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Adrien Thominet
ECS Group CEO



The Lounge



Nadia Abdul Aziz
President, NAFL-UAE
Vice President, FIATA Extended Board



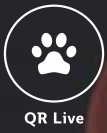
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February sales
volume up 37%



30 India braces for
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EDITORIAL

air
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Monthly: Vol 08 | Issue 04 | No. 62
Middle East, Africa, Asia & beyond

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

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Editor's Note

Twists & turns

In 2016, profit margins were relatively low for most companies in the air freight industry and the supply chain.

Over the next 12 months following that year, the global trade remarkably turned around, growing at 3 percent, the highest since 2011. This generated unprecedented sales volume in different sectors, including the air freight and aviation.

The Luxembourg-based Cargolux Airlines, for instance, publicly reported its net profits after taxes in 2016 totaled only US\$5.5 million but in 2017 it shoot astonishingly to US\$122.3 million. Profits were also reaped in historic proportions among other major freight carriers like LuxairCargo, Lufthansa, Emirates SkyCargo, and so on.

The global economic upturn is forecast to continue this year through 2019 at 3 percent growth rate, according to a United Nations economic report.

Along with the airlines, the profit taking also expanded to the General Sales Agent (GSA) sector.

ECS Group, one of the leading GSA companies globally, is seizing the opportunity to expand its global footprint, breaking new grounds where possible with the help of a highly advanced technological system that ensures seamless process in transporting goods anywhere in the world, investing more on people and all things digital to speed up things.

In this edition, ECS Group CEO Adrien Thominet shares his insights on what the foreseeable future may hold for the industry and how companies are carefully transforming themselves to adopt to what lies ahead in the digital age.

If China, with its 'One Road, One Belt' Silk Road vision, is an economic powerhouse, India is regarded as the "real Eldorado for all technologies development" says Thominet.

With an equally huge domestic market in excess of one billion, India's e-Commerce industry is burgeoning, promising huge potentials.

Technology is also enhancing the process of storing things as we touched on a feature about "smart warehouses" powered by Artificial Intelligence (AI).

These and more news and features in this latest edition of **Air Cargo Update**.

Gemma Q. Casas
Editor-in-Chief

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The LOUNGE

Faith and advocacies empower Emirati entrepreneur in a male-dominated field

Freight and logistics have long been associated with men but in the United Arab Emirates (UAE), women play an equally important role in sustaining and growing these sectors.

Nadia Abdul Aziz, the first female and Emirati president of the National Association of Freight and Logistics (NAFL-UAE), the Arabian Gulf's first national nonprofit organization that brought together in one body all the major players in the freight forwarding, logistics and shipping industries in 1992, says she felt intimidated at first handling the family business—UNASCO, which offers competitive solutions for sea and air freight, trucking and warehousing—but eventually overcame all obstacles.

"I initially felt intimidated. No one took me seriously. I was new and worked so hard to build a reputation through my work experience," recalled Abdul Aziz when she took over the management of UNASCO in 2003.

Today, she's at the helm of protecting the interests of more than 400 companies, all members of the nonprofit group NAFL, leading them to an innovative future where technology is utilized for the common good of all.

"I now feel confident and am always supported by my male colleagues and board members. The role of UAE women positively changing has also helped me and many others to be taken more seriously. We have our top leaders believing in us and empowering all females in the UAE and Dubai so I see no obstacles if we are equipped with the relevant experience/training and attitude," said Abdul Aziz who in 2017 was voted as the Vice President of the Extended Board of FIATA (International Federation of Freight Forwarders), the Geneva-based nonprofit organization representing about 40,000 forwarding and logistics companies in 150 countries.

Abdul Aziz, who has a Bachelor's Degree in Marketing and Advertising from the American University in Dubai with Master's Degree in Business Administration who also studied at London Oxford College and Edinburgh University, said serving NAFL is a national duty she takes to the heart.

"I feel motivated & proud/honored to represent my country to more than 150 countries abroad. I also feel great because I am able to assist foreigners in the UAE to handle their business more smoothly via the association. It's our duty as nationals to help all the people who believe in the UAE."

Air Cargo Update caught up with this busy entrepreneur



Nadia Abdul Aziz

President, National Association of Freight & Logistics (NAFL-UAE)
Vice President, FIATA Extended Board

and leader who starts her day early in the morning spread over her family-owned business, NAFL and other associations she leads.

Her day doesn't end until 1 am. In between, she tries to relax by spending time with her parents, family and friends, watch news and replying to countless emails.

But despite her overly loaded schedule, Abdul Aziz still finds time to pray, mentor, share and inspire.

What would you like to tell women who may be interested in making a career in the logistics industry?

I welcome all of them. We have a WILAT-ME network in the UAE. We have NAFL to support them in training, networking as well as work experience/internships. The sky is the limit and this is a niche yet growing industry. A bright future awaits them if they are serious about a career in logistics. Logistics can be in fashion, health care, electronics, FMCG sectors, food, etc. They can visit me at the NAFL office anytime and I will be more than happy to assist them.

How do you handle stress?

I handle stress through faith and prayers. And if it is work related, I try to delegate tasks so I can finish all my work on time. It's hard, especially, when you're leading more than four organizations that require time and a lot of efforts.

How do you spend your free time?

As I got older, I spend more time with my parents, sisters and grandmother. I also like to spend time with my nieces and nephew. Sometimes, I take them out or treat them to something they really enjoy.

What is your dream holiday?

My dream holiday is to be with friends in a beautiful clean place with great weather and no work. I love Monaco, Maldives, Paris, etc. These are some of my favorite destinations.

What advocacies are dearest to your heart?

Helping orphans by assisting them in securing professional training, career guidance, etc., so that they can be independent and can stand on their own feet. I also love to help distressed women and children with special needs. I always ensure that all my work has CSR in these areas.



Jettainer tests next generation of digital air freight containers



From left: Dr. Holger Schlüter, Associate Director IoT/industry 4.0, Lufthansa Industry Solutions, Arnd Trapp, Director IT & Operations Jettainer & Martin Kraemer, Head of Marketing & PR Jettainer GmbH.

FRANKFURT/HANOVER: With IT experts from Lufthansa Industry Solutions, Jettainer has begun testing digital air freight containers that can register & record shocks and damage as well as temperature changes.

Jettainer, the leading international service partner for outsourced ULD management, said 100 units will be equipped with the new device for the test operation in order to intensively verify functionality and data quality.

"The main objective is for the incoming sensory information to provide reliable information about weather and what kind of damage is present. This allows the following maintenance and repair processes to be better planned and accelerated, which will help to optimize the overall efficiency," the company said in a statement.

Carsten Hernig, Managing Director of Jettainer GmbH, said the project will "enable us to reduce the time and financial expenditure for repair measures."

"With our 90,000 units in use worldwide, this has enormous potential. At the same time, the new containers also increase our ability to identify the originators of the damage. And that helps us to motivate people to implement a more responsible handling of the ULDs," said Hernig.



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Turkish Cargo February sales volume up 37%



ISTANBUL: Turkish Cargo sold 55.614 tons of cargo in February, up 37 percent year-on-year, with special cargo accounting for much of the growth, the company said in a statement.

Turkey's state cargo carrier said it transported 14 tons of special cargo during the period, up by 52 percent. It is highly regarded for its special solutions to cargo transportation operations, providing critical services with highly secured special cargo rooms designed exclusively for different contents and temperatures.

Volumes for perishables and pharmaceuticals that Turkish Cargo shipped also significantly grew in February. As sales volumes grow, so does Turkish Cargo's ranking. It's currently ranked as the 7th top cargo carrier globally based on the analysis of World Air Cargo Data.

Reaching 302 destinations in 121 countries, Turkish Cargo is highly regarded in the industry best known for reasonable prices and efficient service. The company strictly adheres to guidelines provided by IATA (International Air Transport Association) at its cargo terminal, equipped with the encompassing and high-quality security systems, keeping the maximum level of safety and customer satisfaction on its primary focal point.

