 45 stalls. This allows us to handle large amounts of animals simultaneously up to full cargo flights. Horse handling is a steady business, with peaks in case of international competitions (Olympics, etc.), of about 2000 horses handled annually," the cargo executive said.

Apart from horses, the company also handles animals of different varieties transported to different parts of the world.



COVER STORY

"The other species are less visible but extremely important as well. One-day-old chicks being sent to the Middle East or Africa for farming, pigs imported and distributed in Europe, protected species being exchanged between zoos for DNA variety. Live animal handling is exciting and our staff always do requests to go the extra mile. In fact, one of our conditions while recruiting staff for our AVI station is the passion for animals," said Jossart.

Expansion and challenges

The Cargocenter, which LuxairCARGO manages at Lux Airport, has been expanded thrice over the past two decades since it was inaugurated. This year, it's seeing more improvements with the opening of four more parking bays that will allow simultaneous parking of 12 widebody cargo aircraft.

"The Cargocenter we manage since 22 years has been expanded already three times since the inauguration and still allows some growth in the future but the fleet of our customers is requesting more and more ramp parking positions. Last peak season, we have

some hours each week reached the maximum capacity of the ramp," Jossart explained.

Ponts et Chaussées, the engineering and construction body of the government, began work on the project in 2016 and by autumn of this year, the four parking bays will be available for use.

"We will in autumn this year bring into service four additional parking spots that will allow simultaneous positioning of 12 wide bodied aircrafts. Today, we have to limit the access to the handling due to parking spot limitation. This increase will give more freedom of operation to the carriers. If the market remains as strong as the last 20 months, we will consider the necessary infrastructure adaptations to meet the growing demand," Jossart shared.

A veteran in both aviation and cargo industries, Jossart forecast growth to be sustained in the sectors but the challenge of keeping up with the changing times remain, especially in far flung areas.

He believes digitalization, which the aviation sector embraced first, should also be fully applied in the air freight industry "to have a complete visibility and transparency in the transportation chain."

"By having accurate and live data on hand, the individual processes can better be analyzed and steered. Additionally, process disruptions can more easily and earlier be detected and corrective actions taken in order to assure the on time delivery and thus protect our customers. We also noticed that the requests received from the forwarders remained the same for the last 20 years," said Jossart.

"In fact, what is still missing is a reliable transparency and live update of the shipment status made available to the forwarder, shipper and consignee. Unfortunately the electronic interchange is not yet respected everywhere with the same consistency and precision," he opined.

Game Changer



Laurent Jossart

Laurent Jossart, Executive Vice President LuxairCARGO, is among top executives in aviation and cargo industries with wide and extensive experience, known for pushing the limits and instituting reforms.

Prior to joining LuxairGroup in July 2006, he was the Managing Director of Brussels South Charleroi Airport credited for its

successful restructuring, including designing a new terminal and negotiating with its main client, Ryanair.

In 2013, Jossart was awarded "CFO of the year" in Luxembourg in his capacity as CFO of LuxairGroup, a position he held for seven years before taking the challenge of helping LuxairCARGO become more attractive and competitive.

"I have started in air cargo only in January 2014 when I moved to LuxairCARGO. Before, I was the CFO of LuxairGroup and in this position, I gained already some insights through the financial data. However, it has been a real challenge especially as since 2013, we have seen a growth of 34%(250kt) or in average an increase of 7.9% per year," he shared.

"During the first year, I restructured and stabilized the operational teams to be able to align the processes to the current needs."

With proven track record to deliver good results, Jossart is highly regarded in Europe's business community and for those aspiring to follow his path, here's his advice: "Be passionate, result oriented and creative. Also you need to care for and challenge your staff to go the extra mile. Be ready to meet wonderful cargo people sharing the same enthusiasm."

And for those facing challenges in the cargo industry, Jossart who studied at Solvay Brussels School of Economics and Management (SBS-EM), the business school of the Université libre de Bruxelles (ULB), one of the largest universities in Belgium, says it's best to deal with it in a creative way.

"With creativity—air cargo people always find the solution for any challenge."



Nokia: From phones to building smart connected airports and skies



The UK-based Harris said Nokia's Air Traffic Control (ATC) solutions are currently in use in at least 12 countries, which include Norway, Switzerland and Iceland.

We're all too familiar with Nokia thanks to its mobile phones, which for a time were the most in demand in the world with its popular catchphrase "Connecting People."

But this 153-year-old Finnish company has long been a beacon of innovation in telecommunications and information technology even before becoming famous for its mobiles and smartphones in the 1990s.

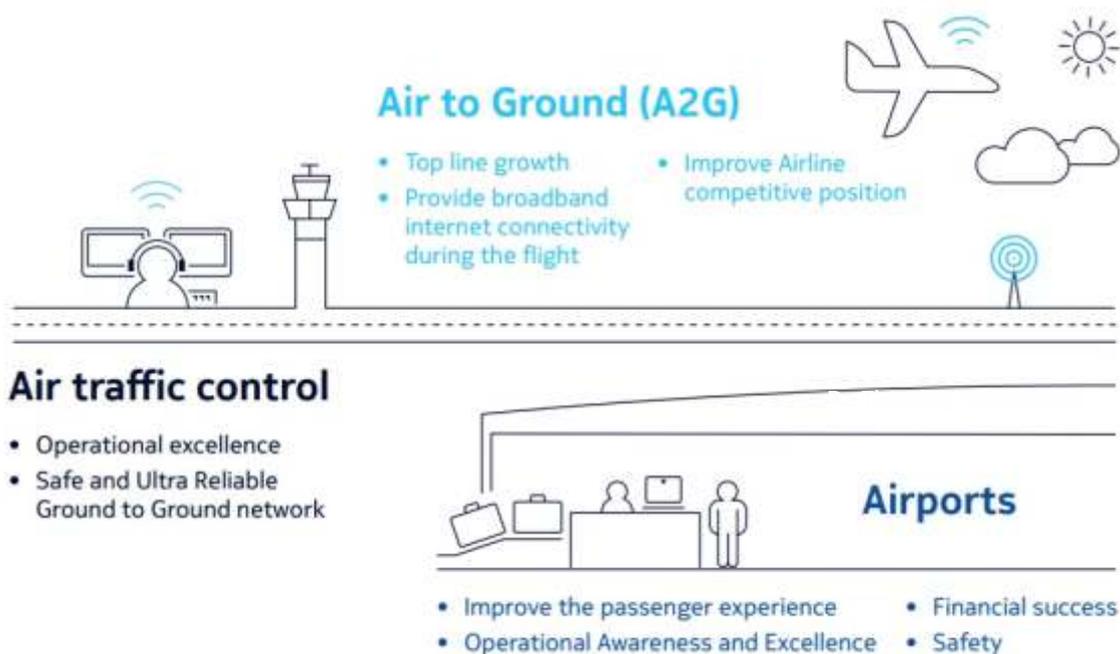
It was making professional mobile radios, telephone switches, capacitors and chemicals for the military and for commercial use. In the 1960s, the Soviet Union tapped it for products like telephone exchanges and

robotics and even ventured with Kremlin into a joint scientific tech research.

Past the era of its mobile phones, Nokia has successfully rebounded with billions at its disposal. Last year, the company reported annual revenues of about €23 billion, which in 2015 was just valued at €12.5 billion. Today, it has over 100,000 employees across 100 countries, doing business with 130 nations and highly valued for its tech inventions, aviation in particular.

Rajeev Suri, the Indian-born Singaporean citizen whom the company tapped as Chief Executive Officer in 2014, is said to be the driving force behind Nokia's recent

The Nokia communications networks help operators to address the aviation industry challenge



trans-formation, including its acquisition of Alcatel-Lucent and its successful expansion into vertical markets, the creation of a standalone software business, and the return of the Nokia brand to mobile phones.

