

# air cargo update

Vol. 8 Issue 2, No. 60, March 2018

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



# UPS Enabling growth across borders

السعودية SAUDIA CARGO

The Lounge



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Middle East, Africa, Asia & beyond

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# Editor's Note

## Sweet and scented Q1

The air cargo industry sailed through the first quarter of 2018 with much optimism with activities at an all time high with some of the year's biggest events—Valentine's Day and the Chinese New Year—generating business in every corner of the world.

From Europe to Asia, the Middle East, Africa, and the Americas, flowers were abundantly flown across the globe to celebrate Valentine's Day.

Lufthansa Cargo says it transported some 800 tons of flowers, mostly red roses, for the occasion which equates to the load capacity of 11 flights with MD-11 freighters. Cargolux says it flew millions of flowers, too, from Africa to different parts of the world within 48 hours of harvesting.

Air France KLM Martinair Cargo also disclosed it transported 3,000 tons of flowers from Kenya, Ecuador and Columbia to Europe using a B747-400 full freighter and combi aircraft, dubbing its mission as "Love is in the Air" with Europeans—primarily Dutch, English, Italian, French and Russian, as well as Japanese expressing their affection with flowers.

Sweets and other Chinese delicacies, including various gifts, also flooded the markets as people from all walks of life across the globe celebrated the Chinese New Year, making it a global event apart from the traditional annual New Year celebrations.

In this edition, we are delighted to bring you UPS's success story in the Middle East as the region experiences unprecedented transformation in many fronts requiring experts in mobility and logistics in a fast paced world.

On The Lounge, a cargo executive shares how a career shift keeps him going and the many joys a visit to the countryside brings to calm him in a very challenging sector.

In India, we will share with you the story of how the state-owned Saudia Cargo is transforming the lives of people, providing possibilities and opportunities in the country's growing manufacturing sector as well as its export/import industry.

These and more global news and features on **Air Cargo Update's** March edition.

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



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## The LOUNGE

# Family, countryside and curry keep Koch going

Tristan Koch was a policy advisor on environmental issues for the UK government when the urge to move to a more dynamic and challenging industry came up. He found his niche in the air cargo industry.

"I wanted to work at a faster pace and a friend introduced me to the cargo industry. The ever changing challenges that face us are what keep me engaged and enthused," said Koch who has a degree in geography from the Southampton University before taking up his Master's in Environmental Studies at the London School of Economics and Political Science.

Since that move in 2011, Koch has been the managing director of cargo sales for Europe and Middle East at American Airlines Cargo.

"There is no typical day in my role. I try and find the right balance between spending time with my customers, my team and still find time to plan our strategy – not an easy task," said Koch who also served as UK and Ireland sales manager at British Airways World Cargo. He first joined the firm as alliance development manager.

As one who has been exposed to both the public and private sectors, Koch has many insights and philosophies on how to keep going despite the odds on both worlds.

"I have many but my favorites are: "Making mistakes can often be the quickest way to learn, just don't repeat them too often"; "Rank is not a measure of intellect or ability just a point in a career – don't be hindered by hierarchy, we all have valuable contributions to make"; "I pinched this one from Einstein, "The true sign of intelligence is not knowledge but imagination" - be curious."

"And lastly, take time away from work and have other interests it makes you a better person."

The jolly cargo executive who loves the countryside shares more of his personal thoughts with **Air Cargo**



**Tristan Koch**

American Airlines Cargo, Managing Director for Europe, Africa, Middle East and Indian Subcontinent

**Update** in this edition of **The Lounge** with emphasis on "family and curry" as among the things he can't live without.

**When the going gets tough at work, how do you calm yourself?**

I rarely get stressed out but if I do need a break I go for a walk in the countryside with my dog and clear my head.

**In the morning, do you prefer coffee or tea and why?**

Silly question. The English drink (English Breakfast) tea in the morning we all know that.

**What is vacation like for you and your family?**

Always too short and too expensive – I have 2 teenage daughters that professionally shop. I like to drive somewhere they want to fly, but I fly too much already. We all enjoy doing something active though – ski, swim, sail, fish, cycle...

**Which place would you like to live if given the chance and why?**

I lived in Australia in my 20s and would love to live there again – I was at The Sheraton Mirage on the beach at Noosa in Queensland. Heathrow as wonderful as it is just doesn't quite have the same charm/weather.

**What sport/s do you enjoy the most and why?**

I still like playing football (the proper sort with a round ball) although my appearances and performances are now consummate with my age which is frustrating. But I prefer watching rugby as I had to give it up at a relatively early age and miss it, but it's more fun watching others getting knocked about. Rugby crowds are also the most sociable you will meet.

**What's the most daring thing you've done and how did it feel?**

Got married – think I better not comment.

**Please name three things you can't live without?**

My family, the countryside and curry.



# AFRICAS PREMIER CARGO OPERATOR



**Ethiopian**  
የኢትዮጵያ Cargo





## Lufthansa Cargo expands cooperation with startups through Plug and Play



Based in Sunnyvale, the company is the world's largest technology accelerator that brings technology startups and companies together.

**FRANKFURT:** Lufthansa Cargo announced it will take on the role of anchor partner with the US-based global technology accelerator Plug & Play.

Based in Sunnyvale, the company is the world's largest technology accelerator that brings technology startups and companies together.

Established companies work with startups on within the Supply Chain and Logistics platform, which focuses on supply chain startups.

Lufthansa says their goal is to combine forces to further develop and quickly implement new digital solutions. The program provides an opportunity for players in the logistics industry to network with and learn from each other, exchange ideas and drive digitization.

"By working with startups, we get to try out innovative ideas and new technology. These innovations might be the basis for new services for our customers or process optimizations.

They are a major factor in the digitization of logistics," said Boris Hueske, Head of Digital Transformation at Lufthansa Cargo.

Mike Zayonc, Founder of Plug and Play Supply Chain & Logistics, said his company is "very excited to have Lufthansa Cargo on board as one of our supply chain anchor partners as they are a perfect fit for our ecosystem of industry leading corporate partners."

## Delta Cargo launches 'Equation Critical' GPS-enabled cargo service

**ATLANTA:** Delta Cargo is introducing 'Equation Critical'— a new service for international shipments that uses GPS to track down highly time-sensitive shipments.

The company says the premium GPS-enabled service can be tracked down at [deltacargo.com](http://deltacargo.com) and moves with the highest priority across Delta's global network. Customers will know where their shipment is, anywhere in the world, real time.

Delta Cargo said this distinctive pink packaging critical service does not require pre-booking and can be tendered up to 90 minutes before a flight. The service caters to customers who are shipping time-sensitive items,

such as legal documents, essential machinery parts and aircraft on the ground (AOG) components. Critical shipments come with a service-level guarantee and Delta's Cargo Control Center proactively monitors Critical shipments throughout the journey.

"Following the successful launch and roll-out of DASH Critical in the United States, we have taken that formula to the next level and introduced our new Equation Critical service for international shipments which have the highest boarding priority in our network," said Shawn Cole, Vice President-Delta Cargo.

"With GPS tracking and 100% service level guarantee, we are introducing a

service that ensures important international shipments are in the right place at the right time, throughout the shipping process – giving our customers complete confidence when shipping critical and time-sensitive shipments across our global network."

Delta's Equation Critical service will launch for international shipments originating in Atlanta, Savannah and London, destined for Bogota, Colombia; Johannesburg, South Africa; Quito, Ecuador; and Seoul-Incheon, South Korea. Atlanta, Savannah and London will also accept import shipments. These routes allow fully GPS-enabled shipments.

## Emirates SkyCargo flies first UAE-made satellite to South Korea



**DUBAI:** Emirates SkyCargo has successfully transported KhalifaSat—the first satellite developed and built by Emirati engineers in the UAE at the Mohammed Bin Rashid Space Center (MBRSC) from Dubai to South Korea's Incheon International Airport—the first step in its journey to space.

An Emirates SkyCargo Boeing 777 freighter aircraft was specially chartered in February for the mission.

The KhalifaSat project was launched in 2013 by His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE and Ruler of Dubai, with the aim of manufacturing the first space satellite on UAE soil. Following its launch in 2018, the remote sensing satellite will provide images of earth for practical application in a variety of industries.

“Over the years Emirates SkyCargo has transported a wide variety of unusual cargo but being able to transport the first satellite manufactured in the UAE is a unique honor. We are delighted to bring our expertise in air transportation to the table on this historic and momentous occasion,” said Nabil Sultan, Emirates Divisional Senior Vice President, Cargo.

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## GLOBAL NEWS

## UIA eyes expansion in 2018 with ECS as GSSA partner



**KIEV:** Ukraine International Airlines (UIA) entered its 26th year of operation this 2018 with a strong resolve to expand its network, passenger and cargo, with ECS, the global leader in GSSA services as partner.

**Established on October 1, 1992, Ukraine's flag carrier eyes to expand its routes to the US, Canada, Middle East and key cities in Asia. It currently operates 1,100 international and domestic flights per week with connections to 38 countries in Europe, Asia, America, Africa, and the Middle East.**

UIA Cargo, a subsidiary of the airline formed in 1993, is also expanding its services this year and will also adopt state-of-the-art e-business and digitalization strategies.

In 2016, UIA Cargo carried 11,127,284 kg of cargo, including food, seafood, flowers, medical products and equipment, animals, machine components, spare parts, clothes, and valuables.

"Currently, we are significantly expanding our capacities. In 2018, we will add four new B777-200ER aircraft to our fleet, which will operate the route to Israel and replace the B767-300 on routes to the US, China, and Thailand. There will also be new, additional services to India, Egypt, and Canada. And the available space for cargo and mail on our PAX services will increase by 39 % compared to 2017," said Peter Kukharchuk, Director Cargo & Mail at Ukraine International

Airlines.

Kukharchuk said the company is ready to adopt to new market requirements and partly credits ECS for their success.

"Looking back at 25 years of Ukraine International Airlines, I am particularly proud of our extraordinary quality standards and proven flexibility in adapting to new market requirements. The ardent commitment of our young teams and dedicated partners helped to shape the commercial and operational DNA of our enterprise," he said.

"However, our ongoing success is also partly due to our longstanding partnership with ECS Group, one of the largest integrated GSSAs



**Peter Kukharchuk**

worldwide. With its competent and dynamic workforce and its large network of offices and subsidiaries in more than 47 countries, ECS Group has significantly contributed to the healthy growth of our international business," he added.

ECS operates across 47 countries with 137 offices, 69 subsidiaries, carrying on average annually over 902,000 tons of freight for its airline partners.

## CEVA opens new multi-user facility in Penang, Malaysia

**SINGAPORE:** CEVA Logistics has officially opened a new multi-user facility in Penang, Malaysia.

Situated within the Bayan Lepas Free Industrial Zone Phase IV, the 70,000 sq ft facility is only 10 minutes away from the Penang International Airport and 10 minutes from the Penang Bridge, connecting the island to mainland Malaysia, said CEVA, one of the world's largest supply chain management companies. CEVA said the new multi-user warehouse delivers cost efficiency and flexibility through an optimized layout design and improved infrastructure to serve our customers.