This year, the company expanded its network to include Taipei (Taiwan), Miami (USA), Toronto (Canada), Zaragoza (Spain), Houston (USA), Bogota (Colombia), Liege, Brussels (Belgium), Muscat (Oman), Mexico City (Mexico) and Vilnius (Lithuania).

It is also exploring adding more routes—Quito (Equator), Karaganda (Kazakhstan), Tokyo (Japan), Navoi (Uzbekistan), Abu Dhabi (UAE), Addis Ababa (Ethiopia) and Misurata (Libya)—by the end of this year.

Latam Cargo expands freight network in Europe

BRUSSELS: Latin America's leading freight company, LATAM Cargo, recently launched direct cargo services between Brussels, Madrid and South America as part of its European expansion project.

The company said the new routes are part of its long-term objective to provide customers with a network that meets their cargo requirements between Europe and South America onboard passenger and freighter aircraft.

It says the decision came in response to the region's growing demand as well as the need to provide alternatives to avoid the rising congestion levels at European airports. Brussels was selected to absorb the high traffic of pharmaceutical products through "PHARMA", a service distinguished by the International Air Transport Association (IATA) with the CEIV certification, which positioned our company as the first airline in the Americas to obtain it.

Latam Cargo, which also plans to carry other kinds of merchandise on its two weekly flights towards the region, said the Madrid market has seen an increase in the transportation of traditional industrial products, as well as other services like parcel delivery, e-commerce and textiles, all of which require expanded capacity and just-in-time logistics.

Although LATAM Cargo already has an extensive belly network across Europe, its commitment to meet its customers' needs led it to inaugurate a freighter-only weekly frequency from Madrid to Sao Paulo, Brazil, and Santiago, Chile. The new service will further consolidate the company's excellent schedule with greater capacity.

Brazilian lime exports get boost with 103 tons shipped to Canada in time for Cinco de Mayo



FORT WORTH, Texas: American Airlines Cargo has undertaken multiple shipments of limes from Brazil to meet demand during the peak growing season, just in time for the Cinco de Mayo holiday, where limes are in high demand.

The cargo carrier said multiple shipments of more than 227,000 pounds (103 tons) of the green citrus fruit have been moved from Brazil to Canada this past month.

To put it in perspective, that's two slices of lime per Torontonians or around 1 million margaritas. And, based on an average diameter of a lime, if you stacked these limes end-to-end, they would reach over 79,000 feet—twice a normal cruising altitude.

In a normal year, the Canadian market sources its lemons and limes from Mexico, but this year, a low harvest has resulted in a much reduced crop. Consumers in the food service industry, notably hotels and restaurants, are now turning to Brazilian limes because production is more reliable and not as susceptible to the weather.

American's nonstop flights between Brazil and the US offer consumers quick and easy access to the tart fruit famous for its use in margaritas and on tacos during the popular Cinco de Mayo celebrations.

Utilizing American's widebody, fuel-efficient Boeing 777-200 and 777-300 equipment, the limes were transported from both Sao Paulo (GRU) and Rio de Janeiro (GIG) to New York (JFK). From there, they were placed in refrigerated trucks for the onward journey to two Canadian cities, Toronto and Vancouver.

"The global market for citrus fruits is changing and while limes move across our international network on a year-round basis, these large scale movements to Canada were something special," said Lorena Sandoval, American's managing director of Sales for Florida, Mexico, the Caribbean and Latin America. "Our ideally suited aircraft have enabled us to assist Brazilian growers in reaching a new and expanding market."

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GLOBAL NEWS

Cargolux Airlines net profit soars to US\$122.3 million in 2017



LUXEMBOURG: The net profit of Cargolux Airlines after taxes soared to US\$122.3 million with over 1 million tons of cargo flown during the period, its biggest haul so far in its history, the company announced.

Its latest financial report was remarkable given that in 2016 its net profit after taxes was just US\$5.5 million. The freight carrier continues to build on its strong commercial relationship with China, particularly at its hub in Zhengzhou.

The airline operates between 19 and 25 weekly flights to mainland China depending on season. During a State visit by Prime Minister Xavier Bettel in June 2017, several key MoUs and agreements were signed between China and Luxembourg primarily on bilateral trade.

Cargolux attributed its successful

recovery to high market demand in 2017, increasing their load factor to 70.1 percent and generating a record 131,212 block hours. That grew Cargolux's market share to 4 percent and elevating its rank as the 6th largest airline in respect to international scheduled freight operations.

"The outstanding results for 2017 are a reflection of Cargolux' employees' dedication, passion and commitment to make this year a successful one on all fronts," said Richard Forson, Cargolux President and CEO. "Our employees are at the heart of Cargolux' success and continually endeavor to ensure all requirements are met to provide customer satisfaction and ensure business sustainability. At the same time, I would also like to thank all of our loyal customers for their support."

Last year, Cargolux launched its 2025 Strategy which focuses in ensuring that it remains sustainable, relevant and competitive. It also signed a groundbreaking partnership agreement with Emirates SkyCargo which include capacity swaps on each other's aircraft to certain destinations.

Colson Europe B.V. launches the 'Dutch Tulips'



THE NETHERLANDS: Colson Europe B.V., the leading maker of top quality air cargo castors for over 30 years now, recently unveiled in the market the Dutch Tulips, its latest top of the line castor invention.

Castors are essential components for silent and maintenance free caster decks, loaders and dollies used in ULD handling areas at cargo centers and on airports worldwide.

"During these years, together with end-users we have worked towards fine-tuning the product. This to make sure all requirements of the intensive air cargo handling application are met," explains Harrie Bonenkamp, Manager International Marketing and Sales of Colson Europe.

Bonenkamp said the Tulips have fewer components used and have better strength and application fitness.

"We are happy to send these tulips out to the world now to brighten up the world of air cargo handling across the globe," he said.

Lufthansa Technik Malta tests state-of-the-art technologies for aircraft repair & overhaul



MALTA: Lufthansa Technik Malta is conducting tests in Malta of what could be the future in MRO—the drone-based inspections of the aircraft skin, mobile 3D scanners and exoskeletons.

Lufthansa Technik Malta said the innovation bay will increasingly focus on reviewing state-of-the-art technologies for aircraft overhauls in the near future. The objective: Everything that proves itself in practice there will be integrated in the work process and rolled out to all



other Lufthansa Technik base maintenance locations.

"Our aim is to improve base maintenance processes and then use the improved processes across all our locations. This enables us to guarantee the same quality and standards at the highest technological level throughout the

Lufthansa Technik Group's network," says Marcus Motschenbacher, CEO of Lufthansa Technik Malta.

Lufthansa Technik said it is cooperating with both startups and established technology companies for this project. It says more innovative technological solutions from its external partners are set to follow.

Innovative mobile 3D scanners are currently being tested for use in making detailed measurements of structural damage. In addition, the company is examining a solution for drone-based inspections of the aircraft skin as well as exoskeletons from different providers that can relieve employees of physically strenuous work during production.

The selection is based primarily on top trends, but also on day-to-day requirements. The MRO company said Malta is just the start: Innovation bays are currently being planned at other Lufthansa Technik locations which could dramatically shorten aircraft layovers for airline customers.



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GROWING & EXPANDING

Fast Logistics Cargo LLC, one of the pioneers in providing freight and logistics solutions in the United Arab Emirates, recently inaugurated its new office and warehouse at the Dubai Airport Free Zone Authority.

Company executives were joined in by top ranking officials of DAFZA to mark its latest expansion project.

Fast Logistics now manages over 200,000 sq. ft. of warehousing facilities in the UAE equipped with the latest machinery, expertise and technology, to efficiently manage the supply chain of its customers.



CargoLogicAir adds more HK, Dubai and Atlanta freighter frequencies as demand grows



David Kerr

LONDON: British all-cargo airline, CargoLogicAir (CLA), has boosted its freighter services from the UK with the launch of additional Boeing 747F operations to Atlanta, Dubai and Hong Kong.