An Electronics and Communications Engineering graduate from Manipal Institute of Technology in India, Rajeev is leading the company to venture into more technological products critical to the onset of the Fourth Industrial Revolution commonly referred to as Industry 4.0.

Aviation Solutions

Richard van Wijk and Mervyn Harris, Program Owner Aviation and Director-Air Traffic Managements GEPS-Transportation at Nokia's offices in The Netherlands and the United Kingdom, respectively, talked to **Air Cargo Update** in Dubai about the company's unique solutions for

airports and passenger aircraft now in use in the majority of countries in the European Union and elsewhere in the world.

The UK-based Harris said Nokia's Air Traffic Control (ATC) solutions are currently in use in at least 12 countries, which include Norway, Switzerland and Iceland.

"There's no other company that can boast of that as reference," said Harris who used to work for the UK's National Air Traffic Services (NATS) and SITA, the world's leading company providing IT and telecommunication services to the air transport industry. "Our mission control network, the product that we have, addresses issues relating to legacy environment application critical for air traffic control to meet ICAO (International Civil Aviation Organization) requirements."

With millions of passengers passing through different airports on a daily basis, communication

systems play a critical role in ensuring seamless operations at every station to protect lives and properties.

In today's world, airports are like mini-cities made up of different industries, concessions, retail shops, airlines, service companies, public safety organizations and government agencies like air traffic control, customs, immigration and border control. They employ millions across the globe and generate billions in aviation and non-aviation related revenues.

With passenger growth forecast to more than double in the coming years, airports must focus on three imperatives: improving passenger experience, increase operational efficiency and improve financial



FEATURE

success, according to Nokia.

And this includes investing on communication systems, the foundation for a smart connected airport. Harris explained their products are unique in that it offers complete end-to-end portfolio for fixed and wireless, including IoT platform, services and cybersecurity. It's cyber secure, scalable, flexible, high capacity, Resilient, cost efficient and future proof.

In the skies, Nokia is offering its LTE air-to-ground (A2G) technology which is well suited to provide broadband connectivity to continental aircraft flights. It has significant technology and cost advantages over existing and future satellite solutions, explained



Richard van Wijk

channel for cabin crew to communicate with the airline's operational center or air traffic control.

This technology has been here for some time now but companies like Nokia are only utilizing its commercial potentials this year with demand for high-speed internet while flying growing.

"This year, we're launching the



Mervyn Harris

In the Middle East, company representatives have been invited to make presentations about their products. "We have several meetings with aviation officials here and they have invited us to discuss our products. They are very supportive and we are very happy about it," said Harris.

Nokia is also working with the government of Ukraine to modernize its communication, navigation and surveillance systems. The company, ironically, is also working with Russia for similar projects.

Tensions remain high between Ukraine and Russia over the latter's invasion of Ukrainian territory Crimea in 2014.

"Nokia is working with them (Ukraine) and we're also working very closely with Russia. We're in the middle of tenders now. We're more than happy to support them."

Nokia believes technology will transform the future for the better & it's slowly being felt in many ways.

"People associate Nokia as a brand with the mobile phone but once we explained what we do, they are very surprised in a very positive way. We bring a vision on where we want to go in the aviation industry," said Van Wijk.



Mobira Talkman Nokia_8810_ Nokia_6110_mobira_cityman

Van Wijk.

"This is high-speed internet connectivity aboard plane. They (passengers) really get like a home experience while flying," said The Netherlands-based Van Wijk.

The LTE A2G solution can be expanded further toward a complementary channel for controller-to-pilot data link communication as well as a data

commercial European Aviation Network with 30 countries in the EU plus Norway and Switzerland with LTE based stations," said Van Wijk.

This integrated air-to-ground and satellite network of Deutsche Telekom and Inmarsat powered by technology from Nokia and Thales for MSS-S-band frequencies had the International Airlines Group (IAG) as its first customer.

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INDIA READY TO BREAK LOGISTICS GROWTH BARRIERS

The Indian government is proposing to adopt the Integrated Transport and Logistics Policy. This proposal entails the creation of 50 economic corridors, 35 multimodal logistics parks at 15 strategic locations, 10 intermodal stations, among other things.

Forecast to grow at over 7.5 percent this year, India's economy is the fastest growing in the world reversing decades-old image of an impoverished nation with huge business potentials to rival even China.

The second most populous country with over 1.3 billion after China is also seen to be one of the top five economies in the not so distant future. It's now the primary source of raw materials for various products and industries. Recognized for its innovations in pharmaceuticals and IT. Sought after for its many world-class products.

And yet despite these positive developments, India's

business landscape remains heavily challenged with bureaucracy, corruption and lack of sophisticated systems to speed up the process.

The logistics industry, the backbone of its economy, is among the sectors on focus to ease doing business in the country. The lack of reliable intermodal and multimodal logistics transport systems in the country has led to higher costs of moving goods which consumers ultimately bear.

Logistics in India was valued at over US\$160 billion in 2016 and is forecast to grow at 7.8 percent CAGR in the next five years. It employs about 22 million people and the need for



more skilled workers in the sector continues to grow as demand increases.

Studies showed India spends about 14% of its GDP on logistics and transportation as compared to less than 8% by other countries. If logistics costs are brought down to 9%, the country could save up to US\$45 billion, thereby making domestic goods more competitive in the global markets.

"India is booming and so is logistics in the country," said Allan Jose, Treasurer & Convener International Sponsorship Committee-FIATA World Congress 2018 which the Indian government is co-hosting with the Federation of Freight Forwarders Association in India (FFFAI), the National Apex Body of Customs Brokers Associations of India representing over 5,000 companies.

Jose said apart from food, logistics is the second most important thing to survive in India, for without it the goods won't be able to reach people especially those in the remotest parts of the country.

FIATA Congress Host

In 2014, India bid to host the FIATA World Congress 2017 but lost to Malaysia. Unperturbed, it tried again and this time won to host the coveted FIATA World Congress 2018 organized by the largest non-governmental organization in the field of transportation, the Fédération Internationale des Associations de Transitaires et Assimilés (FIATA), in English the International Federation of Freight Forwarders Associations.

Founded in Vienna on May 31, 1926, FIATA represents today an industry covering approximately 40,000 forwarding and logistics firms.

Jose said hosting the FIATA World Congress 2018 on Sept 26-29 in New Delhi is a monumental success for India's bid to be recognized as a major global economic power. India is



spending about 10 million Indian rupees for the event which is also partly funded through sponsorships.

"In 2014, we bidded for the 2017 FIATA Congress but we lost to Malaysia so we're very happy that we're hosting it this year," said Jose. "FIATA needs India and the whole world needs India. It's the fastest growing economy in the world."

About 700 decision-makers and company owners around the world are expected to attend the four-day event apart from the 800 or so delegates from India. Jose said the organization has even reduced its standard conference fees just to ensure local delegates are able to participate.

"We want maximum participation. We want to showcase India to the whole world," he said.

Ashish Pednekar, Chairman of FFFAI, said hosting the event will put India on the consciousness of the international business community, boosting further its quest to reach economic growth.

"The entire government is very keen on hosting the event," said Pednekar, a third generation freight forwarding executive who joined his family business in 1999 as managing director of GVP Group, a full service international freight forwarding company which specializes in "door-to-door international logistics."

Pednekar explained the Indian government has stepped up its stakes on the promised economic growth by investing on various fledgling industries including the military.

"Yes, we have our challenges but the Prime Minister (Narendra Modi) is pushing hard to implement reforms. Bureaucracy is being cut. New sectors are created. A new department called Skill Development Ministry was also created to make sure that we develop more skilled labor force and we have



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an MOU with them on this," Pednekar said.

Reforms needed

Inadequate infrastructure, limited digitalization and skilled labor, coupled with antiquated policies and systems on India's logistics sector negatively impact its growth.