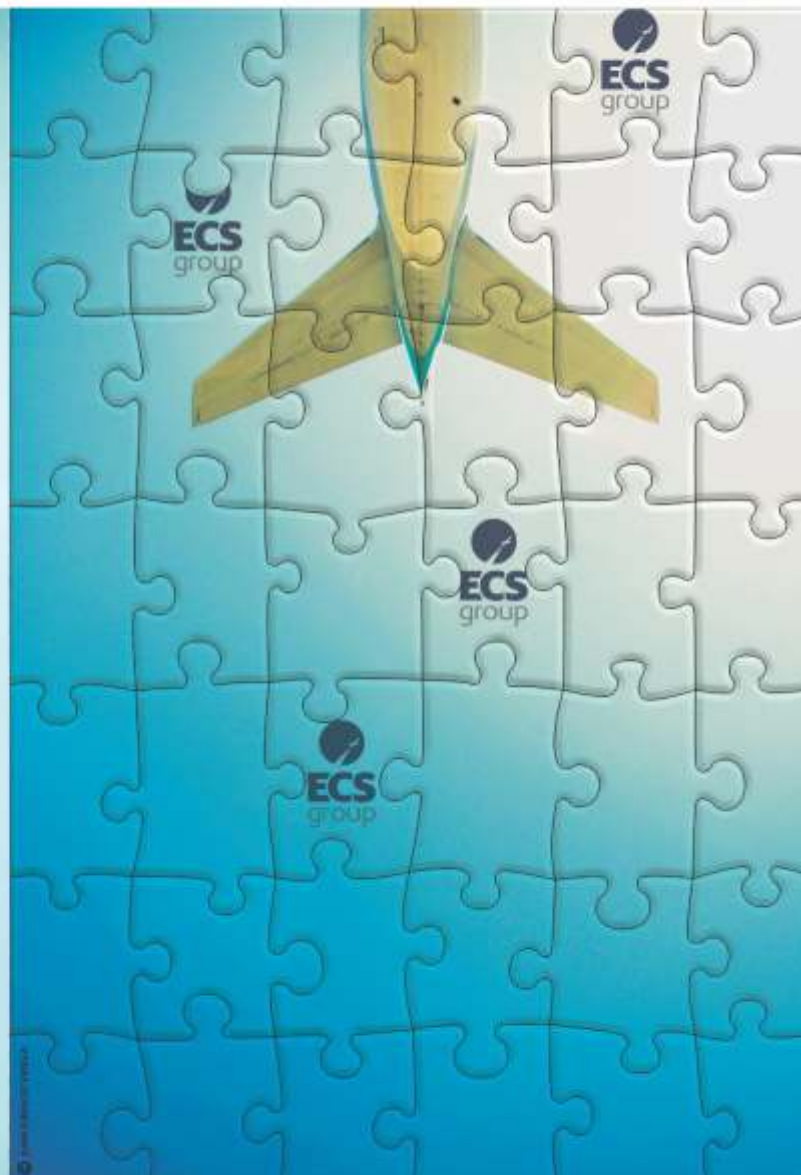
"CEVA continues to invest in its customer needs in Malaysia, this new facility which has doubled our footprint in Penang will continue to support our growth needs and positions us for future expansion in the market. With its strategic location in the northern part of Malaysia, coupled with the air cargo hub at Bayan Lepas airport, it aims to cater to a wide range of logistics and warehousing services and offer even greater value and benefits to our customers," said CEVA's Elaine Low, Executive Vice President, South East Asia.

It includes a combination of temperature-controlled and ambient storage space, conducive and modern office space for in-plant customers, advanced materials handling equipment, advanced RF warehouse management system and Customs stationed on-site to facilitate on-time clearance.



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## Indian official lauds Saudia Cargo for facilitating business between KSA and India



**MUMBAI:** A top ranking Indian aviation official lauded Saudia Cargo for facilitating strong business relations between the Kingdom of Saudi Arabia and India with their bilateral trade valued at US\$25 billion in 2016-17.

Vandana Agarwal, Indian Ministry of Civil Aviation economic advisor who was the guest of honor at last month's 7th Air Cargo India biennial trade exhibition and conference, made the statement when she visited Saudia Cargo's stand which focused on "Fly Perishables & Fly Pharma" theme.

Saudia Arabia is the 4th largest market in the world for Indian exports after China, US and the UAE. Its major exports include food products, electronics, machineries and raw materials. The Kingdom, likewise, accounts for India's major imports, primarily oil, metal products and precious stones.

The state-owned Saudia Cargo is among the leading specialist airfreight carriers in the Indian sub-continent, thus, its presence at the event is of high importance among businesses in the country.

Reliable and effective mode of transportation is a key element to keep up with the fast growing pace of commercial trade between India and

KSA and to the rest of the world.

Rainer Muller, Saudia Cargo Executive Director Commercial, underscored the event's importance in connecting with the global cargo industry and share insights on many issues and challenges that affect the sector.

"ACI 2018 gave us the opportunity to connect with our peers, share experiences with each other and discuss at length possible solutions for the challenges that we face as well as finding solutions for the complexity and the dynamics of the Indian market," said Rainer, an aviation executive veteran.

"Technology is changing the way we think, work and do business. Through forums such as this, we identify, discuss and update our skills and find solutions for common problems."

Saudia Cargo ranks among the world's leading specialist airfreight carriers. An independent company with more than 20 freighter destinations with its own fleet of modern freighters, it also operates using the cargo bay of Saudi Arabian Airlines' 127 mostly wide-body passenger aircraft plying across 52 destinations in 4 continents.

The multi-awarded international Saudia Cargo is renowned for its multi-specialized cargo handling services.

## KOG Worldwide opens Chicago office

**CHICAGO:** The Swiss project logistics specialist KOG Worldwide has opened an office in Chicago in January aimed at expanding its presence in the United States.

KOG controls international logistics projects with focus on plant construction.

"The business potential in the United States is enormous. The US is one of the largest economies in the world and many of our customers are already active here. As a global company, it is essential for us to have in the United States a strong network. With Chicago, we have taken another step and our network to expand in the coming years," said Tobias König, Managing Director of KOG Worldwide AG.

Colin D'Abreo, President of KOG Transport in the United States, noted: "There is here in Chicago great economic potential, because live in the metropolitan area around 9.6 million inhabitants. At our new location we will be offering both services in project logistics and cargo services as well as transportation of goods by land transport, air and at sea."

The focus of the KOG, which was united in 2015 with Rhenus Project Logistics, is on project business and system shipments with an international outlook in the US, Europe and Asia. The company has 21 subsidiaries in 18 countries.





# AirBridgeCargo 'fast tracks' motorcycles for MOTUL FIM Superbike World Championship

**MELBOURNE:** AirBridgeCargo Airlines (ABC) completed a Boeing 747 freighter charter flight for Universal Global Logistics S.A.U. delivering 66 motorcycles on their way to the first round of the 2018 MOTUL FIM Superbike World Championship, which commenced at the end of February with the Yamaha Finance Australian Round.

The palletized motorcycles were part of a 110 tons payload transported half way around the world from Barcelona, Spain, to Melbourne's Avalon Airport, Australia, onboard ABC's B747-8F. AirBridgeCargo's Load Master dedicated to Race Operations ensured the bikes were fastened securely onto pallets for loading and made the necessary preparations to ensure a fast offloading was possible on arrival

in Melbourne, where the Superbike teams continued their journey to the Phillip Island Grand Prix Circuit, their final race day destination.

"Transportation of bikes is a multi-tiered logistics process which requires strict orchestration of procedures, alignment of loading/offloading by qualified staff, and monitoring of the entire transportation process with available shipment records on hand at all times and strict delivery time compliance to meet the customers' expectations and racing schedule. AirBridgeCargo has a proven track record of fast and secure



transportation of motorcycles and delivers a customized solution to meet the requirements of this industry. We look forward to developing our cooperation with Universal Global Logistics S.A.U. in support of further motorcycle championships," stated Eric Lamare, AirBridgeCargo's Country Manager France, Spain and Portugal.



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## Etihad Cargo transports show jumping horses from Europe to Asia



**ABU DHABI:** For the second year in a row, Etihad Cargo was entrusted to transport elite show jumping horses from Belgium to Hong Kong for the annual Longines Masters.

The cargo carrier successfully transported the 51 elite horses in time for the world's most prestigious show jumping event. In 2017, it flew more than 2,500 high-value horses across the world.

The show jumping horses were accompanied by eight professional grooms and a veterinarian as they made the round-trip journey from Liège Airport to Hong Kong International Airport.

Among the precious cargo were the Hong Kong Longines Grand Prix winner Aquila HDC, Paris Longines Grand Prix winner Cornet D'Amour, as well as other champions including Pegase du Murier, Silver Deux de Virton\*HDC and Garfield.

"Longines Masters is the top show jumping event in the world and we are very proud to have been entrusted to bring these prized animals to this competition," said Justin Carr, Etihad Cargo Vice President.

"Our equine customers are very important to us and our focus on safe, comfortable and reliable services

made us a preferred partner for these specialist services. Last year alone, Etihad Cargo's SkyStables shipped more than 2,500 horses around the world."

Etihad Cargo says it puts a great deal of time and effort into making short and long-haul flights relaxing for horses, thus, it used a Boeing 777 freighter for the Longines Masters horses.

The plane is equipped with a specially designed ventilation structure and temperature control system, two vital components when transporting horses. It is also equipped with IATA-approved horse "air stalls".

Designed with non-slip floors which are covered with absorbent materials, the stalls are stocked with hay and water for the horses to remain fed and hydrated throughout the flight. A team of professional grooms and veterinarians handled the horses during loading and throughout the duration of the flight – when they regularly visited the horses to ensure they were comfortable and calm.

Etihad Cargo operates a fleet of five wide-body Boeing 777 freighters which can be configured to carry up to 75 horses and nine grooms at a time.

## FlyUs expands operations to Germany

**AMSTERDAM,** The Netherlands: Dutch-headquartered GSSA FlyUs has further expanded its European network with the acquisition of the Munich-based Global Cargo Management which is well-established in the German market.

The decade old company joins the growing GSSA company's international network and extends the FlyUs global reach to 17 countries. GCM will be rebranded to FlyUs GmbH

in due course. "We are delighted to welcome Global Cargo Management into the FlyUs group because their proactive attitude perfectly complements our strong presence in many other locations," said FlyUs founder and Managing Director Carlo de Haas.

"Germany is a very important air cargo hub in Europe and our entry into this market in our own right is a major step forward. The Munich and Frankfurt

offices will provide us with important platforms from which we can build our business across the country while the expertise of the team will reinforce our presence and provide customers with continuity of service," he adds.

FlyUs BV was founded in 2004 and currently operates across Europe, USA, Mexico and Central America offering tailored cargo GSA representation to a host of carriers.