CLA's third flight per week to Atlanta, which returns directly to London Stansted, is in addition to its existing 747F flights from Stansted to Mexico City via Hartfield Jackson Atlanta International Airport, which were launched last August. Its 2018 summer schedule also includes new twice-weekly direct services from Stansted to Dubai, continuing onto Hong Kong, and two direct Hong

Kong-Stansted frequencies.

The expansion of its all-cargo services to the U.S. & Mexico will help to meet growing demand from customers shipping pharmaceuticals, aerospace products & automotive components on these routes. In Hong Kong, CargoLogicAir has also added much-needed main deck cargo capacity for customers doing business on the UK's biggest import trade lane, which is being further strengthened by significant growth in e-commerce volumes.

All services will also offer quick connections to Frankfurt and Europe.

"We have a mandate to grow

alongside strong demand from our customers in the UK and overseas for all-cargo services to major cargo markets in the US, the Middle East and Asia Pacific. Our expansion plans include further additions to our fleet and network to satisfy the clear demand we are seeing for main deck freighter services from and to the UK," said CargoLogicAir CEO David Kerr.

CargoLogicAir was awarded its UK Air Operator Certificate and commenced operations at the start of 2016 from London Stansted Airport. Its all-cargo fleet currently consists of one latest generation Boeing 747-8F and two Boeing 747-400 Freighters



GLOBAL NEWS

Qantas to relinquish catering businesses to Dubai's dnata



DUBAI: The Dubai-based global air services provider dnata is set to acquire Qantas' catering businesses subject to the approval of the Australian Competition and Consumer Commission (ACCC).

Qantas' catering businesses include wholly-owned subsidiaries Q Catering Limited and Snap Fresh Pty Limited. Q Catering has centers in four Australian ports—Sydney, Melbourne, Brisbane and Perth, with its largest airline customer being Qantas.

Snap Fresh is a state-of-the-art meal production plant in Queensland, specializing in Australian-made frozen meals for airlines and customers in the healthcare and food retail industries.

dnata, part of the Emirates Group, provides catering, cargo and ground handling services from 129 airports in 84 countries.

Collectively, dnata employs more than 4,000 people in Australia and more than 39,000 globally, across its cargo, catering, ground handling and travel businesses. dnata's global revenues in FY 2016/17 were AED12.2 billion (about AUD\$4.2 billion).

"By combining dnata's network strength and international talent with Qantas' domestic catering expertise, this will allow us to further grow our presence and deliver catering excellence to more customers across Australia than ever before. This

includes investing in more infrastructures starting with a new catering facility in Sydney," said dnata's Divisional Senior Vice President of catering Robin Padgett.

"We look forward to the opportunity to welcome the employees from Qantas' inflight catering businesses to the dnata team."

Under the agreement, dnata will supply catering for Qantas flights for an initial period of 10 years, and Qantas will continue to work with key suppliers in menu design and development.

Qantas Domestic CEO, Andrew David, added: "The catering businesses will benefit significantly from dnata's global footprint, catering expertise, and ability to drive investment and growth for what is a core focus of its operation. Together with dnata, we'll continue to deliver the inflight food and beverage experience we know our customers value, just as we work with catering companies in offshore ports for our international flights."

dnata has invested significantly in growing its global catering network. Its most recent milestones include the opening of a catering facility in Dublin, Ireland, the opening of its \$50 million Melbourne catering facility and an agreement to acquire New York-based caterer 121 inflight catering.

It is also currently constructing a facility in Vancouver, Canada.

Chinese companies to invest \$1bn in Khalifa Port Free Trade Zone

ABU DHABI: Abu Dhabi Ports and the Jiangsu Provincial Overseas Cooperation and Investment Company Limited (JOCIC) announced 15 Chinese companies have signed agreements to invest in the Khalifa Port Free Trade Zone (KPFTZ), the largest free zone in the Middle East, totaling \$1 billion in value.

Under the terms of last year's investment cooperation agreement, China-UAE Industrial Capacity Cooperation (Jiangsu) Construction Management Co., Ltd., a UAE company established by JOCIC, would occupy and develop approximately 2.2 square km of the free trade zone for companies from the Chinese province of Jiangsu, the Emirates News Agency WAM reported.

This area, now dubbed as the China-UAE Industrial Capacity Cooperation Industrial Park, is part of the KPFTZ and is expandable to reach 12.2 square kilometers.

These new milestones highlight the commitment of both the UAE and China to develop the China-UAE Industrial Capacity Cooperation Industrial Park as an important landmark, supporting both the Chinese "Belt and Road" initiative as well as the UAE Vision 2021.

The Chinese companies investing in KPFTZ come from varied sectors, including construction, metals, chemicals, trade and logistics, packaging, and food & beverage, which are supporting local industries and creating new job opportunities for the UAE workforce.

FedEx Express named a 'Great Place to Work' in the UAE for 8th year



DUBAI: FedEx Express, a subsidiary of FedEx Corp. (NYSE: FDX) and the world's largest express transportation company, has been voted as among the 'Best Workplaces in the UAE' for 8th consecutive year now.

Organized by the Great Place to Work Institute, a global research, consulting and training firm that helps organizations identify, create and sustain great workplaces through the

development of high-trust workplace cultures, FedEx Express was chosen for its commitment to uplift the status of its employees, including giving them education support, among other benefits.

"It's an honor to be recognized by the Great Place to Work Institute, and a confirmation that by investing in our team members, we build a positive and successful workplace environment and culture. FedEx is committed to putting our people first. We want to see our colleagues achieve their full potential, and we provide them with the means to do so—through education support, mentoring and more. Their accomplishments are our success," said Jack Muhs, regional president of FedEx

Express Middle East, Indian Subcontinent and Africa.

"The FedEx "People-Service-Profit" philosophy is based on the belief that by taking care of our people, they will provide an outstanding level of service to customers, which leads to profit, that in turn can be invested back into the business and its people."

FedEx said its team member development and growth are central to making this philosophy a reality. Its employees work closely with their managers on individual development plans and are provided with tools to facilitate their growth.

The company even offers training materials and courses free of charge through the FedEx Virtual Academy, everyone working for FedEx Express can access a variety of training materials and courses to further their own skills.

TIACA's 2018 Air Cargo Forum to tackle Blockchain and Big Data

MIAMI, FLORIDA: The blurring line between logistics and technology services and the transformational power of Blockchain and Big Data are among major topics to be discussed at TIACA's 2018 Air Cargo Forum (ACF) in Toronto, Canada this October.

The event, scheduled for October 16-18, 2018, will also include workshop and seminar series that will touch on debates exploring digital transformation in the airfreight industry, its value proposition, and how the air cargo sector can work proactively with legislators to improve security.

Sessions looking at global trends, shippers' concerns, and how to improve transparency and quality in the supply chain, as well as a discussion on training the next generation of airfreight leaders, will also be featured in the seminar program.

Logistics leaders and top business experts, including Dragon's Den Canada host and OMX Founder Nicole Verkindt, will take to the stage for a series of lively discussions and debates during the three-day event at the Metro

Toronto Convention Centre.

Registration is now open and exhibitors that have signed up for TIACA's 29th international ACF include The Boeing Company, John F. Kennedy International Airport, Incheon International Airport Corporation, Halifax Partnership, Group ADP, DSV, the Canadian National Railway, and Chapman Freeborn.

"The air cargo industry is undergoing a transformation with a wave of new technology and disruptive innovation, and now more than ever it is crucial that we collaborate as well as stay informed with the latest developments," said Vladimir Zubkov, TIACA Secretary General.

"Our ACF will bring together stakeholders from across the entire global supply chain, making it the perfect platform for networking and new business opportunities, and a



chance to learn from logistics experts from across the spectrum," he added.

More than 4,000 delegates are expected to attend the exhibition and TIACA has teamed up with a number of associations and organizations in order to boost attendance to the biennial show.

For the first time, the show will be co-located with the Canadian International Freight Forwarders Association (CIFFA) and the new Multimodal Americas show, bringing together leading logistics companies from across the entire logistics supply chain.