In a joint post conference paper entitled "India-On the Cusp of a Logistics Revolution," Deloitte Touche Tohmatsu India and Assocham India, which organized the event, pointed out infrastructure is one of the biggest hurdles on the growth of the country's logistics sector.

"It gets reflected in inadequate and low-quality modal and terminal transport infrastructure, suboptimal modal mix, inefficient and ill-designed storage facilities for cargo and containers and inefficient operational and maintenance protocols, and poor adoption/adaptation of technology. This leads to high and inconsistent cargo transit time, inefficient use of resources and poor fleet management. The selection of the

mode of transport, or even storage and terminal handling protocols are rarely linked to cargo characteristics (distance of travel, parcel size, density, etc.)," the paper noted.

"As a result, there is overuse of high-cost modes like road at the expense of cost-effective and sustainable modes like inland waterways and railways. The continuing and prolonged suboptimal system, which erroneously appears to be in equilibrium, needs to be changed. The way to strengthen the Indian logistics infrastructure is about deconstructing the old and building a new rational equilibrium," it added.

About 60 percent of goods up for exports and imports in India are transported in already congested road transportation delaying their delivery. The proponents of the paper said the vast Indian coastline and river network, which historically remain under-utilized, should be tapped to reduce logistics costs and speed up travel time.

"Cost for coastal shipping is INR 0.15-0.2 per ton km compared to INR 1.5

for railways and INR 2.5 for road. Addressing these anomalies alone provides a huge potential to lower logistics cost in the economy by INR 21,000-27,000 Cr by 2025," they said.

Using artificial intelligence (AI) can also help automate business processes to reduce/eliminate manual interventions for freight handling, to improve quality and speed up the process. Studies showed almost two-thirds of the logistics costs are hidden which can be traced to theft and pilferage of cargo and holding of inventory.

The Indian government is proposing to adopt the Integrated Transport and Logistics Policy. This proposal entails the creation of 50 economic corridors, 35 multimodal logistics parks at 15 strategic locations, 10 intermodal stations, among other things.

While the national government takes the lead in the reforms, other key drivers in the industry should be actively engaged to give their inputs to achieve the most benefits for the industry that will drive India's economy to the next level.



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LEARNING THE FUNDAMENTALS OF WAREHOUSING

The global warehousing and storage market was valued at \$479.4 billion in 2017 and learning effective warehousing is increasingly becoming more important as it increases efficiency and clientele service by reducing cycle times and lowering overall costs.





Warehousing and inventory control systems help your business monitor and track the amount of raw materials, finished goods and work in progress.

Many businesses rely on the information provided by the inventory control to make sound decisions on productions, purchases, scheduling and fulfill other warehouse needs. Accurate inventory systems help small businesses keep costs low and efficiently meet customers' demands.

When it comes to warehousing, many businesses already know its importance in managing a supply chain. Though it is mainly seen for storing goods and preparing items for outbound shipping, packing, etc., warehouses are also economically beneficial to both owners and customers.

The global warehousing and storage market was valued at \$479.4 billion in 2017 with North America being the largest geographic region accounting for \$132.7 billion or 27.7% of the global market.

The US has the largest country share at \$101.1 billion or 21.1% of the global warehousing and storage market, according to Warehousing and Storage Market Global Report 2018 from the Business Research Company.

The primary value –adding objective of an effective warehousing is to

increase efficiency and clientele service by reducing cycle times and lowering overall costs. Storage offers added value to warehousing.

Warehousing role

Nowadays, warehousing plays a very important role in the supply chain management. It not only provides the function of holding or storing the goods but also improve value-added services to the overall performance

a long time period), Inventory tracking (helps the company manage the inventory in the warehouse with more efficiency and aims to reduce the cost and time in the warehouse operation process), reverse logistics (helps retailers in process of goods return to the warehouse and increases the satisfaction of retailer and customer), timely delivery (arrange and manage the shipment of goods for different customers)



of the supply chain.

A variety of devices—including wearables, sensors and radio frequency identification tags—are commonly used to locate products in the warehouse. This reduces the time to deliver the product to the customer and increases accuracy resulting in the rapid growth of warehousing and storage market.

The value-added services may include buffer, consolidation center, cross docking (moving the goods from a manufacturer directly to the customer with low material handling and without storage in warehouse in

and so on.

In an email interview with Mr. Ghassan N. Nakfoor, Senior Management Consultant and Partner at the Dubai-based Meirc Training & Consulting, Air Cargo Update discussed the importance of taking a warehouse management course and how it effectively helps in managing a warehouse.

Warehouse management course

Warehousing operations are at the heart of the supply chain of any organization. The ability to secure the storage and flow of supplies with



FEATURE

an eye on balancing costs with desired service levels provides a formidable challenge to warehouse professionals.

Taking the warehouse management course will help the candidate understand the strategic role of warehousing in the broader context of supply chain management and logistics.

The course also details the different warehousing activities and focuses on the ones which warehousing can contribute to, in the organization apart from examining the operational & financial performance aspect of warehousing, with an eye on sustainability.

“Inventories can reach millions and millions of dollars. You need a good warehouse to store, keep and protect all those millions of dollars. In this course, we will discuss the best and the latest methods to store and protect high value inventories,” says Nakfoor.

“We will also discuss the best characteristics of a modern warehouse. Knowing what you have and how much you have are the keys to proper warehousing management. Furthermore, we will explore the various methods to achieve record accuracy and successful cycle counting. Finally, a scientific method of auditing the warehouse will be applied,” he added.



Ghassan Nakfoor

The course is ideal for those candidates seeking to complement their warehousing experience with the latest theoretical knowledge in preparation for assuming higher positions in their respective organizations, in particular, those at operational, supervisory and management level.

Oldest commercial activity

Humans first learned the importance of warehousing in keeping animals as food. As civilization progressed, local warehouses were introduced. Normally merchandise is stored in connection with shipping, trading, and manufacturing activities.

During the Middle Ages, improvement in human knowledge gave rise to warehousing to handle the storage of shipped items. The first known major commercial warehouse was built in Venice, a centre of major trade routes.

“Since mankind started to manufacture and produce materials and products, the need for a place to store those end products became a necessity. And so, the warehouse was created. Also, there was a need to store all the raw materials and all the components that make up these end products. On top of that, the capital equipment that were required in the manufacturing process needed a very safe place to be kept in. And so, the warehouse was created.”

No prerequisites

The fundamentals of warehousing as a course are open to anybody with no pre-requisites. This is recommended to individuals involved in warehousing (store) activities, both at the operational and supervisory levels.

The course is also appropriate for anyone interested to know more about the interaction between warehousing and other materials management functions such as: Purchasing, Inventory Control and Distribution, according to Nakfoor.

Major concepts to be encountered during the course include: Warehouse operations; Customer service; Record accuracy; Staff relations; Safety management, and Warehouse operations auditing.

Other interactive tools used during the course are a mixture of interactive learning tools such as: videos, questionnaires, case studies, team exercises, individual exercises and group discussions.

Nakfoor shares some pointers on how a warehouse should be properly managed. These include: Having the right and relevant operational policies and procedures; using good warehouse software; having a state-of-the-art technology; having appropriate leadership and management skills of senior staff; having skilled staff along with continuous on-the-job and external training, accountable staff, and continuous auditing.

“The UAE is becoming a major industrial country in the region. More and more industrial cities such as Jebel Ali will be created in the UAE. The warehouse is a major and main pillar of any industrial city. Therefore, it is very important to study 'Warehouse Operations and Management' in the UAE,” Nakfoor summed up the importance of the course.



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BUDAPEST AIRPORT CARGO CITY: BUILDING BRIDGES AND ECONOMY



“The air cargo relevant industrial output is booming in our region, including export and import cargo for the automotive, electronics, pharmaceutical industries and the very important e-commerce market. Our cargo traffic increased by 39% in two years at BUD, our plan is to attract more freighter and belly cargo routes to our airport, and to hand-over the brand new Cargo City in 2019 to provide an ideal environment for further cargo growth.” – René Droese, Head of Property and Cargo Budapest International Airport



Growth remains strong in Hungary despite political and economic uncertainties in many parts of Europe. Considered as an OECD high-income mixed economy with very high human development index, the country is forecast to continue reaping economic growth in 2018 and keep its status as the 35th largest exporter in the world.