# A strong start for WFS in North America



**LONDON:** Worldwide Flight Services' (WFS) North American operations have made a successful start to 2018 by winning and renewing cargo handling, ramp and passenger services contracts with airline customers at eight U.S. stations.

At Houston's George Bush Intercontinental Airport, WFS won the freighter handling contract for Turkish Airlines' new twice-weekly flights to

Istanbul. The agreement extends WFS' existing relationship with the airline.

New cargo handling contracts have also been awarded to WFS by Aer Lingus in Seattle for its new four times weekly flights to Dublin, starting in May, while,

in Miami, Ethiopian Airlines has chosen to partner with WFS to support its new route from Addis Ababa. WFS expects to handle some 5,200 tons of freight per annum for the airline.

DHL Air has also renewed contracts with WFS in both Kansas City and St. Louis.

Three new ramp handling contracts have been awarded to WFS since the

start of the year in Newark. All three-year contracts, these see WFS now serving Austrian Airlines, Primera Air and Swiss International Air Lines at the airport. Swiss currently operates seven services a week to and from Newark, while Austrian operates five. Primera Air is also launching seven services per week in April.

WFS is also seeing strong demand for its passenger services in the U.S. Starting in April, it will serve passengers travelling on LOT Polish Airlines' new weekly Warsaw-New York JFK-Warsaw flights as well as those flying onboard Allegiant Air's new six flights a week from Sarasota.

And, it's not just in the U.S. where WFS is enjoying new contract success. In neighbouring Canada, it has signed a three-year contract with Lufthansa to handle some 6,000 tonnes a year onboard its services from Frankfurt.



Fast Logistics

## Fast logistics cargo LLC

In Dubai, Excellence is not just another word. It is a way of life. As one of the fastest growing cities in the world, seemingly evolving at the speed of thought, Dubai is globally recognized for excellence in everything it has to offer; a fact famously summed up in the words of its visionary leader HH Sheikh Mohammed Bin Rashid Al Maktoum. Inspired by this quest for excellence, Fast Logistics Cargo was established in 2009, in Dubai, to provide best-of-breed logistics and transportation services whilst positioning and differentiating itself through a commitment to excellence across all areas of business. This pursuit has enabled the Cargo to grow and expand the organization to include 24 offices spread across 12 countries manned by over 500 employees within a short span of time. Coupled with strong worldwide partnerships with dedicated agency networks, Fast Logistics Cargo now truly covers the globe. We have 7 offices IN INDIA – to cater to your needs in IN, BLR/MAA/DEL/BOM/HYD/VTZ/CCU

At your service 24x7

We are your partners in the complete transportation modes,

**Air/Sea/Land & 3PL**

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We believe in customer satisfaction and quality of our services



## GLOBAL NEWS

## Qatar Airways Cargo enhances cool chain offering



**DOHA:** Qatar Airways Cargo's pharma solution now includes CSafe's newest RAP container, perfectly suited for large volume pharma shipments while transiting over long distances.

The RAP unit has been approved by the cargo carrier's team of pharma specialists for use across its expanding pharma network.

**"A seamless cool chain is paramount to maintain the efficacy of vital pharmaceuticals. By introducing CSafe's new RAP container in our product offering, we take our commitment in maintaining high standards in handling pharmaceuticals a step further. The new Active container is an ideal addition to our QR Pharma solution, offering our clients unprecedented temperature reliability, product stability over longer distances and time span including large payload capacity,"** said Qatar Airways Acting Chief Officer Cargo Guillaume Halleux.

"In a few short years, Qatar Airways Cargo has become an industry leader in the transportation of temperature-sensitive healthcare products by air," remarked Brad Jennings, Vice President of Marketing and Partner Management for CSafe Global. "The addition of the CSafe RAP into the Qatar Airways Cargo portfolio inaugurates an important new chapter in the growth of the relationship & collaboration with one of the world's leading cargo carrier. We are certainly excited about this opportunity to strengthen the QR Pharma service offering with the addition of our new CSafe RAP active container solution."

The CSafe RAP utilizes innovative heating and compressor-driven cooling technologies together with advanced ThermoCor® VIP insulation to eliminate the payload risks associated with extreme ambient temperature conditions and long-duration shipments.

It is the only Federal Aviation Administration and European

Aviation Safety Agency approved active compressor-driven container permitted in both the upper deck and lower deck cargo sections of commercial aircraft.

The CSafe RAP has unmatched



operational capabilities, maintaining constant payload temperatures even at extreme ambient temperatures from -30°C to +54°C.

It is not only built around state-of-the-art technologies, but also offers the largest RAP capacity in the industry with a max payload volume of 6.68m<sup>3</sup>, thereby, easily accommodating up to four standard US-pallets or five standard Euro-pallets. The CSafe RAP has an extended battery life well over 100 hours, which outperforms competitive active systems.

Qatar Airways Cargo is the world's third largest international cargo carrier. Its pharma network spans to



# AL JASMI ADVOCATES & LEGAL CONSULTANTS

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

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

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

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

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

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



Advocate Hani Al Jasmi

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LEGAL  
FORUM

## Air Cargo Update Legal Forum

*Air Cargo Update readers may send in*

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

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

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## Sweet and scented February for air cargo industry



For the air cargo industry, February is a much loved month with all the business it brings with millions of flowers flown between Africa and India to Europe, the Middle East, Asia and elsewhere.

Roses of all colors and sizes. Tulips. Orchids. Daisies and other exotic flowers flood the market during Valentine's Day and the air freight industry just love these sweet scented cargoes. Every Valentine's Day more than 250 million roses are transported all over the world and millions more for different varieties.

Emirates SkyCargo says it carries fresh flowers across its global network of over 150 destinations but on Valentine's Day it has to add freighters to accommodate demand for more.

Lufthansa is equally busy in February. This year, the German carrier which is ranked as among the top freighters when it comes to flowers, said it carried some 800 tons of flowers for Valentine's Day.

The company has even developed a special container with state-of-the-art technology to protect flowers while being transported.

Luxembourg's Cargolux pilots are hold special mission on Valentine's Day with millions of flowers flown to

Europe from Africa and Latin America. The carrier taps its

20 weekly flights out of Nairobi, Quito and Bogota in addition to 1,200 tons of extra capacity to meet the peak demand ahead of the celebration.

"We are operating a modern fleet which has the state-of-art thermal capabilities, in order to guarantee the reliable transport of flowers to lovebirds around the world", says Stavros Evangelakakis, Cargolux product manager for fresh and temperature controlled commodities. "With our 'CV fresh' product, we offer to our clients a specialized product, which is focusing on the transport of perishable goods."

For Air France KLM Martinair Cargo, February means flying about 3,000 tons of flowers from Kenya, Ecuador and Colombia to Europe.

"Using our Boeing 747-400 full freighter and combi aircraft we were able to generate additional main deck capacity to/from our three main flower origins Nairobi, Quito and Bogotá. The greatest share of this

additional capacity is mainly intended to supply the European (primarily Dutch, English, Italian, French and Russian) and Asian (Japanese)



markets," the company said.

Marcel de Nooijer, Executive Vice President AIR FRANCE KLM MARTINAIR Cargo says: "We are strongly committed to the flower market and successfully met seasonal peak flower demand again for this year's Valentine's Day."

In 2017, AFKLM Cargo shipped more than 50,000 tons of flowers from Kenya, Zimbabwe, Ecuador and Colombia to Schiphol. Say it with flowers.

# 12<sup>th</sup> WORLD CARGO SYMPOSIUM

13-15 March 2018

Dallas, Texas



## Join us in Dallas for WCS 2018!

The World Cargo Symposium is the largest and most prestigious annual air cargo industry event, bringing together key stakeholders from the entire air cargo supply chain to share experiences, debate the key industry issues and showcase success stories.

We look forward to welcoming you in Dallas, famous for being commercial and cultural, combining artistic and entrepreneurial, and knowing how to have fun!

It is the perfect place to bring big thinking, big ideas and to celebrate success as we think about the future of air cargo at the 12th WCS.

Mark your agenda for WCS 2018 and join over 1100 air cargo leaders for this action-packed event!

**When:** 13-15 March 2018

**Where:** Dallas, TX - USA

**Venue:** Hilton Anatole

**Audience:** Open to all

Find more information and to register, visit

[www.iata.org/wcs](http://www.iata.org/wcs)





# UPS

## Enabling growth across borders

*Our job is a big one: We're here to help businesses connect with the many growth opportunities in the region. You could call us trade enablers, I suppose, as we connect the Middle East to China and wider Asia well as Europe with what you'll hear more people at UPS refer to as our "smart global logistics network"*

*-Jean-Francois Condamine, UPS President of Indian Subcontinent, Middle East and Africa*

**By Gemma Q.Casas**

“



***“Most people don't know that at any given moment on any given day, there is a UPS plane in the sky. Our smart global logistics network is always moving for UPS customers.” - Ismet***

*Demirel, UPS Network Development & Procurement Manager, ISMEA*

In 2017, UPS received about 142.8 million tracking requests in a single business day peaking at 275.4 million, the company disclosed.

That's a staggering number but not quite surprising as the US-based cargo carrier and logistics company accounts for move approximately 3 percent of the world's GDP through its smart global logistics network on a daily basis with its fleet of 581 aircraft and 2,242 flight segments connecting 779 destinations in over 220 countries and territories worldwide.

In Dubai, the regional hub of UPS in the Indian Subcontinent, Middle East and Africa (ISMEA), which since inception in 2013, had seen a double-digit growth with potential for more with business activities steadily increasing in the region, at least 42 UPS brown tail flights per week are dispatched at the Dubai International Airport (DXB).

Jean-Francois Condamine, UPS President of ISMEA, told Air Cargo Update, UPS has actually been in the region since 1989 first opening up offices in the oil-rich Nigeria and the trade-friendly India. It decided to increase its presence in recent years. And Dubai, as the financial and logistics hub in the Middle East, was an obvious choice for UPS regional headquarters given its proximity to connect to Africa, Asia and Europe within just a matter of hours.

“UPS has been here in the region since 1989. We decided on Dubai as the headquarters for our Indian Subcontinent, Middle East and Africa business that we at UPS simply refer to as “ISMEA.” It's our largest region in terms of geography – we have over 70 countries in which we operate,” said Condamine who has been with UPS since 1991 after the company he used to work for, the French package firm Prost Transport, was acquired by the American cargo carrier.

“The decision to choose Dubai wasn't

all that difficult for us. We're a logistics company so when you consider that 2/3 of the world is within an 8-hour flight from here, Dubai made sense. And our office actually sits within the free economic zone in the Jebel Ali area at the far western end of Dubai. It's more than just symbolic,” he added.

#### **The 'trade enablers'**

Working his way through school in France by delivering packages, Condamine takes the business seriously and likened their roles at UPS as “trade enablers” facilitating businesses and help creating jobs in a wide spectrum of industries.

“Global trade is in our veins at UPS – we move 3% of the world's GDP every day so it's only fitting that we come to work every day in a trade hot spot that gives direct access to a market of over 2 billion people. Our job is a big one: We're here to help businesses connect with the many growth opportunities in the region,” said Condamine who has a Master's in Economics from the Université de Reims in 1984.