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For further information, call +1 786 265 7011 or
contact: Kenneth Gibson: kgibson@tiaca.org
or Warren Jones: wjones@tiaca.org

Saudia Cargo helps set stage for WWE's Greatest Royal Rumble in KSA



JEDDAH, KSA: The stage was set for the much-awaited WWE "Greatest Royal Rumble" as Saudia Cargo revealed it had hauled in all that was needed for the live telecast of the historic show that brought together 50 wrestling superstars in one ring on April 27 in Jeddah.

Saudia Cargo used the wide-body cargo aircraft Boeing 747 to haul in tons of production equipment, including the wrestling ring to help create the spectacular wrestling show.

At the request of the Saudi General Sports Authority, Saudia Cargo provided the transportation

solution from New York to Jeddah.

Omar Hariri, CEO of Saudia Cargo, pointed out their team is delighted to have been tapped to carry out this freight and logistics mission to ensure the successful hosting of the WWE Greatest Royal Rumble, a much-awaited event in the Kingdom.

WWE presented the Greatest Royal Rumble event at the King Abdullah Sports City in Jeddah on April 27, with 50 wrestling superstars, including John Cena, Triple H, Roman Reigns, AJ Styles, Braun Strowman, The New Day, Randy Orton, Bray Wyatt and Shinsuke Nakamura.

Saudia Cargo ranks among the world's leading specialist airfreight carriers. An independent company with more than 20 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. In 2017, Saudia Cargo won the International Cargo Airline of the year in Africa in February and the Air Cargo Industry Achievement Award in Munich in May. It is renowned for its multi-specialized cargo handling services.

The KSA freight carrier has carved a niche for its efficiency and reliability through its fleet of B747-8F, B747-400/ERF, B747-400B CF and B777F aircraft. With the current logistics and infrastructure, Saudia Cargo's mission complements the Saudi Government's Vision 2030.

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CEVA & ITP Aero renew partnership for five more years



MADRID: CEVA Logistics, one of the world's leading supply chain companies, has renewed its contract with ITP Aero for an additional five years after successfully completing seven years of business partnership with the company.

A Rolls Royce Group company and the ninth largest aircraft engine and components company in the world, ITP Aero also provides engineering,

research and development, manufacture, assembly and testing of aeronautical engines and gas turbines. Under the new contract, CEVA will continue managing the company's imports and exports, Customs brokerage, warehousing and will also provide value added services.

For the last seven years CEVA has been responsible for the full

management of ITP Aero's many logistics activities in Europe, America, Africa and Asia, delivering ground, air and sea services to the company.

The operation has doubled in size since the two companies first worked together and will continue to be handled by CEVA from the main ITP Aero plants in Spain, at Zamudio, Barakaldo, Sestao, Ajalvir and Albate, along with several others centers in Mexico, USA, United Kingdom and Malta. All the services offered at the different locations will be coordinated from the CEVA office in Bilbao.

"We are extremely proud that the trust ITP put on us continues growing. This renewal shows the excellent service CEVA has provided to ITP over the last seven years and proves how our collaboration has evolved and grown to meet their expanding requirements. This contract extension is not only a joint success story but also illustrates CEVA's strong expertise and focus on the Aerospace sector in the Iberia cluster and globally," said Marco Galbusera, Managing Director of CEVA in Iberia.

Leading seafreight experts launch global network OceanX

SWITZERLAND: OceanX, a unique non-exclusive global network of leading and independent seafreight experts was recently established in Switzerland.

The group, which is scheduled to hold their launch conference in Dubai on November 26-29, says the network aims to build a community of seafreight specialists, providing transportation and logistics services in ocean freight, combining their individual local strength, industry expertise and vertical specialization.

"Our industry is certainly not short of networks and they have been an integral catalyst of international transportation since long, as it remains a people business. However, there are few that go beyond facilitation, truly

building products with the communities they assemble or finding joint solutions for the challenges of our time," said OceanX Founder and Director Ruben Huber.

Huber who has an extensive 20 plus years experience in Europe, China and the Middle East, working with different container shipping lines, intermodal operators and leading global NVOCCs, said OceanX network is taking a specialized approach to different segments in seafreight.

These include developing a multi-platform system to connect and empower the local expertise of FCL focused NVOCCs, booking agents and master loaders, LCL consolidators, project cargo & heavy lift specialists, cool chain logistics experts, dangerous

goods & chemical logistics solution providers, as well as liner shipping agents and intermodal operators.

"The container shipping industry is in the midst of significant changes that will impact the way business is being conducted, the roles of the different parties, how they operate, interact and add value will undoubtedly transition. OceanX will become the open platform to assemble great companies in our sector, driving innovation and providing its members with the tools to seize the opportunities ahead," Huber noted.

OceanX is establishing partnerships with key institutions across the industry and is supported by several experienced industry veterans to achieve its objectives.



Saudi Aramco, Indian consortium sign US\$44B deals on oil refinery and petrochemicals complex



NEW DELHI: The Kingdom of Saudi Arabia and a consortium of Indian oil companies have signed an agreement to build an oil refinery and petrochemicals complex valued at over US\$44 billion.

The project, the biggest so far in India's oil sector, would require technical expertise in various fields, including logistics and supply chain, for distribution to India's growing domestic market of 1.3 billion.

Saudi Aramco signed a Memorandum of Understanding (MOU) with Ratnagiri Refinery and Petrochemicals Ltd. (RRPCL), a consortium of Indian oil companies which includes The Indian Oil Corporation Ltd. (IOCI), Bharat Petroleum Corporation Ltd. (BPCL), and Hindustan Petroleum Corporation Ltd. (HPCL), to jointly develop and build an integrated mega refinery and petrochemicals complex at Ratnagiri, in the state of Maharashtra, the Emirates News Agency WAM disclosed.

The strategic partnership brings together crude supply, resources, technologies, experience, and expertise of these multiple oil

companies with an established commercial presence around the world, WAM added. Saudi Aramco may also seek to include a strategic partner to co-invest in the mega refinery.

A pre-feasibility study for the refinery has been completed and the parties are now finalizing the project's overall configuration. Following the signing of the MOU, the parties will extend their collaboration to discuss the formation of a joint venture that would provide for joint ownership, control, and management of the project.

The refinery will be capable of processing 1.2 million barrels of crude oil per day. It will produce a range of refined petroleum products, including gasoline and diesel, meeting BS-VI fuel efficiency norms. The refinery will also provide feedstock for the integrated petrochemical complex, which will be capable of producing approximately 18 million tons per annum of petrochemical production.

In addition to the refinery, cracker and downstream petrochemical facilities, the project will include associated

facilities such as logistics, crude oil and product storage terminals, raw water supply, as well as centralized and shared utilities.

Ratnagiri Refinery and Petrochemicals Ltd. (RRPCL) will rank among the largest world refining and petrochemicals projects and will be designed to meet India's fast-growing fuels and petrochemicals demand. The project cost is estimated at around \$44 billion.

"Investing in India is a key part of our company's global downstream strategy, and another milestone in our growing relationship with India," said Saudi Aramco President and CEO Amin Nasser, who also noted the opening in 2017 of Aramco Asia's New Delhi office with a mandate to expand Saudi Aramco's international portfolio in this key economic growth region.

"Participating in this mega project will allow Saudi Aramco to go beyond our crude oil supplier role to a fully integrated position that may help usher in other areas of collaboration, such as refining, marketing, and petrochemicals for India's future energy demands," he added.

DHL forecasts EBIT to hit EUR5B by 2020



Frank Appel

BONN: Deutsche Post DHL Group, the world's leading mail and logistics company, says it's well on track to achieve its strategic and financial goals including increasing its operating profit (EBIT) to EUR 5 billion by 2020.

At the group's Annual General Meeting in Bonn, CEO Frank Appel noted the company's strong performance in 2017, the highest in its history, saying, "We are strongly positioned for a successful future."

Appel said all signs point to growth with e-Commerce showing a significant contribution to the scenario.

The company said by 2020, an estimated 2.1 billion people around the world would shop online. Global online revenue would increase to US\$4.1 trillion--assuming e-Commerce is simple for customers.