Its capital Budapest, an alpha-world city described as the 2nd fastest developing urban economy in Europe, is projected to open up more opportunities for Hungary in various types of industries.

Air Cargo is one of them with Budapest Ferenc Liszt International Airport (BUD) expanding to build a 16,000 sqm "Cargo City."

Budapest Airport is a 100 percent privately owned entity—Canadian State 55.438 % (AviAlliance GmbH owned by PSP Investments), Government of Singapore 23.334 % and the Province of Québec (pension funds) 21.228 %.

Since 2007, its investors had infused EUR340 million in new infrastructure and buildings and a further EUR160 million for various projects through 2020, explained René Droese, Head of Property and Cargo Budapest Airport.

Budapest Cargo City

The construction of Budapest Cargo City will begin this summer and is expected to be completed next year. Located near Terminal 2, the area is dedicated to specialized cargo airlines.

"There is a lot of room for development as there is a lot of free land. This is just phase 1 of the cargo development in the area," said Droese.

"Being so promising, we are looking at the Cargo City as a possible Central European cargo center. Many industries are relying on cargo such as the electronic industries, automotive spare parts (with Knorr Bremse, Bosch, Continental, etc., being on the



spot) as well as the Hungarian pharmaceutical industry. Small volume products with high value are being transported. With the development of e-commerce BUD is becoming a central hub between Eastern and Western Europe," he added.

Hungary is an 80 percent privately-owned economy with healthy business activities valued at over \$265 billion output in 2017, according to the International Monetary Fund. Its biggest trade partners include Germany, Austria, Romania, Slovakia, France, Italy, Poland and Czech Republic.

The Cargo City construction is viewed as a major boost to its growing import and export-based economy.

With an extensive road network to 20 EU and non-EU countries in trucking distance, Droese says Cargo City will provide seamless access to exporters and importers in transporting their goods.

The city is envisioned to offer state-of-the-art facilities with 24/7 operations that can handle all types of aircraft with two independent runways and aprons for capacities.

Droese said Cargo City is also designed to offer favorable cargo handling prices with professional and well-trained staff, thus, cutting costs for importers and exporters and the supply-chain.

Sales cargo volume and passenger traffic at Budapest International Airport reached record high numbers last year, posting double-digit growth, 13.4% and 14.5%, respectively.

"The cargo flow always finds its best and most efficient way. Budapest Airport believes, we can be this "best" distribution point in Central and Eastern Europe, and together with our sister airports DUS and HAM, we can offer new attractive combined solutions for the cargo operators," said Droese.

"The air cargo relevant industrial output is booming in our region, including export and import cargo for the automotive, electronics, pharmaceutical industries and the very important e-commerce market. Our cargo traffic increased by 39% in two years at BUD, our plan is to attract more freighter and belly cargo routes to our airport, and to hand-over the



FEATURE

brand new Cargo City in 2019 to provide an ideal environment for further cargo growth," he added.

Vibrant Tourism

Since 2014, Hungary welcomes on average 14 million tourists annually. The tourism dollars further fuel growth on its economy.

About 46 airlines serving 125 destinations currently fly direct to Budapest, hauling in millions of tourists every month.

"Actually, Hungary has always been an open society, also during the period of communism. The country has been a meeting point of Eastern and Western Europe with tourism booming in the past three to four years. BUD and Hungary have become a very prime tourism city and country with a series of attractions," Droese explained.

This landlocked country in Central Europe indeed continues to generate global interests with its unique architectural landmarks, neoclassical buildings, thermal spring baths, many museums and opera houses, among other tourist attractions.

"We are attracting all kinds of tourists. Also, we cater for the needs of all airlines from high to low cost airlines and are able to answer any needs, so, we are offering a healthy mix of airlines. Most of our passengers are O&D passengers as the majority of our guest are flying to reach BUD or Hungary," explained Droese.

"BUD is showing a number of business passengers being above the usual frequency. BUD is trying to answer all kinds of passenger needs and is represented in all international forums, such as World Routes and Routes Europe, Air Cargo China and Munich, TIACA conferences, etc.," he added.

Last month, new long haul flights were launched from Budapest to New

York, Pennsylvania and Chicago. In August, Qatar is scheduled to upgrade its aircraft to wide-bodied planes to accommodate more passengers.

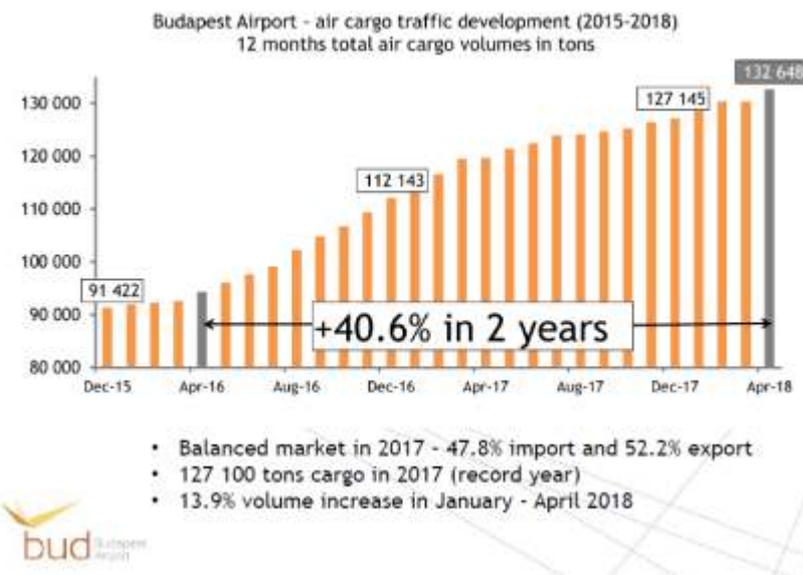
Silkway West Airlines also launched last month its freighter operation in

Budapest. Wizzair will begin serving the Stavanger, Norway route out of the city this summer while Ryanair will fly to Santander, Spain.

All indications point to a vibrant tourism year for Hungary and it will positively impact other industries.



BUD Cargo volumes in full development



- ✈ **125 destinations in 45 countries directly accessible from Budapest with 44 airlines**
- ✈ **13.1 million passengers (+14.5%)**
- ✈ **127 100 tons cargo (+13.4%) 2018 January – April**
- ✈ **16.0% passenger number increase**
- ✈ **13.9% cargo traffic increase**



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TRUCKING INDUSTRY CHANGES GEAR: More w♀men drivers sought



The trucking industry is facing a huge shortage of drivers amid steadily increasing demand from retailers and the freight industry to deliver goods in all corners of the world. Yet the industry still hasn't fully tapped a resource that can help address the situation—women.

Statistics show there are 20 men for every woman behind the wheel in the trucking industry. Women make up less than 6 percent of all truck drivers in the United States; 3 percent in Canada, and; an even smaller proportion in Asia, Latin America, Europe and Africa.

The American Trucking Association estimates the US needs 50,000 more drivers in the coming years. In Canada, the Canadian Trucking Alliance sees a shortfall of 34,000 truck drivers by 2024.

In Brazil, about 100,000 truck drivers are needed. The shortage is so acute that trucking companies have to recruit drivers from Colombia to meet the

demand, research showed. Germany estimates 40 percent of its truck drivers will retire over the next 10-15 years, creating a shortfall of 150,000 drivers.

Indian logistics companies are forecast to need more than 17 million workers in the next decade which include truck drivers.

Ellen Voie, founder of the nonprofit group Women in Trucking Association, said the struggle to encourage more women to work as drivers in the trucking industry remains high despite proof that they can equally perform the same tasks as men.