“You could call us trade enablers, I suppose, as we connect the Middle East to China and wider Asia as well as Europe with what you'll hear more people at UPS refer to as our 'smart global logistics network.' We plug in small companies and can help them scale and grow. And, of course, we work with every size of company right up to the largest of the multinationals.

“Regardless of size, there is something that these companies have in common: They are increasingly seeking growth across borders. You simply can't do that without world-class logistics. UPS's expansion strategy is rooted in helping its customers meet their local, regional and global ambitions.”

Ismet Demirel, UPS Network Development & Procurement Manager, ISMEA, adds growth is very much visible that the company decided to allot one of its 14 newly ordered Boeing 747-8 cargo planes to





## COVER STORY

The new plane would mean a day faster in terms of transporting goods between Dubai and the United States.

"When you ask someone about growth, it's often measured in numbers. So it's actually pretty fun to count growth in airplanes in our business. We have just announced that UPS ordered 14 more Boeing 747-8 cargo jets to provide additional capacity in response to accelerating demand for our air services," Demirel shared. "I couldn't be happier to say that one of these planes – the biggest that UPS has ever flown – has just been allocated to a new daily non-stop flight to Dubai from the U.S. – this is in addition to a flight to Dubai that comes out of our European hub in Germany. The new flight comes from Worldport, our global air hub in Louisville, Kentucky straight to Dubai."

The UPS executive said this would mean faster service for their customers in the region which would help them realize more business.

**"That's exciting for us because we have new planes coming into our fleet. But it's much more interesting to our customers spanning from North and South America whose goods can now reach the UAE an entire day faster. Global trade waits for no one, as our customers know. So we're already helping customers reach this high growth region more quickly for amazing B2B opportunities that come from serving businesses here in full expansion mode,"** said Demirel.



Elsewhere in the region, Demirel shared UPS also inaugurated a new airside facility at the Mohammed V International Airport in Casablanca in Morocco where it also launched a chartered flight dedicated to UPS volume from the company's European hub in Germany to Morocco.

"Here again, we are improving time-in-transit by 24 hours. Morocco serves as a gateway to Africa for Europe to reach 1 billion consumers – that's 60 percent of the world's GDP. Improvement and expansion of our smart global logistics network remains a strategic focus for UPS's and our customers' growth," explained Demirel.

#### Expo 2020 Logistics Partner

With billions invested in new infrastructure in the UAE in recent years in anticipation of the more than 20 million tourists expected to flock to Dubai in less than two years for the much awaited Expo 2020, a reliable way of moving things on time and efficiently are crucial in making the six-month event an unforgettable experience for participants who will

stay and visit the country.

UPS knows that too well and it had since agreed to become the event's official logistics partner.

The UPS President for ISMEA described the upcoming event as having complex logistics projects but one that UPS is familiar with having participated in several high profile global events in the past.

"With more than 180 countries participating and millions of people visiting, Expo 2020 will be one of the most complex logistics projects UPS has tackled, encouraging it to rely on expertise gained as logistics sponsor in the 2012 Olympic Games in London and the 2008 Olympic Games in Beijing. An undertaking of this scale and sophistication requires a next generation network that is smart, efficient and integrated," said Conamide.

"UPS is proud to share Expo 2020's vision; "Connecting Minds, Creating the Future," and three pillars: Sustainability, Opportunity and Mobility. For example, we have more than a decade of experience in solar energy and about a year ago





announced plans to increase our investment in solar power, starting with at least eight UPS facilities in the U.S. We are passionate about adopting alternative fuel for our fleet, including hybrid and electric vehicles. Additionally, we have immense experience in enabling commerce around the globe, connecting and serving 220 countries and territories, which allows us to play a key role in the theme of mobility," he stressed.

Fast forward after Expo 2020, the UPS executive disclosed the company has bigger plans to make the UAE's vision of business connectivity going.

**"We are excited to play a key role in connecting people, goods and ideas, and providing easier access to markets, knowledge and innovation through its partnership with Expo 2020 that will last long after April 2021. We share a vision with the UAE of what the logistics of tomorrow will look like and are honored to be on the front line of change,"** he said.

"I spoke about the past but let me tell you about the future: We plan to expand our presence in the region by establishing capacity, technology and staff capabilities to serve customers shipping to and through Dubai - well after Expo 2020 sees its last visitors. We certainly share Expo 2020 Dubai's views on sustainability and will contribute to the legacy of this historical undertaking by continuing to plan for the future," he noted.



Jean-François Condamine

***Jean-François Condamine, the President of UPS Indian Subcontinent, Middle East, and Africa (ISMEA) region, is highly regarded for his astute business acumen and concern for people who run the establishment.***

When UPS tapped him in 1990 to restructure Prost Transportation which the firm acquired, he managed to grow it to 61 offices across France securing jobs for 2,000 more people.

In 2013, the French executive was again tapped to take on another challenge—to lead UPS's headquarters in the region in Dubai. Today, UPS ISMEA deals with 70 high-growth markets dispatching as many as 42 brown tail planes out of Dubai to different countries in the region.

Condamine shares more of his insights with Air Cargo Update in an email interview.

**What were some of the challenges you encountered when you first set up UPS here?**

The ISMEA region has long been a key market for UPS and eyed carefully for expansion. I mentioned that UPS was first established in the region in 1989, setting up in Nigeria and India. Back in 2013 when we designated Dubai as the new regional headquarters, the big challenge UPS faced when we

initially moved into this part of the world was the size of the region. This is a big region for UPS. We had to bridge time zones, cultures, distances and languages over such a large landscape. We have rapidly expanded and cemented our presence in Africa by implementing a "4 corners" strategy to ensure seamless coverage across the continent. This is important for customers who expect us to meet their needs by providing UPS's level of service over a wide area.

We have achieved this by strengthening our partnerships with leading logistics providers to operate a comprehensive network of Authorized Service Contractors. We are able to combine UPS's global reach with expert local knowledge. Today, UPS serves 104 airports in ISMEA and operates 42 UPS brown tail flights per week through Dubai International airport. I think Dubai's reputation as a key node in the global trade game is pretty well cemented!

While setting up in the region UPS also needed to actively focus on integrating markets and employees across this large landscape. We quickly leveraged the company's "One UPS, One World" initiative to make connections and drive the development of a comprehensive enterprise-wide diversity and



## COVER STORY

inclusion strategy. It has helped us to focus on aligning our many capabilities and investments in human capital. UPS is an organization that embraces and celebrates diversity. We use this combined strength to expand our employees' professional networks to help them develop new skills to serve different parts of the business.

**Please tell us more about the types of services that you provide in the UAE and the Middle East in general.**

We are happy to recently announce the latest expansion UPS Worldwide Express™ package service to reach 124 countries and territories – including Gulf Cooperation Council (GCC) countries. The service provides an earlier delivery option for customers to more locations, which comprise nearly 96% of the global gross domestic product and 93% of real imports. UPS now reaches more countries and territories with express midday than any other carrier.

UPS's Worldwide Express service will contribute significantly to the e-commerce market in the GCC countries, which is expected to grow to \$20 billion (Dh73.4 billion) by 2020. This announcement follows the expansion in 2017 of our popular UPS Worldwide Express Freight™ service to nine new countries, including Bahrain, Bangladesh, Kuwait, Malta, Morocco, Pakistan, Sri Lanka, and Tunisia. The service is now offered in 66 origins and 64 destination countries and territories.

But at UPS, we go further than helping our customers stay head in the global trade arena. By being based in Dubai, a world humanitarian hub, we have the opportunity to continue demonstrating a real commitment to the communities we



serve by delivering aid during humanitarian crisis in the region.

From the UAE, UPS has assisted Syrian refugees and victims from the Nepal and Haiti. We worked with partner organizations to provide relief supplies and logistics support after the devastating earthquake and hurricane. Also, through UPS's partnership with the International Humanitarian City (IHC) in Dubai, we convene dialogue around pandemic preparedness. We are constantly looking for innovative ways to enhance humanitarian logistics to help save lives. UPS has also partnered with Gavi the Vaccine Alliance and Zipline to deliver an operational lifesaving drone program that will distribute blood supplies in remote areas of Rwanda, a "world first". If we can make life-saving blood deliveries in challenging conditions posed by the Rwandan countryside, we can help customers anywhere. It's truly a virtuous circle of learning and application of acquired expertise. It's also the right thing to do.

**How many offices and employees do you have in the UAE right now and what's the possibility of them increasing in the future? Please**

**elaborate.**

A company cannot be successful without a strong and collaborative culture. We at UPS ISMEA are part of a global workforce of 454,000 employees. We count around 2,175 employees working in our owned entities in ISMEA. These people are extremely passionate about collaborating to solve customers' challenges. UPS's success is as much about its human network as its smart global logistics network.

In the UAE specifically, UPS has over 500 dedicated employees who ensure the hub of UPS's ISMEA operations runs smoothly and efficiently. As we embark on the exciting journey of being Expo 2020's Official Logistics Partner, we plan to expand our presence in the country and region by establishing capacity, technology and staff capabilities to serve customers shipping to and through Dubai. UPS expects to provide a team of up to 1,000 employees during the undertaking. Keep your eyes on us, Expo 2020 Dubai and the other companies involved in this historic undertaking.

**Is UPS planning to expand its presence in the Middle East? Why or why not?**



We are expanding. Our role as Expo 2020's Official Logistics Partner is already allowing us to further establish Dubai and its neighboring countries as a transportation hub for global commerce connecting trade from all corners of the Middle East to China, Africa, Europe and the U.S. And Ismet mentioned the new around-the-world flight helping to expand capacity for customers.

The UAE remains a growth market for international companies over the medium and long-term as a result of its focus on advanced industries and knowledge economy sectors, particularly technology, water, aerospace, health care, transport, renewable energy and education. UPS continues to invest its capabilities to expand its footprint in the Middle East and support trade with other regions such as Africa, India, Asia and the Americas.

UPS's expansion strategy is rooted in helping its customers meet their

local, regional and global ambitions. The new route, establishing UAE as the U.S.' largest export destination in the Middle East, is in line with great growth potential for companies wishing to better access the UAE as its economy grows. Not only they can ship to key destinations in the region faster than ever, but this flight is operated with one of UPS's new Boeing 747-8F aircraft with 50 percent more capacity than before, ensuring space for customers' shipments. UPS's smart global logistics network, which carries three percent of the world's GDP every day, constantly evolves to service increasing international trade demands.

**What are your concerns as far as the region is concerned?**

I come to the office every day and want the best for my people so that they can do their best to help our customers. If you are able to focus on the important parts of the business –

our people and our customers – you are already well poised to stay ahead of customer needs in a constantly changing market. The Middle East region is a global hub for logistics, and while broader macroeconomic factors may potentially soften demand in some areas, we are bullish on the region – and see plenty of opportunity for economic growth.