"Logistics is the backbone of e-Commerce. And we make it really simple. From placing a pick-up order to tracking the current status of an item through to payment," said Appel.

DHL Parcel Europe's network already covered 26 countries, said Appel. Bulgaria, Ireland, Croatia and Romania were added in 2017. More than 60,000 parcel drop-off or pick-up points were available, he said.

Appel also voiced his optimism with regard to the economic environment, saying that global trade would continue to grow despite many uncertainties. The new DHL Global Trade Barometer also underpinned this trend.

"The future is global. Anything else is a misconception," said Appel. "If you build new barriers, you will not

be successful in the long term. Walls are not the solution. We want to make tomorrow better than today. To achieve this, we need to grow together even more."

Speaking to shareholders, the CEO made reference to the positive effects of global trade for improving living conditions in many regions of the world. As the world's leading logistics company, Deutsche Post DHL Group was investing globally, he said.

"And wherever we invest, we help to ensure that society develops and prosperity grows. Protectionism is the wrong path. No matter where it is or what form it takes."

Appel expressed his satisfaction with the record results of the past financial year. Thanks to strong performance in all four divisions, Deutsche Post DHL Group had lifted consolidated EBIT by 7.2 percent to EUR3.74 billion. The Group's revenue was up 5.4 percent to EUR60.4 billion.

Appel thanked the Group's workforce, which numbers approximately 520,000 employees worldwide, for their commitment: "The key to our success is a strong team and the best workforce in the industry



ECS Group

Optimizing opportunities and technologies in a globalized economy

In 2017, we transported more than 902,000 tons around the world. It means almost 2500 tons per day. The only way to be successful is to invest in high performed and advanced IT system in order to monitor our operations in time, no matter the time zones. The Group's information and reporting systems, KPI, dashboards, allow us to monitor the performances contributing to fulfillment of our objectives regularly and precisely."

Imagine handling more than 2.3 million kilos of cargo (about 2,500 tons) everyday for 365 days in different cities and airports, under different circumstances, time zones and rules, for different owners. Only the toughest and the most efficient can do such tasks with stakes so high in this digital age where dissatisfactions are openly aired with full consequences.



ECS Group overcomes those challenges day-after-day, successfully transporting more than 902,000 tons of cargo across the world in 2017. And it continues to work and prepare for the changing and challenging demands of the foreseeable future.

Adrien Thominet, the CEO of the Paris-based ECS Group, one of the world's top GSA companies which has 69 subsidiaries and 137 offices in 47 countries, said their success comes with a lot of investments on people and technologies that require many counterchecks to ensure a seamless process in the competitive air freight industry.

"In 2017, we transported more than 902,000 tons around the world. It means almost 2,500 tons per day. The only way to be successful is to invest in high performed and advanced IT system in order to monitor our operations in time, no matter the time zones. The Group's information and reporting systems, KPI, dashboards allow us to monitor the performances contributing to fulfillment of our objectives regularly and precisely," shared Thominet.

It also helps that the company has the right partners and new intelligence tools to offer its principals the best services and industry practices.

"Centralized stations to coordinate bookings, dedicated offices to care for our customers products from A to Z and being able to reply in due time to any setbacks, support from ECS HQ top management: being part of an integrated GSA means that you have the capability to secure all your business, financially and humanly speaking," Thominet pointed out.

"We bring synergies, solid and global

network, security, and of course, more technologies: business intelligence, tracing, any kind of information regarding the cargo. The expertise is tenfold and boosted."

Growth Year

After lackluster years, the air freight industry, with windfall to the supply chain, started picking up last year, many made historic volume growths and profits.

Thominet said 2017 was indeed one of their strongest and most intense with record high activities in the industry. Not only did ECS Group performed well but it also created jobs for 200 people during the year.

"The air freight activity had been very intense in 2017, especially last Quarter. About ECS Group, in 2017 our managers have shown of strong involvement. This year was tremendous and people were really happy to be part of this mix of opportunities and new challenges to face. Almost 200 people joined ECS Group in 2017, mostly in Asia with the acquisition of AVS," shared Thominet who described the company as like a family where everyone works as a team.

ECS acquired AVS last year and among its immediate impact is enabling the company access to 11 countries in Asia.

In Latin America, ECS also expanded its footprint setting up offices in Chile, Peru, Colombia and Equador.

Still in the Americas, the company made an alliance with Exp-Air Cargo in Canada, sealing its position as a key general sales and service agent in the continent.

"This is part of the strategy of our network deployment and of course in line with the market we are active in," said Thominet who continues to break new grounds for ECS Group. "In 2017, more than expansion, we did integrate all those subsidiaries and developed all the synergies we set up already. In 2018, we provided our principals an extensive network. The only integrated GSSA network."

Africa, with its vast mostly untapped natural resources, also remains a huge potential market for various industries, including air cargo. And ECS, which counts Niger Air Cargo as among its clients in the region, is cognizant how efficient air transportation can dramatically change an economy.

"There are still lots of challenges in Africa but we see many opportunities in the air cargo industry. With the development of new services, the importance of e-Commerce and digitization, we are exploring new opportunities in this region. Regarding the figures, the Airports Council International (ACI) World reported high growth momentum in global air freight in January, posting 8 percent increase as compared to the previous year, in line with the rolling year-end figures," said Thominet.

Asia-Pacific

In Southeast-Asia, ECS Group forged alliance with Royal Brunei Airlines to pool synergies in cargo sales for Europe as well as North and South Asia.

"The collaboration with ECS enables Royal Brunei to control 19 stations in different parts of the world and benefit from a network filling space where required, and thus, providing



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the highest yield to the airline. Royal Brunei is a vibrant and growing airline with a great diversity of customer-oriented and reliable services," said Thominet.

"Its values and network perfectly match ECS's setup in Asia, allowing synergies that no other GSSA can offer. We are looking forward to playing a key part in promoting the further success of Royal Brunei," he noted.

Elsewhere in the Asia-Pacific, Thominet said ECS is also working on something to penetrate China, now the world's biggest economy with unrivaled appetite for online sales.

"We also have some plans in China that are about to materialize. China's continuous economic growth was particularly strong in the previous year. Year-on-Year, it saw growth of 23%. East China saw a volume increase of 35% y-o-y. Same for North of China. High technology and consumers goods (+55%) keep on rising," explained Thominet.

Thominet who has been in the industry for over 20 years says "deregulation and liberation" are mainly driving growth in many ASEAN countries complemented with the introduction of low cost carriers in a lot of key routes.

"Development and change has been driven, however, by a new breed of low-cost airlines serving domestic and short-haul regional routes. The development of new routes and more connectivity always give a boost to the economy. Those regions are very interesting in term of Total Cargo Management. For instance, as a TCM contract, we represent Jetstar Asia in all countries in the region," the ECS Group CEO said.

Middle East & South Asia

The Middle East and South Asia, India in particular, remain an important market for the industry.

In February, air cargo volumes in the region rose by 7 percent and capacity

jumped by 7.6 percent.

Thominet said this is a good indication of a vibrant trade and economic activities in the region which are further enhanced by e-Commerce, particularly in India, home to over 1.4 billion people.

"More goods are being traded in this region and that is driving growth in air freight. Despite an escalation of protectionist measures, the demand for air cargo continues to be strong, with 6.8% growth last month. India is one of the top markets for our industry," Thominet said.

Adding: "e-Commerce is transforming the landscape of our industry, and hence, we need to develop our capabilities to optimize new technologies. India is a real Eldorado for all technologies development, hence, our two brands — AVS and Globe Air Cargo — are connected to this fast increased trend. Recently, Globe Air Cargo India just won the representation of Ukraine International. ECS is already representing PS in most of the region of the world."

Finnair has chosen ECS subsidiary Globe Air Cargo to represent it in the United States from May 1. The airline, which serves major gateways at Chicago, Miami, New York and San Francisco directly from Helsinki, will utilize an Airbus 350 on the routes.

Europe

Despite controversial political issues in Europe, the continent remains an important trade route for the majority of regions across the world and Thominet is of the opinion it will continue to generate growth and demand for the air cargo industry.