“Women can drive trucks just as well as men, and there are all sorts of insurance industry data that show that females, especially compared with young men, are generally safer drivers. At the very least, we know that accidents involving women typically occur at slower speeds, which results in less damage to the equipment and fewer fatalities,” said Voie who used to be manager of Retention and Recruiting Programs at Schneider Inc.



The association is on a mission to increase the percentage of women employed in the trucking industry.

“But as we work to get more women behind the wheel of a big rig, we find that there are all sorts of challenges that keep them off the road. Some of these hurdles are created by the industry and others by the regulatory environment. Truck cabs, for example, are generally built to fit the larger physical size of a man,” she said in a piece she penned for trucks.com

“Their smaller and shorter built make it harder for women to reach the controls and get the seats adjusted into a comfortable position while keeping their feet on the pedals. When you are driving days at a time —except for the rest breaks — you have to be comfortable,” she added.

Driving trucks is not that easy

despite advancements in technology offering convenience for long haul trips. Truck drivers work long hours and face unforeseen road challenges. They are away from home for weeks on end which may not suit women if they are in-charge of their households yet can be a lucrative career to support a family.

Canada's Women with Drive

The Government of Canada has teamed up with the trucking industry to develop mentorship and educational programs to encourage more women to become truck drivers.

This resulted to “Women with Drive” program which mainly seeks to raise awareness among women various career opportunities that exist in the trucking and freight transportation industry.

Supporters of the program like Angela Splinter, CEO of Trucking HR Canada, believe mentoring is very important. She said: “It's not about affirmative action or

employment equity audits, it's about not overlooking 50% of the potential workforce in Canada.”

In British Columbia, the government offers a free 23-week “Changing Gears” program to women on employment insurance or returning from maternity leave who would like to be employed in the trucking industry.

The program incorporates on-the-road practice, self-defense and health and safety training and is run in conjunction with local trucking companies to help graduates employment.

Driving trucks is a solitary job that requires mental alertness apart from uncompromising skills on road safety. For most women, it's intimidating at first but is worth the risk.

“It pays the bills,” said a single mother of two from Alberta, Canada who is into oilfield hauling transport business.

On average, a truck driver earns US\$41,000 to a high of more than US\$80,000 annually, depending



TRUCKING

on skills and the company.

For some, driving on the road with the big rig is a daily adventure with a mission.

"It's empowering. Every day is an adventure and I continue to learn on each trip I make," an American truck female truck driver said.

For companies who rely on trucks to transport their products, it doesn't matter whether it's a woman or a man behind the wheel. Delivering the goods on time to their destination ultimately matters.



Breaking stereotypes: Meet Clare, the truck driver doll

Most girls grew up with Barbie and its image instills how a grown-up woman should look like. And then there's "Clare" – the truck driver doll hoping to inspire girls to be different when they grow up. The plush doll was created and produced by HABA USA for the Women In Trucking Association, Inc. (WIT) in a bid to inspire more young girls to consider becoming truck drivers.

Clare stands 12" tall and features an official Women in Trucking cap atop a wind-blown blond head of hair. This driven young lady also comes with an "I Heart Trucking" tee, red collar shirt, jeans, and boots. Her package shares the story of her journey into the driver's seat of her very own 18-wheeler by attending the National Transportation Center in Indianapolis, IN.

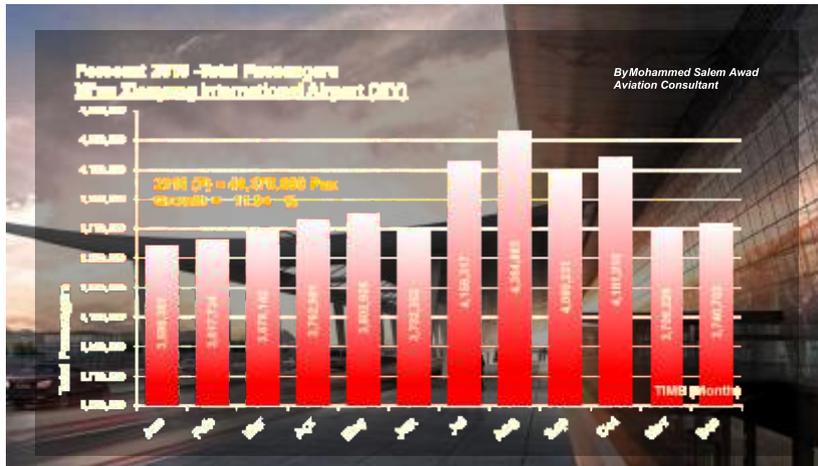
The doll is the brainchild of Ellen Voie, founder and CEO of Women In Trucking, a nonprofit group that encourages the employment of women in the trucking industry. The release of this somewhat non-traditional new toy couldn't be more in line with the current political climate of female empowerment.

"The launch of this doll is a long-time dream come true for me," says Voie. "The world is wide open for girls today and I'm thrilled to be providing a toy that tells them that whatever they want to be is just great – whether that's a teacher or an ad exec or a professional driver."

This spunky trekker will also star in this summer's "I HEART Trucking" Photo Contest, themed "Clare's First Road Trip!". Professional drivers across the country will be submitting photos from the road, featuring Clare, and the winners will be recognized at WIT's Accelerate! Conference & Expo November 12-14 in Dallas, Texas and be featured in Redefining the Road, WIT's official magazine.



Airport Forecasting: Dissecting Xi'an Xianyang International Airport's future



Xian Xianyang Airport (XIY) is the international gateway to Xian City, capital of Shaanxi province in China and one of the world's most populous areas.

Hosting domestic, regional and international passenger and cargo services, Xianyang Airport is a major hub for airlines including China Eastern, China Southern and Hainan Airlines.

It is the largest air transportation hub in Northwest China, serving more than 41 million passengers in 2017. Currently, about 40 airlines operate at the airport, providing over 150 routes. Flights are available to major cities in China, including Beijing, Shanghai, Chengdu, Guangzhou, Lhasa, Chongqing, Harbin, Hangzhou, Kunming, Lanzhou, Wuhan, and Guilin. International flights are also available to Hong Kong and Macau, Bangkok, Singapore, Seoul, Incheon, Tokyo, Osaka, and Nagoya.

The airport consists of three terminals and two runways. Passenger amenities include currency exchanges, an onsite hotel that offers rooms by the hour, a medical center, luggage storage, retail stores, restaurants, massage chairs, a spa and a tourist information center.

Airport Forecasting 2018:

Forecasting is addressed, first— by setting the annual target and Second: defining the airport seasonality pattern

Annual Forecast: For short term forecasting, the most effective way is to define the right trend model but also the impact by the best way to set up annual target and minimizing data discrepancy. Therefore, we address the data by two trend models:

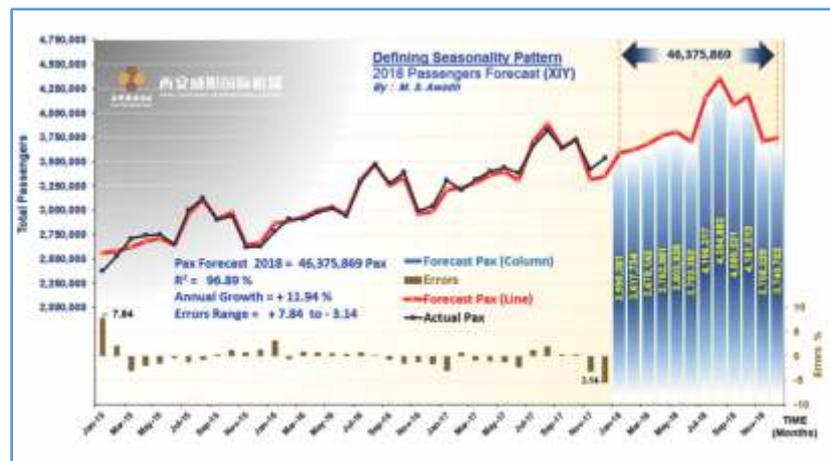
Using the concept of 12 rolling months and a state-of-the-art –

adding function of XLS utility

First – General Trend Model using the concept of Straight Line equation – defining general trend.