The logistics landscape is constantly changing, especially in this region. Staying ahead of the trend, we are globally exploring cutting-edge technologies such as drones and autonomous vehicles, and using alternative fuels to move goods faster, safer and greener. UPS works hard every day to meet the needs of customers in the e-commerce retail, high-tech, industrial manufacturing, automotive and healthcare industries. We're in a great industry space and UPS is well-positioned to enable and capture the opportunities presented.





# Fuel economy

crucial to *air cargo's*  
sustainable future

The fuel economy of international flights is even lower, 0.27 mpg, due to heavier jets. Yet, these numbers represent significant improvements since 2000, when US domestic fuel economy was 40% lower and international fuel economy was 12% lower.



**When considering that airplanes carry large numbers of passengers across large distances, the fuel economy per capita becomes more reasonable. Air travel currently accounts for about 2-3% of global CO2 emission, but emissions may to grow 500% by 2050 due to rapid increase in air travel. Fuel accounts for the airline industry's major expense, constituting about 40% of operation costs.**

**C**ommercial air travel underpins the modern global economy, but at no small cost to the environment, with airplanes recognized as a major contributor to global climate change. In 2012, commercial aircraft emitted about 700 million metric tons of carbon dioxide (CO2) worldwide. If commercial aviation was counted as a country, it would rank 7th after Germany in terms of CO2 emissions, experts said. Aviation fuel use and CO2 emissions,

including those attributable to military and general aviation, quadrupled between 1960 and 2006, and are on pace to triple again by 2050, a time by which many developed countries hope to reduce their emissions by up to 80%, various studies showed.

The fuel economy of air travel may sound dreadful when compared to ground vehicle performances. Whereas hybrid cars can achieve 50 mpg and pick-up trucks average around 20 mpg, the fuel economy of US domestic airliners averages 0.54 aircraft miles/gallon.

The fuel economy of international flights is even lower, 0.27 mpg, due to heavier jets. Yet, these numbers represent significant improvements since 2000, when US domestic fuel economy was 40% lower and international fuel economy was 12% lower.

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FEATURE

**A320neo**  
Unbeatable fuel efficiency

**Lufthansa**  
**First to fly**  
the A320neo



The Lufthansa Group: Airbus' largest airline customer and operator with 582 orders

**116**  
Lufthansa Group A320neo Family orders

Lufthansa Group & Airbus Partners for **40 years**

**Airbus A320neo key figures**

The market leader

**60%** Market share A320neo vs 737 MAX

**+75** Customers

**+4,400** Orders

Unbeatable economics

**-15%** Fuel consumption\*

**-5%** Lower airframe maintenance costs\*

**A320neo Family**

A319neo A320neo A321neo

\*Compared to previous generation aircraft

**Best environmental performance**

**-50%**

Nearly 50% reduction in noise footprint\*

**CO<sub>2</sub> -5000t**

5,000 tonnes less CO<sub>2</sub> emissions per year per aircraft\*

**NO<sub>x</sub> -50%**

NO<sub>x</sub> emissions 50% below current industry standard

40% of operation costs.

The US airline industry spent \$47.3 billion on jet fuel in 2012, prompting aircraft manufacturers to search for transformative innovations that will heavily improve their fuel economy.

Many of these innovations could dwarf the improvements made in Boeing 787 Dreamliner, currently the world's most fuel-efficient airplane. The composite materials used for the airplane skin and the application of batteries to run airplane electronics drive the 787's improved fuel economy.

Air Cargo Update interviewed Georgi Mitov, director product marketing, Honeywell's Go Direct Flight Efficiency solutions and with Bettina Jansen, Lufthansa Cargo Head of Environmental Management to

discuss why fuel economy is necessary for the stability of the air cargo industry.

**Stability of the air cargo industry**

With fuel an important contributor to overall airline operating costs, aircraft and engine manufacturers have an incentive to improve the fuel efficiency of their products, thus, reducing CO2 emissions.

"Fuel costs are one of the aviation industry's largest expenses, making up approximately 20-40 percent of total costs for an airline. Ensuring aircraft are running as efficiently as possible with the fuel they use can help maintain stability in the cargo industry. This helps reduce the amount of capital spent on each flight, and these cost savings can subsequently be reinvested back into

the business," said Mitov.

Burning any amount of fuel has an impact on the environment, but by using fuel efficiency software, Honeywell can determine where an aircraft can make changes to their routes to be more fuel efficient, requiring less fuel to make the same trip. Deploying a strategic plan to decrease usage results in a lessened impact on the environment through decreased emissions and using less fuel to reach destinations.

By 2020, Lufthansa Cargo seeks to reduce specific carbon emissions by 25 percent based on the level for 2005. This goal is to be met by all kinds of operational and technical measures.

One of these measures is their OMEGA software (Ops Monitor and Efficiency Gap Analyzer). It collects real data directly from the aircraft and in large quantities. For each flight, it gathers 20,000 lines of data multiplied by 80 parameters.

Lufthansa Cargo's Bettina Jansen says: "With OMEGA, we are seeking to identify patterns within the generated big data that can assist pilots in finding the most efficient route. By comparing projected, actual and optimal values, it provides key information for reducing fuel consumption and CO2 emissions. Pilots can use the analysis to optimally prepare for a flight and identify any possible deviations from the plan early on."

Software specialist Aviaso together with Lufthansa developed the software. Special applications have been added for Lufthansa Cargo such as in the area of trim evaluation.

Last year, Lufthansa received the German Aviation Innovation Award in the Emissions Reduction category for the OMEGA tool. Lufthansa's cargo arm was also named one of two runners-up in the 'CO2 avoidance as a contribution to climate protection' category with its "OMEGA – using big data to reduce CO2" project.

**Energy sustainability**

About one quarter of oil imported costs the global economy roughly \$116 billion in 2014, experts said.





Most of the world's oil reserves are concentrated in the Middle East, and about 73% are controlled by Organization of the Petroleum Exporting Countries (OPEC) members.

"By analyzing fuel consumption and determining better, more efficient ways to fly, operators are reducing fuel costs because they are using less fuel on traditional routes. Less fuel consumption means that the stocks of fuel that operators have can last longer, which helps sustain the component parts of fuel, particularly oil, which is a volatile commodity in today's market."

**"By analyzing all the data that relates to a flight it is possible to extract patterns and trends that impact the efficiency of a flight. Operators can then focus on negating those impacts to drive efficiencies."**

With its wide-ranging catalogue of measures aimed at reducing its freighter fleet's CO2 emissions, Lufthansa Cargo has made it possible for its customers to lower the annual CO2 emissions relating to their shipments – and namely by 1.35 percent per year on average since 2005.

To take an example, a five-ton shipment from Frankfurt to New York would have generated 17.03 tons of CO2 in the Lufthansa Cargo freighter network in 2005. By 2015, the level of emissions for the same weight on the same route had been reduced by 2.28 tons of CO2 to 14.74 tons.

In the first year of OMEGA, Lufthansa Cargo already implemented a handful of additional measures for further reducing CO2 emissions per transported tons, totaling over 10,000 tons of CO2 per year. Another dozen or more specific and very promising ideas are currently being investigated and evaluated.

#### **Big Data & Analysis**

Digital transformation is forcing businesses of all stripes to rethink

what their customers value and how to meet those needs. The real time analysis of big data is a technological innovation, as it can provide new ways of thinking about issues and identifying opportunities.

"By analyzing all the data that relates to a flight it is possible to extract patterns and trends that impact the efficiency of a flight. Operators can then focus on negating those impacts to drive efficiencies."

Honeywell's GoDirect Fuel Efficiency software collects information from various sources on the ground and from the aircraft itself.

Typical sources for data are Flight Schedule System, Flight Planning System, data recorded during the flight (QAR data), weather data, weight and balance data, fuel uplifts data. The GoDirect Fuel Efficiency software can be configured to take advantage of multiple data sources within the airline, which provide efficiency, related data.

"The GoDirect Fuel Efficiency software has several features specifically designed to address needs of cargo airlines. For example, for cargo operations, having detailed information about load distribution by cargo compartments and load index positions, can be used to identify further efficiency opportunities related to lateral or longitudinal balance of the aircraft," explained Mitov.

With Big data's new tools, the cargo industry actually uses the huge mass of data more intelligently. They fetch the data, analyze and then offer something valuable back to the customer so they can make decisions in the field to improve efficiency and save money. Data is used to make real, tangible improvements to the services we offered to the clients.

"Nowadays, a single flight produces terabytes of data and millions of data points, which should be analyzed for the purposes of accurate efficiency analysis. Data analytics is an obvious strategy to use in this instance because of the quantity and quality of the data available," Mitov noted.

#### **Impact of oil prices**

As with any industry consuming considerable amounts of fuel, the fluctuating price of oil can have an adverse effect on costs, particularly air cargo, which has to fly long haul frequently.

However, with fuel efficiency software, there is an opportunity to plan ahead and use the solution to make the most of the situation, according to Honeywell.

"Fuel purchase is very complex process, which we don't influence. We help airlines reduce the amount of fuel spent, but we don't deal with the fuel purchasing / hedging / etc," Mitov said.

Deploying fuel efficiency strategies is a great way for operators to take control of their fuel consumption and boost savings as a result. Besides supporting fuel efficiency initiatives within the airline, the GoDirect Fuel Efficiency software serves as a flight data analytics platform which supports the decision-making process in variety of situations.

"Given the fact that fuel costs are 20-40% of the operational expenses – yes, the fuel efficiency has direct impact on the operational cost".

#### **Major changes required**

A welcome change in the aviation industry would be the standardization of the interfaces for collecting data produced during flight. Having a standard data bus, which provides all efficiency related data, would be highly beneficial for the industry.

Deploying the latest technology in any setting means that you have the most up-to-date features, software and capabilities to improve efficiency. Newer technologies have also a better ROI, due to lower maintenance and support costs associated with it.

"The GoDirect Fuel Efficiency is a pure software solution which doesn't require any aircraft modifications or reconfigurations. The only necessary change is for operators to deploy the software necessary to make the analyses. This is a huge benefit, as no major installations will be required to update the fleets," concludes Mitov.



# AIR CARGO INDIA 2018

**Connectivity,  
collaboration  
&  
cargo  
growth**

The 7th edition of the international biennial air cargo event "Air Cargo India 2018" yielded to enhancing collaboration and connectivity between the many stakeholders to take air cargo growth in India to the next level.

The Government of India has set the ball rolling as regards creating an eco-system for air cargo growth and it is now the turn of the industry to capitalise on the policies that have been announced.

The three-day event, which attracted freight

forwarders, airlines, airports, integrators, among others, was a success in setting forth the agenda for the future. The Economic Advisor of the Ministry of Civil Aviation, Government of India, Vandana Aggarwal, besides delivering the keynote address, actively participated in the panel discussions.

The government had earmarked Rs. 88,000 crores for capital projects at airports and this included air cargo infrastructure.