"GSSA core business is most accomplished in Europe in comparison with other continents. De facto, ECS Group most important set-ups are based in Europe since more than 30 years. Hence, our subsidiaries are very strong there and most of them lead in their respective

“

By 2020, there would be 25

billion connected things. Internet of Things (IoT) will definitely transform the world, and of course, our industry.

Everywhere, IoT runs the world's economy. There is no other way to proceed and as a matter of fact, it will keep on being more and more inescapable for all the actors of the air cargo industry.... As GSSA, we are part of this transformation. And we deal with it for long time but we still have to go faster."

countries," said Thominet.

In recent weeks, ECS Group secured important partnership agreements in Europe, boosting further its clout in the continent.

"As a matter of fact, we finalized many very precious partnerships during the past few weeks. Globe Air Cargo NL (GAC NL), one of the leading Cargo General Sales Agents in the Netherlands and member of the ECS Group, has forged an operative partnership with IAG Cargo to expand and optimize its services for freight customers. ECS Group is already representing IAG Cargo in Germany, Austria, and Scandinavia before IAG Cargo has formed the partnership with GAC NL," he said.

The company also secured deals to represent Hainan Airlines in Spain, Georgian Airways and Air Armenia Airlines in France.

More than two decades ago, an adventurous and young Adrien Thominet was selling wines in the United States. As fate would have it, the French national was then introduced to the General Services Sales Agent (GSSA) industry and moved to the ECS Group in 1996 devoting countless hours and taking on various management positions and eventually becoming its Chief Executive Officer in 2017.

The CEO says he never thought he would reach this far though he described himself as “ambitious.” As head of one of the most trusted and top GSSA companies worldwide, Thominet currently oversees 1,000 employees across ECS Group's 37 offices in 47 countries and burdened with the task of stimulating further business growth.

Some days he would be in Asia. Other days, he would be in the Americas, Europe, the Middle East, Africa or anywhere in the world. But this busy father of four still takes time to nurture his family, endearing him more to the ECS Group which he also treats like a family.

Read on the rest of Air Cargo Update's Q&A with Thominet who is not only highly regarded for his proactive business sense but also for his penchant for giving people a chance to grow in their career where possible and helping



ECS Group CEO Adrien Thominet

the younger generation, the so-called “Millennials”, get employed in an industry predicted to grow even more.

Please share with us in details the services that you currently provide to clients and the innovations that you have introduced as value added incentives for them?

ECS Group likes to provide tailor made or customized services. We feel that under no circumstances would there be only one or a sole way to do business. When we represent an airline, we're cognizant of the fact that there is not one sole offer to suit a supposed client. We offer them flexibility tailored to their needs.

At ECS Group, we adapt the contract to match our prospects' expectations. From CSA to Total Cargo Management, from back office support to supervision of the ground services, we have the capabilities to offer any kind of services.

And of course, digitalization is another “area” of maximum

involvement for us. Our customers, different airlines, are expecting more advanced tools to optimize the yield, to develop pricing strategy and to manage the capacity.

Today, we are able to provide our customers with those new expected IT solutions. We got a global new team just hired to bring expertise and stronger added value to this IT system. We keep on working on providing and developing such new kind of services, new dynamic and new proactive supports.

Although China remains the world's factory, it is increasingly becoming more popular as the top market for consumers, especially for e-Commerce. What are your thoughts about this?

Digitalization is mainly driven by e-Commerce. As a matter of fact, e-Commerce is pushing for more traceability and more efficiency on the delivery. More than e-Commerce, IoT is running the world today.

By 2020, there would be 25 billion connected things. Internet of Things (IoT) will definitely transform the world, and of course, our industry.



COVER STORY



ECS Group CEO Adrien Thominet, Standing, with company executives during a training session.

Everywhere, IoT runs the world's economy. Even becoming vital. There is no other way to proceed and as a matter of fact, it will keep on being more and more inescapable for all the actors of the air cargo industry.

Today, transparency brought by Internet of Things is already impacting the sky (tracking, temperature control, the Cloud, etc.) and all the supply chain can already benefit off its non-disruptive impact. Data efficiency, capacity management, routes optimization, new software solutions, time saving, performances maximization. Yet, this is not and won't be a magic solution until all in our industry dares to embrace and to invest money, people and time into this blessing reality. The point is how to deal with it.

As GSSA, we are part of this transformation. And we deal with it for long time but we still have to go faster. Hence, in the next two months our Revenue Management Department will have three more people. This is important to deliver and develop sophisticated services and innovative GSSA solutions over those regions as airports and regional careers have developed tremendously.

In fact, for example, today the three main airports of China are totally choco-bloked and we can observe a real need to find new solutions for passengers and cargo business also.

The region of Sichuan is becoming a new platform for the Cargo. Chengdu airport is becoming the 4th main airport.

Hainan Airlines is now getting online in Shenzhen. Provinces are now burgeoning and as a GSSA we have to adapt ourselves so that to get aligned with this transformation. This is so challenging!

How do you prepare your staff to handle e-Commerce products and have you made or asked any airlines for physical adjustments to maximize space on aircraft when carrying such individualized packages?

At ECS Group, each of us is concerned by e-Commerce. But beyond feeling involved in this economic transformation, we have to be able to provide the right services to match with it. Hence, for many months now, new technical experts have joined our group.

For instance, in China we worked with local experts with proven track

record of creating e-Commerce solutions. His strong partners portfolio associated with the ECS's



network is highly productive in terms of original option to maximise capacities and revenues of our principals.

Same, at the HQ, we hired a team fully devoted to revenue management. When they happen to work all together, the result is just astonishing and super brilliant. This is what led us to create an e-Commerce cell. Working in line altogether, we try to give the most appropriate reply to the market's demand.

And above all, the relation we have with the airline we represent based on trust and transparency allows us to multiply the partnerships in our portfolio.

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India braces for surge on e-Commerce sales



The country's air freight and logistics sectors are likely to see more growth with online retail sales forecast to hit US\$30 billion in 2018

It is a global phenomenon where online sales are just skyrocketing for the many advantages it brings along with it. In India, the e-Commerce industry is seeing high growth and this is likely to catapult further as the digital sector expands and as retail players keep innovating on delivery systems.

In 2017, online retail sales touched \$17.8 billion in gross merchandise value (GMV) from \$14.5 billion last year, a healthy increase of 23 percent. The sales picked up in the second half, according to RedSeer Management Consulting, a market research and consulting firm. It was the big players such as Amazon India and Flipkart Ltd which were the main drivers, along with Paytm E-commerce which got a tremendous boost, post demonetization of India's currency.

The RedSeer report said the trend would continue and accelerate in 2018, projecting that the e-commerce market may hit \$28 to \$30 billion in GMV, a staggering 60 percent growth.

In fact, in the Indian Parliament, the Minister of State for Consumer Affairs, C.R. Chaudhary says "India's e-Commerce market is estimated to be \$33 billion in the 2017-18 financial year."

The acceleration would come through aggressive marketing by the e-Commerce companies, backed by technology infusion such as faster internet speeds, huge discounts, prompt deliveries, easy returns, easy payment options besides other value additions.

The consulting firm indicated that with such growth, the e-Commerce segment would see new online shoppers come into the space, not just from urban areas but also semi-urban areas and even rural pockets. And during festive season, sales always skyrocket.

In last year's year end sale, Indians spent around \$3.2 billion. Both Amazon and Flipkart notched up impressive sales, claiming growth of 4.5 to 5 times during the festive period over a non-festive period.

Amazon makes massive investments

The big e-Commerce players are betting big. Amazon for instance has invested about \$1 billion in its e-commerce business in India since the beginning of January 2017.

Amazon Seller Services, the largest arm of the US company in India, has had three rounds of capital infusion in 2017. In all it has invested heavily in India operations at \$2.7 billion and the American company is keen on becoming number one player, outperforming Flipkart which claims to have a cash reserve of \$4 billion.