Second – Most Recent Data Trend Model Using a Polynomial Model – Second-degree equation. This reflects the impact of most recent data on the path of general trend. The mid-point is the most convenient forecast annual result at Dec 2018. So as long as the gap between the two models is small, the more accurate approach value for setting annual target otherwise we have to select the half way distance between two extreme targets of these two models (Dec 2018 = 46,375,869 Pax) provided that Dec 2018 > Dec 2017.

Monthly Forecast– we define the monthly targets that fulfill the condition of the first point (annual traffic setting forecast 2018 = 46,375,869 Pax) with minimum errors. Which shows a fair result in the second graph, at R-squared = 96.89 %, Annual Growth = 11.94 % and a clear picture about the seasonality pattern of the airport is defined as shown in the table and graph.



Results

Forecast 2018 = 46,375,869 Pax
Growth : 11.94 % | R-square : 96.89 %

Disclaimer: Mohammed Salem Awad is an aviation consultant at Yemen Airways. Opinions expressed in this piece are solely his and not necessarily that of Air Cargo Update.

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Etihad cuts financial bleeding in 2017



ABU DHABI: Etihad Airways has successfully cut its financial bleeding in 2017 despite challenges through structural reforms and introducing innovative revenue-enhancing programs resulting to increased core operations revenues by 1.9 percent to US\$6.1 billion.

The airline, part of Etihad Aviation Group, reduced its losses in core operations by US\$432million to US\$ 1.52 billion (2016: loss of US\$ 1.95 billion). It reduced administration and general expenses by 14%, or US\$ 162 million, over 2016.

Etihad Airways said it carried 18.6 million passengers at a 78.5% load factor in 2017, up by a modest 1%. Etihad Cargo, on the other hand, reduced capacity by 6% but revenues declined only marginally, driven by stronger load factors and yields. Some 552,000 tonnes of cargo were carried in 2017.

The company said passenger and cargo yields improved as a result of capacity discipline, changes to the network with an increased focus on point-to-point traffic, leveraging of technology, and improving market conditions.

In a statement, H.E. Mohamed Mubarak Fadhel Al Mazrouei, Chairman of the Board of Etihad Aviation Group, said: "Our airline continues to be a key driver of Abu Dhabi's vision to develop its tourism sector, grow commerce and strengthen links to key regional and international markets.

He described 2017 as a "pivotal in Etihad's transformation journey" crediting the new leadership team & all its employees for working hard to navigate the challenges the airline faced.

Tony Douglas, Group Chief Executive Officer of Etihad Aviation Group, added: "We made good progress in improving the quality of our revenues, streamlining our cost base, improving our cash-flow and strengthening our balance sheet.

"These are solid first steps in an ongoing journey to transform this business into one that is positioned for financially sustainable growth over the long term....It is crucial that we maintain this momentum, retaining talent and attracting leading professionals from around the world to work alongside our highly-skilled UAE national workforce."

Last year, Etihad Airways received 12 new aircraft in 2017, including two Airbus A380s, nine Boeing 787-9 Dreamliners, and an Airbus A330F. These aircraft replaced 16 older Airbus A340, A330, A319 passenger and A330F cargo aircraft, which exited operations, thereby, reducing the average fleet age to just six years.

It also ceased operating flight services to Dallas/Fort Worth, Entebbe, Jaipur, San Francisco, Tehran, and Venice. A new route between Abu Dhabi and Baku was launched in March 2018 and services to Barcelona will start on 21 November 2018.

Hahn Air begins ticketing for Canada's Sunwing Airlines



DREIEICH: The German scheduled and business charter airline Hahn Air has begun ticketing for the Toronto-based leisure carrier Sunwing Airlines (WG) under their interline agreement embodied in Hahn Air's HR-169 ticketing authority.

The new addition to Hahn Air's network of over 350 air, rail and shuttle partners can be booked in Abacus, Amadeus, Apollo, Galileo, Infini, Sabre, Topas and Worldspan GDSs under its own code and issued on Hahn Air's insolvency-safe ticket worldwide.

Founded in 2005, Sunwing Airlines has Canada's youngest and most fuel-efficient fleet of over 40 Boeing 737-800 and Boeing 737 MAX 8 aircraft. With convenient flight services from over 33 airports across Canada and five in the USA to over 45 of the most popular vacation destinations across the Caribbean, Mexico, Central America and Florida, it offers more direct flights to the sunny south than any other Canadian leisure airline.

President of Tour Operations for Sunwing, Andrew Dawson, welcomed the news. "We are pleased to finalize this agreement with Hahn Air that will now mean we can offer our wide range of flights to the sun to an increased audience both in Canada and in our destinations."



AIRLINES

Ethiopian ventures into aircraft seat cover & interior parts manufacturing business

ADDIS ABABA: Ethiopian Airlines Group has signed a partnership business agreement with ACM Aerospace of Germany to set up a facility in Ethiopia to manufacture and supply aircraft seat covers, safety belts, carpets, among other interior parts.

The airline will become an extended production line to supply ACM Aerospace with those products. The facility will have the EASA part 21G certified Production facility (POA) certification which is a core requirement to be met in the industry.

ACM Aerospace is a prominent European aerospace manufacturing company that specializes in aircraft seats and other interior parts. Aircraft seat covers, carpets and other cabin interior parts are manufactured from special fabric and leather materials

that are certified and meet the strictest requirements set by aviation regulators such as EASA and FAA for use on an aircraft.

Mr. Tewolde GebreMariam, GCEO of Ethiopian airlines, said the project is in line with the government's industrialization policy as part of its five-year Growth and Transformation Plan (GTPII).

"The partnership agreement we signed with ACM Aerospace is a big milestone in this regard and will surely create significant job opportunities for the young, educated task force and will support and synergize with the textile and leather manufacturing industries being developed in the Country," the CEO said.

Arash Noshari, Managing Director of ACM aerospace, for his part, noted:

"We're looking forward to set up a very strong partnership with Ethiopian Airlines Group and grow together with aircraft interior products made in Ethiopia thereby supporting the aerospace manufacturing development program of the country. I'm very proud to cooperate on a high quality level with the largest carrier in Africa and I'm pretty sure this is a great step into the future."

The facility will first import raw materials but will later certify the leather and fabrics produced in Ethiopia and use them in the production process to support the textile and leather manufacturing industries of the country. Analysts said this will generate considerable amount of forex and create jobs for more than 100 individuals.

Gulf Air launches Bahrain-London Boeing 787-9 Dreamliner flights

MANAMA: The Kingdom of Bahrain's national carrier, Gulf Air, launched in June its double daily Boeing 787-9 Dreamliner service connecting Bahrain International Airport and London, Heathrow.

"With five Boeing 787-9 Dreamliner aircraft entering our fleet in 2018, an additional two arriving by end 2019 and three arriving by end 2020, Gulf Air's Dreamliner orders will ensure we maintain one of the youngest fleets in the region while building upon our award-winning reliability, on time performance and product and service standards," said Capt. Waleed Abdulhameed AlAlawi, Gulf Air Deputy Chief Executive Officer.

During a tour of Gulf Air's Boeing 787-9 Dreamliner, Bahrain's Ambassador to the United Kingdom H.E. Sheikh Fawaz bin Mohammed Al-Khalifa and other guests praised the new, state-



of-the-art aircraft and its enhanced on-board offering.

Gulf Air's double daily nonstop flights connecting Bahrain and London Heathrow Terminal 4 provide excellent two-way connectivity. Regional passengers can seamlessly

connect via Bahrain to London while UK-based travellers can fly non-stop to Bahrain, with onward connections to key cities throughout the Middle East, Africa, India Subcontinent and the Far East, all on-board one of the airline's newest Boeing 787-9 Dreamliner aircraft.