### Seven actionable initiatives

Aggarwal outlined the seven actionable initiatives that India has formulated and they include 1) Creating trans-shipment hubs (working with Delhi International Airport Limited – DIAL and Mumbai International Airport Limited – MIAL; 2) Extending regional connectivity for freighters under UDAN (Ude Desh ka Aam Nagrik – the common man will fly) scheme; 3) Modular development of e-cargo platform (contracting, booking portal with access to GST payment); 4) Air-road connectivity in the name of Vahana Sarathi; 5) a digital platform; 6) a frictionless data interchange promoted by blockchain; and 7) a grievances platform similar to 'AirSeva'.

### Reducing logistics cost

The ambitious program aimed at bringing down logistics cost to 9 percent of GDP by 2022. It's currently pegged at 14 percent and if the cost was brought down, India could save up to \$50 billion, thereby, making domestic goods more competitive in global markets.

With investments coming into the sector and manufacturing getting a boost, the cargo and logistics industry is likely to clock a compounded annual growth rate of about 16 percent during the course of the next few years, still behind the air passenger segment which is doing over 20 percent.

Efforts were on to improve the

ranking of the logistics performance index (LPI) from 35 to 15 by 2020. Similarly, the plan was job creation in the sector, increasing it to 40 million by 2020 from the present 20 million.

### Paperless regulatory environment

Aggarwal said the government is keen on promoting a paperless regulatory environment and reduce cargo release time. The plan is to bring down to 3 days in sea and 2 in air for imports and to 2 days for sea and 1 day in air for exports.

Mumbai and Delhi airports are clearing cargo in about 2 hours and other airports could bring this down if they set their mind to it. As regards e-airway bills, she pointed out that India was doing better than the world average while Chennai airport under the jurisdiction of the Airports Authority of India was way ahead of many world airports.

Agreeing that a lot had to be done to improve air cargo growth, Aggarwal said India's air trade to GDP ratio had doubled from 4 percent to 8 percent in the last decade. The government had earmarked Rs. 88,000 crores for capital projects at airports and this included air cargo infrastructure.

Aggarwal asked the air cargo industry and the freight forwarders to let the government know how they can collaborate to sustain better business.

### Collaboration is key

Acknowledging the efforts of the Indian government, the Global Head

of Cargo, International Air Transport Association (IATA), Glyn Hughes, said: "It is always encouraging to listen to a government with a plan."

In terms of GDP growth, India is turning out impressive figures and exports are expected to get further boost. However, he underscored the importance of collaboration between supply chain as well as industry and government to not only improve infrastructure but also efficiencies in operation. Hughes was the moderator in the panel discussion on "Charting a new flight path for Indian air cargo as a global destination."

Keku Gazder, CEO of AAI Cargo Logistics & Allied Services (AAICLAS), said air cargo growth in India had been impressive with over 6 million tons of cargo carried in 2017 and in 2018 it was likely to touch 18 percent growth.

AAICLAS, he said, was working with the Civil Aviation Ministry to develop the concept of transshipment hubs and also in digitisation of processes. The plan was to rationalise space at airports and the Common User Domestic Cargo Terminal (CUDCT) was at it, to help improve efficiencies and reduce dwell-time of cargo.

Dheeraj Kohli, Vice President and Global Lead of Travel and Transportation, UNISYS, said in the present times, companies require the backbone of data to move ahead. Predictability of shipment was critical. He mentioned how UNISYS had introduced a unique product – pet travel chip – to help move pets from one location to another, even while the pet owner could track and even have a video chat with his or her pet.

### Underutilised belly capacity

Hemanth D.P, Chief Operating Officer, Cargo & Head, Asia Pacific Flying School, GMR Airport, called for exploiting the underutilised belly capacity of airlines and that domestic air cargo needed a big push.

While Manoj Singh, Senior Vice President and Head of Cargo, MIAL,





## FEATURE



was of the view that there would be a shift from narrow body aircraft to wide body as a few of the metro airports had already reached the saturation point. This would translate to more belly space for cargo.

MIAL, he said, would have an exclusive export pharmaceutical terminal in the next seven to eight months. Also MIAL had innovated 'cool dolly', a product that would be a game-changer for the pharma sector. The prototype is ready and MIAL would go in for mass production, bringing down costs considerably. The temperature controlled pharma transport vehicle on tarmac would be ready by March end.

#### Lessons from China

Dr. Alexis Von Hoensbroech, CEO of Lufthansa Cargo AG, stated that India is an important market for Lufthansa which had 65 weekly flights into India across six destinations, besides 10 weekly freighter departures.

In 2017, the growth was good and the company expected 2018 to be positive as well with introduction of larger aircraft into the market. However, there were many infrastructural and procedural challenges in India which did not augur well for improving 'ease of doing business'.

There were lessons to be learnt from China which at one point of time was

slightly ahead of India but now the former has become bigger by five times, thanks to the booming manufacturing sector.

India's value of exports is equivalent to six weeks of output of China, indicating the latter's scale. With 'Make in India' the country should get its infrastructure in place and improve efficiencies. Indian bureaucracy was slowing down cargo and economic growth. He said as Chinese workforce was becoming expensive, it was time for India to turn itself into a work-bench

Russi Batliwala, CEO of Chapman Freeborn Group, said freighter flights into India has become easier than in 2006 as the restrictions on Indian air space have been removed.

However, he remains sceptical for fast air cargo growth with many challenges still needed to be addressed. He cautioned the air cargo industry not to go the European way as it floundered in the fourth quarter of 2017 not having a "Plan B" to handle huge fluctuations in air cargo movement.

#### Digitisation of the supply chain

In the panel discussion on 'Facilitating global trade – how air cargo is making it happen'— the Director of Business Development Cargo, Amsterdam Airport Schiphol, Bart Pouwels, navigated the discussion towards

three key aspects of cargo movement – reliability, transparency and predictability.

Underscoring the importance of collaboration in the supply chain, he suggested quicker digitisation of the chain. Expressing similar argument, Rainer Mueller, Vice President Commercial Saudia Cargo, said not much had been achieved with regard to data flow and reducing total transportation time.

Global carriers, he said, need to take the lead by offering solutions to the e-commerce industry which has been growing rapidly and is in need of quick and innovative solutions.

Justin Carr, Vice President Cargo Etihad Airways, said there is a need for standardisation in the airline industry and also greater collaboration. On similar lines, Adrien Thominet, CEO of ECS Group, emphasised that communication is the key, noting that a lot of progress had been made on the passenger side to ensure seamless connectivity but not for the cargo community.

Most of the speakers and attendees at the event were gung-ho about the prospects, in light of many emerging markets putting in place infrastructure and opening up their economies. It is now up to the air cargo industry how to get its act right, using data analytics and above all, collaborating with different partners.

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*By 2027, it's expected that there will be more than 35,000 operational in-service commercial aircraft, of which 58 percent will be new-generation aircraft, designed and built post-2000.*





**W**ith 600 aircraft of its own, the American multinational courier delivery services company FedEx is like a major airline with a bunch of planes to maintain.

But since its establishment in 1971, the company has branched out to offer different services related to the aviation industry and logistics so much that it's already considered an expert when it comes to research forecast and market analysis.

Jack Muhs, Regional President of FedEx Express Middle East, Indian Subcontinent and Africa (MEISA), told Air Cargo Update the maintenance repair and overhaul (MRO) industry continues to be an important component of the aviation industry with aircraft continuously being replaced by newer models.

In less than 10 years, close to 60 percent of commercial aircraft flying will have more reliability, data collection and measurement tools that can provide advanced prognostics about the planes.

"By 2027, it's expected that there will be more than 35,000 operational in-service commercial aircraft, of which 58 per cent will be new-generation aircraft, designed and built post-2000," said Muhs who is based in Dubai.

Muhs leads more than 11,000 FedEx Express and TNT team members and is responsible for providing the strategic direction for the region.

Prior to his appointment in MEISA, Muhs served as President and CEO of FedEx Trade Networks, which specializes in air and ocean freight forwarding, customs brokerage and international trade facilitation solutions.

He also previously served as senior vice president of U.S. international, global planning, engineering, and trade services for FedEx Express, where he was responsible for the

company's U.S. export business, as well as the planning and engineering of the FedEx Express global network.

Read on the rest of his insights on **Air Cargo Update's** exclusive interview with Muhs who since joining FedEx in 1984 served as managing director of global operations control; became vice president of global network planning and operations control in 1998; and was bestowed four times the FedEx Five Star Award, the company's highest award for individual leadership and contribution.

**As far as FedEx® Aerospace Solutions is concerned, how big is the UAE as a market and as a jumping point to reach other clients in the Middle East and North Africa?**

The UAE is witnessing a growing aerospace manufacturing industry. It is also home to four airlines, of which two are major passenger carriers that operate a fleet of almost 400 aircraft combined. As aircraft fleets in the UAE and the wider region develop in response to consumer demand, and as the aerospace manufacturing industry continues to mature, the requirements for tailored solutions will also continue to grow.

FedEx Express chose the UAE as its headquarters and gateway for its Middle East and Africa operations more than 25 years ago, as the country's convenient location provides access to markets in the East, West, and Africa.

Through the global FedEx air and ground network, our aerospace customers have access to more than 220 countries and territories.

The central location and connectivity through Dubai assists us in providing round-the-clock services to our aerospace customers. Aircraft on Ground situations can happen anywhere and at any time. An aircraft unable to fly is very costly for the owner, particularly if it happens to be a commercial airline, and resolving



**Jack Muhs, Regional President of FedEx Express MEISA**

the situation as quickly as possible is essential.

Amongst the many services we offer, FedEx can ship aircraft components and other non-standard goods from North America to the UAE quickly and reliably.

**Can you please give us a brief overview of FedEx® Aerospace Solutions' capabilities and its adaptability to meet challenges in delivering vital parts needed in an aircraft?**

**SenseAware in particular has revolutionized logistics. It sends data from a shipment in near real-time to a powerful online application for monitoring and analysis. This gives FedEx and our customers complete visibility on a shipment at all times, including critical details such as the temperature, light exposure, humidity levels, and barometric pressure that the shipment experiences, as well as its location.**

FedEx has a proud heritage with more than 40 years of operations and innovation, and the FedEx®



## FEATURE



Aerospace Solutions draws on our experience to provide services that make a difference to our aerospace customers.

FedEx® Aerospace Solutions is a portfolio of customizable services designed to address the express transportation and logistics requirements of the region's growing aviation industry. This solution meets the time-sensitive demands of acquiring components to manufacture, maintain or repair aircraft, and get them back into service.

There are several services within the Aerospace Solutions portfolio that can be combined for a single approach, based on the customer's requirements. For example, an Aircraft on Ground (AOG) needs a part urgently in order to get the aircraft flying again. Time is of the essence, as the longer a plane is grounded, the more money its owner loses – particularly in the case of commercial airlines. FedEx will work with the aircraft owner to have a solution tailored to their

requirements, to ensure the required part gets to them as soon as possible.

Our Aircraft on Ground services include Next Flight Out, where FedEx organizes urgent air transport with a combination of the best available flight, collection and delivery services, and On-Board Courier, where a FedEx Express courier travels with the required part, supported by our special services experts. We can even charter a flight to manage the entire process from aircraft selection to delivery – an ideal solution if oversized or super-time critical parts are required. FedEx also offers airside deliveries, to take critical shipments directly to our customers' facility within hours of it landing.