The e-retail industry has galvanized the domestic cargo segment with an



Top 5 E-Commerce Websites in India



expected contribution of about \$760 million in this fiscal, of which the air cargo segment would account for \$152 million, according to an Express Industry Report 2018.

The e-retail industry has shaken up the traditional express operations and unlocked several opportunities. The domestic express industry (both by road and air) is growing at 15 percent and e-retailers have increased their share in the growth. The domestic express industry has been pegged at \$2.5 billion.

The way Amazon and Flipkart have made inroads into online commerce is amazing, with the two accounting for almost 80 percent of industry revenues and there are more entrants coming on the scene, enhancing competition significantly.

The report said the dynamic and competitive nature of the e-retail segment has brought in many new trends for the industry such as

adoption of alternate delivery methods, customer centric delivery, shift from air express to surface express, increase in regional movement, adoption of technology and expansion to remote locations, the express report underlined.

Express industry driven by e-Commerce

The financial consultancy firm Deloitte says the Indian express industry is expected to grow at compounded annual growth rate (CAGR) of 17 percent and reach Rs. 7.3 billion \$ by 2023.

The report titled "Indian Express Industry-2018: A multi-modal play in building the ecosystem" forecasts this growth as being primarily driven by the growth of cross-border and domestic e-Commerce in India, and significant demand from the small and medium B2B segment.

The Minister for Commerce & Industry and Civil Aviation, Suresh



FEATURE



Prabhu who launched the report said, "The express industry is a key enabler for the growth of India's trade and economy. Factors such as ease-of-logistics will increasingly play a critical role in attracting investments into the country, which will, in turn, support the development of several industries involved in manufacturing. We are pleased to see the industry sustaining its growth momentum, and also acting as a major contributor to employment generation within the country."

Contribution to economy

The report highlighted that with the rise of new age business models and SMEs, and economy on the path of revival, there has been a considerable focus on improving India's logistics performance.

It also indicated that the industry grew at 15% CAGR over the past five years and is estimated to be worth 335 billion \$ in FY17. In FY17, the express industry contributed \$456 million in Service Tax and \$300 million in Custom Duties besides direct taxes around employment creation, thereby contributing to the national exchequer.

The study attributes e-retail to be a major growth driver for the industry with over 13 lakh shipments from this sector shipped daily.

Speaking about the industry outlook, Mr. Vijay Kumar, Chief Operating Officer, EICI, said, "The express logistics landscape is undergoing a huge transformation due to the need for time bound delivery services to complement the growth of trade. As a key enabler of trade, the industry will also support and benefit from the e-retail boom in India. We also anticipate the express industry to provide a significant boost to India's employment base to increase to 26 lakhs. Regulatory and policy changes and infrastructure enhancements will also give a much needed fillip to the industry, which will positively impact the growth of other sectors."

Established in 1997, the Express Industry Council of India (EICI), a not-for-profit organization, is the apex industry association that represents leading international and domestic express companies in India.

EICI is the key driver of policies impacting the express industry that aims to create a favourable environment for the express industry and its users. EICI operates Common User Express Terminals at Mumbai, Delhi and Bangalore Airports.

EICI with Indian Customs has jointly and successfully developed and

implemented a state of the art electronic Express Cargo Clearance System (ECCS) for Custom clearance of express shipments, which will increase India's global competitiveness.

Level playing field

The Council has favoured re-evaluation of a policy to allow domestic cargo airlines offer operations in foreign countries to create a level playing field with international cargo operators.

Domestic cargo airlines have a share of 760 million in the overall express industry in India. The express industry, of which cargo airlines are key constituents, has also sought ease in regulations for air cargo infrastructure to flourish, as development and usage of airport facility is posing a challenge for the industry.

The report called for time-bound approval from agencies such as Bureau of Civil Aviation Security (BCAS) for commissioning of cargo and express terminals.

"While the domestic express industry is seeing a healthy growth, we want more cargo airlines to operate in the market. Re-evaluation of the policy to allow them to offer international operations will not only bring more operators but give us a level playing field with respect to international cargo operators," said Vijay Kumar.

At present, the notable player in domestic cargo airlines is Blue Dart Express, while other small players came and vanished.

Regulations, however, continue to pose a hurdle for the industry.

One of them is that the lease period is limited to 10 years. Express operators contended that since they need to make significant amount of investments to develop infrastructure, the lease term should be increased to 30 years.

Other issues such as delay in customs approval to operate facilities and insufficient number of CISF personnel to man cargo terminals, were flagged by the report.

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FEATURE

AIR CARGO INDUSTRY TURNS TO SMART WAREHOUSES



A smart warehouse encompasses several facets including working with a multitude of smart devices, streamlining processes, providing employees with better data to make informed decisions and keeping airlines and customers informed.

Warehouses of today are far more than just a facility where stocks are stored for supplies and inventory. Leveraging the latest supply chain technology and the Internet of Things (IoT), a 'smart warehouse' can now serve as a hub to boost efficiency and speed throughout the entire supply chain.

From wearables on workers to sensors and smart equipment, internet-enabled devices and technology can profoundly change logistics management.

With the advent of e-Commerce consumers are spoilt for choice and expect goods to be delivered quickly.

Even die-hard traditional stores like IKEA have embraced the e-Commerce revolution by making their goods available online.

This shift in culture has increased expectations for faster delivery through air cargo and driving a lot of innovations in the industry. In the competitive marketplace, this increased demand puts pressure on the supply chain to reduce cycle times.

Many airlines have embraced e-Commerce and, like Amazon, are radically changing warehouses and processing using IoT, digital devices and smarter processes to deliver goods quicker.

e-Commerce driven small parcels require swifter delivery to the consignee which requires more efficient handling in the warehouse. A larger proportion of online purchases will make the shipment size smaller, but it also increases the frequency of

shipments.

As the volume of small parcels increases, warehouse operators need to improve the picking and processing of items by using smarter means to process them swiftly from the warehouse to delivery. As small parcels tend to create a small shipment size, there are greater risks for shipments to be misallocated.

A smarter warehouse uses better picking lanes, wearable devices, drones and better integration with machines to help to process shipments faster and more accurately. Thus parcels will drive a new evolution and operators have to proactively position them to reap the benefits of the parcel boom.

Additionally, investing in IoT or hand-held devices reduce manual labor to a considerable level, increase speed and shipping accuracy and offer retailers an opportunity to obtain unparalleled



transparency into supply chains and inventory.

Global information technology company Unisys recently predicted the rise of an even smarter warehouse and new strategic alliances that will transform the Asia Pacific Cargo Industry by 2020, while IoT and voice AI enabled smart devices and systems, warehouse drones and strategic alliances between airlines and distributors will be key to the air freight industry capitalizing on the e-commerce market.

To further discuss Unisys's 2020 prediction, we got in touch via email with Unisys's Asia Pacific Logistics' Solutions Director Niranjan Navaratnarajah and with David Christmas, CEO Middle East, Russia and Turkey and Head of Transport of DHL Supply Chain.

Critical traits

Warehousing is no longer an unsophisticated business. Operators need to embrace technology and understand it. An intelligent warehouse features three critical traits—visibility, mobility and flexibility. Technology, ultimately, is the means to those ends.

DHL's Christmas, said, "The potential of automation in logistics is enormous. According to a research, around 80 percent of warehouses currently have no supporting automation whatsoever, but DHL estimates that robotics implementation will be the norm in the industry in less than five years. Automation in logistics will be further propelled by factors such as globalization, increasing e-commerce volumes and changing consumer expectations, as well as labor shortages in logistics. DHL considers warehousing to be the most relevant application field for recent advances in robotics."

Unisys' Navaratnarajah, notes, "Air Cargo needs to move from the manufacturer/grower to the consumer spends majority of time on the ground – most of it in warehouses.

Some consolidators also use warehouses for storage. But this is very inefficient use of expensive real estate. Therefore warehouse owners and managers need to find ways to process goods through the warehouse as quickly as possible."

Saving money and energy

Automatic warehouses save energy in many ways; from efficient, lighter engines in the AS/RS systems, intelligent motion calculations and regenerative power supplies to the simplest of all energy savings method: turning off the lights.