Transit visas on arrival in Abu Dhabi in 30 minutes



ABU DHABI: All foreigners traveling through the UAE capital wishing to obtain a four-day or 96-hour transit visa can have it processed within 30 minutes with a new transit visa counter set up inside Terminal 3 at the Abu Dhabi International Airport (AUH).

The move is designed to attract more visitors to the oil-rich capital of the UAE.

Abu Dhabi Airports which operates AUH says it's also carrying out flight updates via social media, efficient and innovative passenger processing systems and an upgraded, stronger Wi-Fi service to ensure great connectivity at the airport.

"Abu Dhabi Airports prioritizes passenger safety above all else. We have worked hard to add the element of utmost convenience to this, to ensure that all passengers passing through Abu Dhabi International Airport have a truly world class experience," said Acting Chief Executive Officer of Abu Dhabi Airports, Abdul Majeed Al Khoori.

"We are indebted to the support of all our stakeholders and partners in

making this possible and for contributing to our collective success," he added.

With the introduction of the new BizTweet service, incoming and outgoing passengers to AUH can receive real time flight updates to their Twitter and Facebook accounts. BizTweet is an automated flight information service available to all AUH customers via Twitter and Facebook.

It provides the latest on flight information, including gate departure and arrival times, for all international flights. Travelers can register for flight updates via the Abu Dhabi International Airport's website to receive updates on twitter or Facebook from @auhflights.

In operation since 2016, the Smart Travel system has revolutionized passenger processing times at AUH. Implemented in partnership with the Ministry of Interior and Abu Dhabi Police, this system allows passengers to check-in and move through immigration and security interacting exclusively with innovative technology, in five easy steps.

Volotea now flies between Munich, Spain and France



MUNICH: The Spanish airline Volotea now operates two weekly flights with a Boeing 717 from Munich to Montpellier in the south of France and to Zaragoza in northeastern Spain.

The Montpellier service departs on Tuesdays and Fridays, and the flights to Zaragoza on Mondays and Thursdays. Other destinations already served by Volotea from Munich are Bordeaux, Mykonos and Asturias.

The new flights will serve three enchanting cities. At the center of Montpellier is the car-free historic town center, lined by splendid mansions, and the Place de la Comédie, with the opera house. Vacationers can reach the Mediterranean coast, just a few kilometers away, by tram or bus.

Zaragoza is Spain's fifth largest city. The Ebro, the second-longest river on the Iberian Peninsula, winds through it. Other famous landmarks are the Puente de Piedra bridge and the Basilica del Pilar – the largest baroque building in Spain.

Munich, the former residence of royals and metropolis of culture is located in a charming landscape at the foot of the Alps. In Munich, it's the mix that makes the message—the modern blends harmoniously with the traditional, bits and bytes with beer, business and leisure.

AERO MRO
Aerospace & Defence



2018
INDIA



DESTINATION INDIA

5th and 6th December 2018, Hotel Pride Plaza, Aerocity, New Delhi



MRO Association of India has been holding this B2B event since 2011 in various avatars, the latest being Aero MRO India Aerospace & Defence. The event has been looked up to by the Government Agencies, the Defence Forces, Airlines, MROs, OEMs, Supply Chain Managers, Leasing and Financing firms, Legal Firms, Trade Bodies, Equipment Suppliers, Tooling Companies, State Governments, Airport Developers and Operators and many more.

Aero MRO India A&D 2018 is supported by industry bodies such as Business Aircraft Operators Association (BAOA), Association of Private Airports Operators (APAO), Rotary Wings Society of India (RWSI), Society of Indian Aerospace Technologies and Industries (SIATI), etc.

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www.mroassociation.in



Travel around Dubai without leaving the airport

DUBAI: Passengers traveling through Dubai International (DXB) can get a glimpse of what to see, feel and do in the emirate without leaving the airport thanks to a new, technologically-advanced digital installation set up in Terminal 3, Concourse A.

Launched by Dubai's Department of Tourism and Commerce Marketing (Dubai Tourism), in collaboration with Dubai Airports and Emirates Airline, the activation, titled 'MyDubai Experience' in reference to the emirate's hugely successful local advocacy movement, is designed to provide a futuristic and innovative way for travelers to discover and learn more about the city without setting foot outside the airport.

The ultimate goal is to inspire the

millions of transit passengers passing through DXB to revisit Dubai in the near future by showing them everything they can experience during a holiday in the city.

Located in one of the busiest parts of the terminal and measuring an impressive 6-m in height and 4-m in diameter, the new installation comprises state-of-the-art LED tiles positioned to create five 360-degree rings, each exhibiting a variety of photographic, video, social media and user-generated content that has been carefully curated to draw the attention of passers-by and optimally showcase the Dubai proposition.

The rings can either work together to produce a single large visual, or operate independently to create a

collage depicting a multitude of different Dubai experiences and offerings. Positioned below the five rings are an additional seven 55-inch curved OLED screens and seven 22-inch touchscreens.

By interacting with the latter, users are able to affect the content displayed, allowing for a more immersive experience, enveloping users with stimulating, eye-catching content.

Available in eight languages, the touchscreens give travelers access to a vast array of Dubai-related information and visuals – attractions, landmarks, activities, experiences, itineraries, maps and much more – all filtered according to their personal preferences and interests.

Dublin Airport welcomes first direct flight from Beijing



DUBLIN: Ireland welcomed last month the first direct flight service between Dublin and Beijing, seen to further boost trade relations between the two countries estimated to be valued at more than €14.9 billion per year.

Hainan Airlines will provide the year-round service between Dublin and Beijing using an Airbus A330 aircraft on Tuesdays and Saturdays and via Edinburgh on Thursdays and Sundays.

Dublin Airport Managing Director Vincent Harrison said June 12 was a

historic day for the airport. "We are delighted to welcome Hainan Airlines to Dublin Airport and to Ireland. We have worked really hard to bring this direct route to Ireland and today is the result of many years of

dialogue."

"Trade between Ireland and China is hugely important for our economy and it is currently estimated to be worth more than €14.9 billion per year. The new direct route will greatly facilitate Irish firms and exporters with operations and clients in China, as well as China's financial services and technology companies investing in Ireland. Ireland is also home to more than 5,000 Chinese students attending Irish educational institutions," he added.

The new direct flight service is seen to make traveling between the two cities easier, boosting potential Chinese tourism market to Ireland.

Hainan Airlines Chairman Bao Quifa said "We are delighted to launch this first ever direct route between Dublin and Beijing and we are very proud that Hainan Airlines will play a central role in forging greater friendship and cooperation between our two countries. We look forward to welcoming many Irish and Chinese guests on board our five-star Skytrax service."

About 70,000 Chinese visited Ireland last year. China is the world's largest outbound travel market estimated to grow to 200 million per year from 2020. Hainan Airlines carried almost 72 million passengers to 110 destinations last year on a fleet of 300 aircraft. It is part of the Chinese-based global HNA Group, which also owns the Dublin-based aircraft leasing business Avolon.



EXECUTIVE MOMENTS

IATA Cargo Committee welcomes Saudia Cargo's CEO as new member



Saudia Cargo CEO Omar Hariri, 6th right, with officials of the IATA Cargo Committee

JEDDAH: Saudia Cargo Chief Executive Officer Omar bin Talal Hariri has been selected as a member of the Cargo Committee of the International Air Transport Association (IATA).

The Cargo Committee is one of six IATA main industry committees along with: Finance, Environment, Industry Affairs, Legal and Operations. The 19-member body represents different global airlines.

The Cargo Committee advises the Board of Governors, the Director General and other relevant IATA bodies on all air cargo industry issues

including cargo security and safety; cargo technology and automation; cargo handling; cargo distribution; cargo-related regulatory developments, cargo trade facilitation and agent and carrier relations.