The process is monitored from start to finish by a team of our aerospace specialists, who can proactively address any potential obstructions in the shipment's journey – because when timing is everything, even the smallest delays can be costly.

**We all know FedEx is big in the**

**industry. But for the record can you tell us its advantages over its competitors when it comes to aerospace solutions?**

FedEx Express invented express distribution. We have more than four decades of global experience behind us, and over 25 years of experience and service to and from the Middle East. FedEx provides access and connects markets that comprise more than 90% of the world's GDP, in an average of one to three business days.

We are constantly innovating to ensure that we can provide the highest level of experience to our customers. Our exceptional global network connectivity, wide range of customizable service offerings, and our dedicated people are our strengths.

FedEx differentiates itself by offering our customers business flexibility and speed to market using services such as our 'next day service' to the GCC, Americas and Europe, while offering 24/7 customer service and



Money Back Guarantee for shipments delivered past the committed date. We also provide our customers with innovative solutions, online technology and automation tools that facilitate their shipping process and enhance their experience.

An example of this is the SenseAwareSM device we offer our customers. SenseAwareSM is a multi-sensor device that collects and transmits data from inside packages, pallets, trailers, and warehouses, using wireless communication.

The data is available in near real-time, giving our customers a bird's eye view of their shipment, including location and other parameters such as temperature, light, humidity, and more. The parts shipped using FedEx® Aerospace Solutions can be very expensive, and SenseAwareSM provides our customers with peace of mind by giving them a complete overview of the status of their shipment at any given time.

**Please share with us 1 or 2 incidents wherein FedEx saved the day for an airline or aviation client and its impact to its business in general.**

While we can't share details of specific examples for confidentiality purposes, our customers tell us that the timely delivery of replacement parts is crucial to them, and to companies in the aerospace industry.

An AOG situation can cost tens of thousands of dollars a day, and if a passenger aircraft is ground, it would require passengers scheduled on the flight to be either rerouted via alternative flights or airlines, or face time delays waiting for a replacement aircraft to arrive. The faster an airline can get a replacement part, the less the impact a mechanical malfunction can have. Quick resolutions can help save both reputation and costs.

**As an expert in this type of industry, what is your general forecast for the need for MRO among freight carriers over the next decade?**

**The maintenance, repair and overhaul (MRO) industry as we know it will evolve in the next 10 years. Aircraft are continuously being replaced by newer models. By 2027, it's expected that there will be more than 35,000 operational in-service commercial aircraft, of which 58 per cent will be new-generation aircraft, designed and built post-2000. These new aircraft offer improved reliability, with data collection and measurement tools that can provide data and advanced prognostics about the aircraft. This should enable operators to sidestep unexpected AOG situations by taking preventative action and scheduling maintenance.**

With a fleet of more than 600 of our own aircraft, we understand first-hand not only how the aerospace industry is changing, but how MRO requirements are evolving. Innovation is in the FedEx DNA, and we are continuously developing our portfolio to deliver the quality of service our customers expect from us, no matter what their shipping requirements are.

**How is technology changing the way things were for the MRO industry? Can you tell us more about FedEx's SenseAwareSM product and its many uses? Please explain to us how SenseAwareSM technology can help companies save resources and further grow their business.**

FedEx services incorporate innovative solutions to provide our customers with an enhanced experience, ranging from online and automated tools, to breakthrough technology such as SenseAwareSM, a multi-sensor device.

SenseAware in particular has revolutionized logistics. It sends data from a shipment in near real-time to a powerful online application for monitoring and analysis. This gives FedEx and our customers complete visibility on a shipment at all times, including critical details such as the temperature, light exposure, humidity levels, and barometric pressure that the shipment experiences, as well as its location.

This makes it an ideal solution for sectors that deal with highly valuable and sensitive goods, such as the healthcare, oil and gas, manufacturing, fashion, and, of course, aerospace industries.

SenseAwareSM can be combined with FedEx® Aerospace Solutions and FedEx Priority Alert® services to provide additional transparency on any critical shipment's journey.

Through our online system, customers receive regular alerts informing them of the current status of their shipment and any possible alerts, such as the package approaching its temperature limit or if it has been opened and exposed to the external environment. This gives customers the opportunity to intervene and control their shipment before reaching its final destination.





## Disruption in action hot topic at LogiSYM Dubai 2018



Panelists, Nadia Abdul Aziz (President, NAFL), Prof. Christopher Abraham (Director, Heriott-Watt University Dubai Campus), Glyn Hughes (Global Head of Cargo, IATA) and moderator, Kim Winter (Global CEO of Logistics Executive Group)

**DUBAI:** Disruptive change and transformative possibilities were tackled extensively at LogiSYM Dubai 2018 where more than 200 leading logistics and supply chain professionals, thought leaders, educators, information architects and practitioners explored trends in the industry.

Held at the Jumeirah Creekside Hotel in Dubai, the event saw disruption in action with an awe-inspiring demonstration of a drone used to deliver roses among female participants during Valentine's Day, the second day of the symposium.

Space Autonomous Drones, the first licensed commercial drone provider in the Middle East, planned the delivery of the roses via drone to illustrate what last mile delivery will look in the future. VP Group, Flower Exchange as well as B2B e-commerce platform Floranow facilitated the delivery of 500 red roses from Kenya to make the showcase possible.

"Indeed, it is no coincidence that LogiSYM Dubai this year fell on Valentine's Day," said Darryl Judd, Conference Chair and COO of

Logistics Executive Group. "In many ways, the day is an annual feat in supply chain excellence, as millions of roses are shipped fresh to arrive in flower shops and doorsteps in record time and perfect condition. The demonstration of last mile delivery via drones is only an illustration of what digitalization has made possible."

Mark Geilenkirchen, CEO of SOHAR Port and Freezone, who was among the keynote speakers, said technological transformations are changing the logistics industry.

Digital disruption, as well as ongoing regional and industry-level transformations, were explored in depth during a number of panels and presentations. Rising disruptors including FarEye and PTV Group in last mile distribution, Air Cargo Book and GO Global in logistics, warehousing and e-commerce and ConsenSys in blockchain, captivated

the audience with engaging presentations on the long-term potential of their digital solutions.

Joe Lombardo, CEO of ESP Consult, summarized this impact in his presentation when he noted, "with all of all of the above, it cannot be 'business as usual'".

Lombardo emphasized the role of



these technologies as tool in the development of "adaptive supply chains" that connect all process transactions, functions and drivers of overall business. "Changes happen because paradigms shift and capabilities change, but to be successful you need transformation," he concluded.



## AIRLINES

## SaudiGulf Airlines launches first international flight



**DUBAI:** SaudiGulf Airlines launched its first international flight out of the Kingdom of Saudi Arabia to Dubai on March 1, the first of many routes as the private carrier dips into the growing Middle East, Europe and Asian aviation markets.

SaudiGulf will operate double daily flights between Dubai and the Saudi capital Riyadh, one of the top 10 city destinations for DXB in terms of traffic with over 1.85 million passengers flying between the two cities in 2017.

The airline will operate its fleet of A320 aircrafts to Dubai offering passengers 16 seats in Business First class and 120 seats in Economy Class.

Samer Majali, SaudiGulf chief executive officer, said the airline flew more than half a million passengers within the kingdom since its launch in 2016, an encouraging number. As a rule, an airline must first fly domestic for a year before it can take on international flights.

Apart from Dubai, SaudiGulf will also launch international flights to four cities in Pakistan where a large number of migrants in KSA hail from. Plans are also being worked out to fly to Europe.

"The successful launch of the airline has witnessed an elevated level of

passengers' satisfaction, and for that we are pleased to announce the start of international operations offering our travelers a boutique experience to Dubai," said

SaudiGulf Airlines is owned by Abdulhadi Al-Qahtani & Sons group of companies (Tariq Al-Qahtani & brothers) and is the second full service national carrier of Saudi Arabia. The company bought four new narrow body A320 aircraft and aims to grow its fleet to 25 aircraft by the end of 2020

Al Naboodah Travel & Tourism Agencies LLC, the travel and tourism business of Al Naboodah Group Enterprises (ANGE), one of the UAE's oldest and most respected family conglomerates, has been selected as the exclusive General Sales Agent (GSA) for SaudiGulf Airlines in the UAE.

"Our recognition as the exclusive GSA in the UAE for SaudiGulf Airlines is testament to our reputation, quality and excellence in both retail and business travel globally. We are delighted to partner with SaudiGulf Airlines to cater to different geographies and together successfully seize market opportunities," said Nasir Jamal Khan, CEO of Al Naboodah Travel & Tourism Agencies.

## Ethiopian links Buenos Aires with Africa



**ADDIS ABABA:** Africa's largest airline group, Ethiopian Airlines, began its five weekly flights to Buenos Aires, Argentina, its 6th gateway to Latin America.

Buenos Aires is the world's capital of Tango, home of centurion old buildings and a vibrant cultural scene. Argentina is one of the largest economies in Latin America and Buenos Aires is the 2nd largest city in South America with a population of over 13 million.

"We are glad to add Buenos Aires, our 6th gateway to the Americas, to our extensive global network. Our new flight to Buenos Aires will provide efficient connections to our network in Asia, the Middle East, and Africa, including Beijing, Shanghai, Seoul, Tokyo, Mumbai, Delhi, Dubai, Beirut, Nairobi, and Cairo," said Group CEO of Ethiopian Airlines Tewolde GebreMariam.

An all women crew maneuvered the inaugural flight on March 8 to the route to mark International Women's Day.



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## AIRPORTS

## Munich Airport and Lufthansa start testing humanoid robot at Terminal 2



**MUNICH:** She is 120 centimeters tall, with sparkling, round eyes and a pleasant voice: Starting today, "Josie Pepper" the robot will be answering questions for passengers in Terminal 2—whether it's for simple directions or a stop at a certain restaurant or shop.

With the rollout of Josie Pepper, Munich Airport and Lufthansa are breaking new ground: It is the first-ever test of a humanoid robot equipped with artificial intelligence at a German airport.

For the next few weeks, Josie Pepper will welcome travelers to the non-public area of Terminal 2, which is jointly operated by Munich Airport and Lufthansa. In her initial deployment, Josie Pepper, who speaks English, will await passengers at the top of the ramp leading to the shuttle connecting the main terminal to the satellite building. This test phase will be used to show whether Josie Pepper is accepted by passengers.

Josie Pepper's "brain" contains a high-

performance processor with a WLAN internet access. This creates a connection to a cloud service where speech is processed, interpreted and linked to the airport data.

**What sets the system apart: When this robot type speaks, it does not just deliver pre-defined texts. With its ability to learn, it answers each question individually. Just like a "real" brain, the system gets steadily better at combining questions with the relevant information to provide more precise replies.**

IBM Watson Internet of Things (IoT) cloud-based, artificial intelligence technologies are behind Josie Pepper's capabilities. Pepper was developed by the French company SoftBank Robotics.

## Abu Dhabi Airports signs MOU with California airport

**ABU DHABI:** The San Bernardino International Airport Authority (SBIAA) and Abu Dhabi Airports signed this month a memorandum of understanding linking Al Bateen Executive Airport with the San Bernardino International Airport in San Bernardino, California, USA.

Abdul Majeed Al Khoori, Acting Chief Executive Officer of Abu Dhabi Airports and Michael Burrows, Executive Director of San Bernardino International Airport Authority, signed the MOU during the Abu Dhabi Air Expo 2018.

The agreement will allow for continuous cooperation and collaboration between both entities to maintain and develop safe, secure, environmentally compatible and efficient air transport system adopting best practices.

Burrows described the deal as an "exciting partnership" which is envisioned to deliver efficient, viable and high quality airports in their respective regions.

Al Bateen Executive Airport, the only exclusive business aviation airport in the Middle East and North Africa (MENA), began commercial operations in 2008 with capacity for up to 90 private jets. Air traffic movements at the airport reached a record 12,000 last year.

San Bernardino International Airport is strategically positioned to meet growing aviation activity including: cargo, business aviation, general aviation, and commercial airlines by providing competitive rates for aviation companies and local businesses looking to stretch their wings and expand their horizons.



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Executive Moments

## FedEx's Binks retiring in June after 35 years

**NEW YORK:** FedEx Corporation (NYSE: FDX) announced David Binks, FedEx Express Europe president and CEO of TNT, is retiring in June after serving the company for 35 years.

Bert Nappier, currently FedEx Express senior vice president of finance – international, will succeed Binks when he steps down while Helena Jansson, a more than 20-year FedEx veteran and native of Sweden, will succeed Nappier.

Binks started with FedEx in 1983 as part of an acquisition in the UK and rose through the ranks leading FedEx Express teams in Europe, the Middle East and Canada. Most recently, he was instrumental in the completion of the company's acquisition of TNT.

Nappier joined FedEx in 2005 and has served in a variety of leadership roles. In addition to leading the international finance organization, he serves as co-chair of the FedEx Integration Leadership Council, where he plays a key role leading our



TNT integration efforts around the world.

"Throughout David's remarkable 35-year-career at FedEx, he has contributed to the growth of our company around the globe," said David L. Cunningham, president and CEO, FedEx Express. "We wish him the best in his retirement, & look forward to continued success in Europe as Bert takes on this critical role."

## FAI Group welcomes airline specialist to executive board



**NUREMBERG:** Germany's largest business jet fleet operator, FAI Group, welcomed renowned international airline turnaround consultant Peter Oncken in its executive board.

With his specialist know-how in business strategy and organization to the company, drawing on his considerable experience, including serving as managing partner of Germany's Intro Aviation, a role he continues, Oncken will work alongside FAI's Group Chairman

Siegfried Axtmann and the senior management team at its Nuremberg headquarters.

Oncken also managed LTU, FlyNext, served as board member at DBA (formerly Deutsche BA) and invested in the ongoing South Korean low-cost carrier project, Aero K, which Intro Aviation advises exclusively.

He was also instrumental in selling business aviation operator Fly Alpha to FAI several years ago and he has kept in touch since.

"When Siegfried asked me for my advice on filling a strategic role to review the whole organization and help handle the next phase of FAI's growth, I thought I would very much like to do this. This is an excellent opportunity to get pro-actively involved in the exciting arena that is business aviation with the leading player in Germany," he said.

## Van Gelder is new secretary general of Pharma.Aero



**BRUSSELS:** Frank Van Gelder was named as the new secretary general of Pharma.Aero as the group shoots for further cross industry collaboration.

Pharma.Aero is a cross-industry collaboration for pharma shippers and CEIV certified cargo communities, airport operators and other air cargo industry stakeholders.

Van Gelder has an extensive experience in senior management positions within the air cargo industry, and specifically in relation to special products such as pharmaceutical products and perishables that he has become an international reference in the industry.

He served in different boards and presented on different international conferences and is considered an expert in the field for the development of business projects, educational training programs, research programs and management of acute time critical processes and logistics in the medical and pharmaceutical field.

"The dynamism and support we see from many different stakeholders strengthens the belief we can really make a difference in the supply chain of life science products in airfreight. We can only do this if we all speak the same language, in which Pharma.Aero already fulfills the crucial role of a reliable facilitator to all our partners and members of today and tomorrow," said Van Gelder.

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## GCC's first vertical farm opens in Dubai



**DUBAI, UAE:** The Gulf Cooperation Council's first commercial vertical farm aimed at enhancing crop production and lowering costs was successfully tested & implemented in Dubai.

Dr. Thani bin Ahmed Al Zeyoudi, UAE Minister of Climate Change and Environment, recently officially inaugurated Badia Farms, the GCC's first commercial vertical farm which uses the latest hydroponic technology and vertical farming techniques, reports the Emirates News Agency WAM.

"Badia Farms is an exceptional example of how the UAE's agricultural industry can thrive while protecting our environment for future

generations. The initiative reflects the nation's commitment to becoming more sustainable and helps us achieve our goal of food security," said Dr. Al Zeyoudi.

He said supporting innovations and latest technologies that enable the agricultural industry to adapt to climate change and ensure food security is one of the main outcomes of the fifth edition of the World Government Summit held in Dubai.

He pointed out that hydroponic technology will be a major contributor to agricultural sustainability and food diversity and security, as it enhances crops production and lowers their cost. This is evident in the successful production

achieved by Badia Farms in a very short time since its inception in December 2017.

Omar Al Jundi, founder and Chief Executive Officer at Badia Farms, said, "Growing crops in the region has always been a challenge due to the hostile climate, and this is where Badia Farms offers a viable solution. Not only can we grow the freshest greens, with no pesticides or chemicals, but we actually do this in the most eco-friendly way possible, using minimal recycled water. This is our way to give back to the UAE and start the new wave of farming in Dubai - the home of innovation."

Using the latest hydroponic technology and vertical farming techniques, the farm produces nutritious and pesticide-free leafy greens without the need for sunlight, soil or chemicals.

The eco-system created by Badia Farms uses 90% less water than open field farming & recycles the water it uses. The farm also combats the carbon footprint of food imports that typically travel an average of 3,000 miles to reach restaurants in Dubai.

The farm produces an extensive range of lettuces, micro-greens, baby leaf herb varieties.

## Mushrooms for survival in Syria



**GHOUTA, SYRIA:** Shops and streets are empty, buildings and houses in ruins, an eerie silence dominates the whole town

seemingly devoid of people who are actually hiding for survival, with only the sound of sporadic gunfire and shelling loudly heard.

The scene may be something you've seen in a Hollywood action movie. But no, this is reality in Ghouta, the once lush agricultural land in Syria, now under siege from the Assad regime trying to purge rebels out of the city of 2 million now left with about 400,000 inhabitants since the 2011 civil war broke.

With food used to wield power over besieged areas and take back rebel-held regions, people are left with very little to eat. Agriculture, food production and raising animals are halted leading to starvation for many survivors.

With severely high rates of famine and malnutrition major problems all over Syria, mycologists and biologists have introduced growing mushrooms as an alternative source of protein.

Thousands of farmers and families across Ghouta were taught how to grow mushrooms inside their houses and were provided free seeds to grow thanks to crowd funding efforts that different NGOs like the Turkey-based Ghiras Al Nahda have initiated.

Mushrooms, which taste like meat and protein-rich, are grown in sacks hanging from ceilings with very little water needed to grow the fungi. They are barely enough but could stave off further deaths out of hunger.

Since the government-led fresh attacks in February, more than 580 people have been killed & humanitarian groups were prevented from delivering aid to Ghouta.





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

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

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

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

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

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

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

2018 MHI Annual Industry  
Report Keynote Panel

**GEORGE W. PREST**  
CEO, MHI

**SCOTT SOPHER**  
Principal, Deloitte  
Consulting LLP

**Wednesday, April 11  
1:00 PM – 2:00 PM**

Why Dirty Jobs Matter



**MIKE ROWE**  
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# Air Cargo India 2018



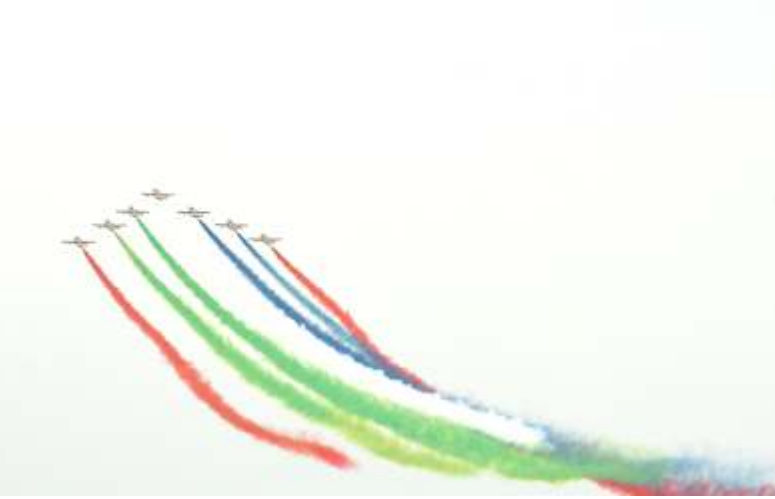


# Mumbai, India | February 20-22, 2018





# Abu Dhabi Air Expo 2018





# Al Bateen Executive Airport, Abu Dhabi | February 26-28, 2018







# UPCOMING EVENTS

air  
cargo  
update



## 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**

**Nov 12-14, 2018**



## Air Cargo Forum 2018 Toronto Toronto, Canada

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

**Metro Toronto Convention Center Toronto, Canada**

**October 16-18, 2018**

## 7th Annual Cargo Facts Asia

With explosive growth in China's e-commerce market and the resulting air express boom, Cargo Facts Asia 2018 is the forum to discuss how the industry can take advantage of this growth to expand business.

Cargo Facts Asia 2018's unique combination of panels and presentations feature the best, brightest, and most innovative executives in the global air cargo industry.

**Shanghai, China**

**April 23-25, 2018**



## 2018 WCA Projects Annual Conference

The 12th Annual WCA Projects Conference will be held at the Grande Elysee Hotel in Hamburg, Germany from 1-3 June, 2018. Hamburg is a major project forwarding market, and organizers expect a big member turnout due to the central location in Europe.

**Hamburg, Germany**

**June 1-3, 2018**

## ITF Summit 2018: Transport Safety and Security

The 2018 Summit on "Transport Safety and Security" will address issues ranging from terrorism and cyber-security to road safety and extreme weather disruption, including the risks and benefits of automated driving. Safety and security are core concerns for transport. A transport system that is safe and secure enables passengers to travel without fear and allows businesses to ship goods reliably and efficiently. Enhancing transport safety and security is also an essential element in the implementation of two major international agreements, the UN Sustainable Development Goals (SDGs) and the Paris Climate Agreement.

**Leipzig, Germany**

**Sept 25-29, 2018**



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