Appointed as CEO of Saudi Airlines Cargo Company LLC in February 2018, Hariri is a seasoned and accomplished Saudi executive who has held senior positions in several companies during his career, with considerable expertise in transportation, supply and logistics services.

Thai Airways picks top government investment chief as new president

BANGKOK: After searching for nearly two years, the financially challenged Thai Airways is putting its bet on a top government investment chief to rehabilitate the state-owned carrier.

The airline's board of directors approved in May the appointment of Sumeth Damrongchaitham as the new Chief Executive Officer. He will take over from acting President Usanee Sangsingkeo who is set to retire in September.

Sangsingkeo assumed the post following the retirement of Thai Airways President Charamporn Jothikasthira in February 2017.

Damrongchaitham was the managing director of the state-owned asset management firm Dhanarak Asset Development and was the CEO of Thailand's largest entertainment company GMM Grammy before he was tapped to lead Thai Airways.

Although he has no aviation background,



Sumeth
Damrongchaitham

the board believes Damrongchaitham's wide exposure in the investment and financial sector will help steer Thai Airways to a profitable business venture.

The new airline president is mainly tasked to institute financial rehabilitation program at the company which continues to reel from intense competition with low-cost carriers in the region.

Etihad Aviation Group revamps leadership team

ABU DHABI: Etihad Aviation Group has revamped its organizational structure and operating model in a bid to make it a more people-focused business driven by innovation, safety and sustainability, supporting Abu Dhabi's vision for the future.

Under the new structure, the group will be reorganized into seven business divisions – Operations, Commercial, Maintenance, Repair & Overhaul (MRO), Human Resources, Finance, Support Services and Transformation, led by a new executive leadership team reporting to Group Chief Executive Officer (Group CEO), Tony Douglas, who also assumes responsibility for Etihad Airways.

Peter Baumgartner will now serve as the Senior Strategic Advisor to Douglas as part of the executive leadership team. Having led Etihad Airways as CEO since 2016, Baumgartner will advise at group level on global partnerships and innovation.

Mohammad Al Bulooki, Etihad Airways Executive Vice President Commercial, has been promoted to Chief Operating Officer, and will be responsible for core areas including network operations, flight and technical operations, fleet engineering, aviation security and safety, as well as the Etihad Airport Services entity which manages ground and cargo handling, and catering. He is also responsible for the airline's pilot and cabin crew community.

Robin Kamark has been appointed Chief Commercial Officer tasked to spearhead the overall commercial strategy of the airline, including cargo, sales and marketing, revenue management, customer service, network planning, and alliances. Ibrahim Nassir has been appointed Chief Human Resources & Organizational Development Officer.

Antarctic icebergs to be towed to the UAE for drinking water and rain



across a number of fields to reduce project costs, ensure zero ice melting during the transportation phase and finally to deliver potable water to consumers in the UAE at minimal costs.

Al Shehi said once the icebergs are brought to Fujairah a special process would be used to chip away the icebergs to the shore where they would be melted and treated at a water processing plant before being stored in industrial-sized water tanks for bottling in a large commercial facility.

The iceberg project could also bring

DUBAI: Many fantasies became realities in Dubai in the United Arab Emirates and another first may happen here with an Emirati businessman's proposal to haul by 2020 leviathan icebergs from the Heard Island in the South Pole to the coast of Fujairah, one of the seven emirates in the UAE.

The grandiose plan estimated to cost US\$50 million is aimed at melting the pure polar ice water for drinking water and create rains by attracting the clouds over the Arabian Sea to the center of the icebergs, thus, creating a vortex that will cause rainfalls, the UAE-Iceberg Project announced.

More than 20 billion gallons of water can be made from an average large iceberg, enough for five years' consumption of about a million people, according to the National Adviser Bureau Limited, a private firm connected with the project.

A trial run is scheduled for 2019 to float an iceberg to Australia or alternatively the southern coast of South Africa for the 12,000-km journey from the Antarctic to the UAE, said Abdullah Mohammad Sulaiman Al Shehi, founder of the UAE-Iceberg Project and Managing Director of the National Adviser Bureau Limited.

Al Shehi, an electronics and electrical engineer in the oil and gas industry, is known for his out of the box ideas. After completing his studies in the UK, he traveled from London to Abu Dhabi by road and sea for 53 days. He later founded the Geowash concept (Q2Wash) which uses less water in washing cars.

The Emirates State News Agency WAM reported the launch of the project coincides with the Year of Zayed, the founding father of the UAE known for his global humanitarian work.

The UAE-Iceberg Project says it's working on new technology along with scientists, experts and specialists on icebergs and marine science along with universities worldwide.

It says it is working on new technology to make the project



Abdulla Alshehi

side benefits to the UAE such as drawing tourists to the country who want to see the spectacle of huge ice monuments floating offshore.

Flotillas of icebergs from the Arctic, for example, routinely drift southward in the Atlantic Ocean past cities such as St John's, Newfoundland, down the eastern coast of Canada and draw tourists every year.

The presence of new giant icebergs in waters off the UAE would also create micro-climates and would help bring more rain to the arid landscape,

"The project would place the UAE on the glacial tourism map as the first desert country to offer glacial tourism on its coasts, saving iceberg enthusiasts the trouble of travelling to the North and South Poles," Al Shehi said.



UPCOMING EVENTS

air
cargo
update



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.

Toronto, Canada | www.aircargoforum.org

Airport Solutions Dubai

Airport Solutions Dubai is a 2-day event being held from 4th November to 5th November 2018 at the Jumeirah Beach Hotel in Dubai, United Arab Emirates. This event is a unique in attracting the entire airports & aviation buying chain from manufacturers, airport operators, developers, regulators, and investors, through to end users.

**Jumeirah Beach Hotel, Dubai, UAE
www.10times.com/airport-solutions**

November 4-5, 2018

International Transport Logistics exhibition (logitrans Turkey)

The leading trade fair for transport logistics in the Eurasian region will be held once again in Turkey on November 12-14 with a professional platform for presenting innovative logistics solutions with latest update on market developments to grow your business and create new opportunities. This event will gather logistics and supply chain executives from Europe, North Africa, the Middle & Far East and CIS countries.

Istanbul Turkey

November 12-14, 2018

Tilog-Logistix 2018

The Most Comprehensive Exhibition on Logistics Service Providers & Intralogistics Technologies & Solutions for ASEAN+6, the Tilog-Logistix 2018, will be held in August in Bangkok, Thailand, in partnership with the Department of International Trade Promotion, Ministry of Commerce and Reed Tradex Company Limited.

Under the theme, "ASEAN Logistics Solutions - CLMVT Sourcing Partners"—the event will serve as the center to promote trade capacity and competitiveness for logistics professionals in ASEAN especially Thailand and the CLMV countries through technology presentation of 415 global brands from 25 countries.

BITEC 88 Bangna Trad Road Khwaeng Bang Na, Bangna | Bangkok, Thailand

August 29-31, 2018



IATA Global Fraud Prevention

The IATA Global Fraud Prevention Event brings together payment fraud prevention experts from all the regions worldwide from several verticals of the air travel industry. The second edition of this event is organized in collaboration with the IATA World Financial Symposium (WFS) & some parts of the Registration process may be common.

Madrid Marriott Auditorium Hotel & Conference Center | Madrid, Spain

September 17-18, 2018

2018 FIATA World Congress

FIATA, the global voice of freight logistics uniting the freight forwarding industry worldwide and improving the quality of services rendered by freight forwarders globally, will bring together industry stakeholders in New Delhi in the 2018 FIATA World Congress.

Studies have estimated that India can save up to US \$45 billion if logistics costs are brought down to 9% of the country's GDP as is the case in other developing countries, thereby, making domestic goods more competitive in global markets.

New Delhi, India

September 25-29, 2018



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