However, the principle of energy is neither created nor destroyed – it is transformed. When an automated machine is in motion, the kinetic energy created from this movement must go somewhere when the machine slows down.

"It saves money by reducing time when goods are just sitting in the warehouse and reducing the risk of items being lost or misplaced. And generates revenue by enabling a freight company to be able to move more goods through the warehouse in a given time," says Navaratnarajah.

Rise of robots and co-bots

According to DHL, collaborative robots equipped with high-resolution cameras, pressure sensors and self-learning capabilities will soon assist warehouse workers with tasks such as picking, packing, and sorting of items.

Collaborative robots can also be redistributed globally to respond to changing peak seasons or complete replenishment and cleaning tasks overnight.

"DHL is currently testing collaborative robots all over the globe to evaluate where they may best be implemented. Pilots already completed include programs with Fetch Robots, Baxter and Sawyer and EffiBOT. Such robots can help with co-packing and value-added tasks, such as assembly, kitting, packaging and pre-retail services. "EffiBOT follows workers through the warehouse and

completes most of the physical tasks. Robotic cargo unloading, in which a robot scans the boxes in a container to determine and carry out the optimal unloading sequence, although not yet implemented, may also become more feasible and cost-effective as the technology improves," said Christmas.

Advances in robotics have the potential to dramatically improve efficiency in logistics, fill labor shortages, and support workers, allowing them to focus on less strenuous and more rewarding tasks.

"Yes, but it will only supplement and not totally control it. The digital innovations of a 'smart warehouse' help the workforce to process goods more quickly. A smart warehouse encompasses several facets including working with a multitude of smart devices, streamlining processes, providing employees with better data to make informed decisions and keep airlines and customers informed. Warehouse need to process more goods faster to optimize the return on real estate," responds Navaratnarajah.

A key to air freight industry

Warehouses that do not embrace the digital evolution will feature a lack of mobile devices, legacy systems and processes, heavy dependency on paper processes that are labor intensive and slow, lost goods, delays by customs inspections and a lack of communications to customers.

But the use of digital economy and IoT, supply chain integration, drones and mobility will help to process goods more quickly, keeping the customer informed in delivering goods expeditiously.

Traditionally a specialist with a lot of experience and strong 'gut feel' has led air cargo processing to help them spot challenges, bottle necks and address issues.

However, there is very low take up of warehouse jobs in the younger workforce. Training cycles are long and the attrition is high. The traditional experts are often ties to



FEATURE

lengthy legacy processes.

"Embracing digital solutions is essential to meet this challenge for warehouses in the future. Smarter devices such as IoT, Voice enabled AI, simplified processes are at the very center of this evolution and will help attract more workforce and shorter training cycles. The workers will also be augmented by richer analytics to continually improve services for customers. Thus, the evolution driven by such smart technologies is pivotal to the transformation of the warehouse," says Navaratnarajah.

Generating higher ROI

A typical task of a warehouse periodically takes physical check of the storage bins/locations on the recorded inventory and to match the actual inventory, which will help to match goods. A worker taking a note content by visiting all locations does this.

If the storage bins are up high it is hard to read bar codes or physically view the actual goods. Such a process is also open to human errors. As it is a lengthy process it is typically only done weekly or fortnightly. Instead, drones and shipments with beacons and blue tooth enabled devices, drones can fly at different levels within the warehouse to easily capture the data about shipment locations in a much shorter time so they can be done more frequently.

There drones can also be used to identify shipments that are in distress by assessing the temperature and communicate to alert worker if corrective action needs to be taken for the distressed shipment or a live animal.

IoT is the key to the future of smart warehouses. Traditional warehouses are process driven, and highly dependent on people-based process that increase demand at peak times. Any growth requires additional crews.

In contrast, IoT will automate many repetitive tasks, and high frequency

tasks, like inventory checks to increase accuracy and real time knowledge of goods location. Devices such as drones will be able to perform smart tasks like scanning shipments for signs of distress and trigger action to better manage the well-being of perishable goods or livestock.

The distribution facility

The use of multiple channels in the warehouse to process diverse types of shipments is essential in the modern age to drive towards a smarter warehouse.

IoT, drones, wearable devices, integration, voice commands are some of the channels that will drive the change and operators have to take it into cognizance in the quest to change.

However, to be truly effective these channels must feed into each other to provide a single view and experience – rather than act as separate disparate channels. Development to achieve this will truly drive the new warehouse of the future.

Airline operators can draw a lot of inferences from data and pick valuable insights from machine learning.

Data is invaluable to identify trends on how resources should be deployed to manage peaks and troughs. Data can also provide a lot of insights and interpretations to suggest areas of process improvements, bottle necks, area of integration, goods flows and directions, customer connectivity, customer serving performance, truck handling etc.

It can also predict what equipment required and help optimize equipment utilization to save capital costs.

"This is especially important for livestock and perishable cargo where the environmental conditions must be managed. Using insights from data warehouses can improve peaks and troughs, understand customer behavior, predict shipment arrivals

and provide a customer a better experience," says Navaratnarajah.

Integral warehouse role

Air cargo is generally a people's business driven and operated by experts and sometimes 'legends' in the warehouse.

Most operators rely on these so-called legends to drive the business as well as train the new workforce based on legacy practices. As a result change is low or slow. It is also curtailed lack of investment.

Many leaders speak about change but have not yet implemented the digital investments to make it happen.

Unisys believes as a solution provider it has a role to play in sharing our thought leadership with such operators and jointly exploring methodology to introduce these IoT to help operators to adapt these devices to supplement manual activity.

Components of a smart warehouse

A smart warehouse should inform a customer when to hand over the cargo based on analytics; operators use smart devices to accept or locate cargo; machines can communicate data to systems; mobile devices and wearable devices process data in the warehouse and integrates it with airport systems for manifesting and transporting cargo to an aircraft. In addition, users can process data via voice-enabled commands to process tasks in the warehouse. Drones will monitor shipment well-being, optimized goods flow and suggest corrective actions if cargo is in distress.

Conversely for import goods, in addition to processing, deliveries (including delivery to door) will be enhanced via mobility devices with electronic signature on the keypad. Movement of assets (Unit load devices - ULDs) in the warehouse will be managed through beacons and blue tooth enabled devices to track optimum stock levels and the movement of assets. Data will be captured and made available to process goods more quickly and accurately, and further enhanced by machine learning to continuously improve processes, according to experts at Unisys.

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TRUCKING NEWS

ISUZU BUILDS NEW FACTORY IN JAPAN TO PRODUCE LIGHT-DUTY DIESEL TRUCK ENGINES

Japan's longest running car and motor manufacturer, Isuzu Motors Limited, has built a new factory within the premises of its Tochigi Plant with demand for heavy and light-duty trucks steadily increasing in the country and other emerging markets.

The company says the production of the new diesel engine series has already started conforming to the 2016 exhaust emission standard.

They will be mounted on the light-duty truck model, "ELF" for the Japan market. The Tochigi Plant has been the base to produce heavy-duty and mid-duty truck engines. With the new factory added, it is now capable of producing light-duty truck engines also. The light-duty truck engines for overseas markets are produced at the Fujisawa Plant continuously.

At the new "smart" engine factory, thorough quality control is implemented using IoT and the so-called cell production system (to group multiple processes) is adopted to improve productivity. In addition, some new methods and systems, including the examples below, have been introduced to realize a clean factory friendly to people and environment.



- **System to collect debris scattered from the machining line to reduce smell and dirt.**
- **Barrier-free floor to reduce workload**
- **All lights in the factory use LEDs.**

Founded in 1916, Isuzu Motors has been known throughout its more than 101-year history of producing quality and efficient trucks. As of 2009, the company had produced 21 million diesel engines used in over

100 countries.

General Navigation and Commerce Company (GENAVCO) is the sole distributor of Isuzu cars and trucks in the United Arab Emirates (UAE) since 1982 with showrooms in Dubai, Sharjah, Abu Dhabi & Al Ain.

Genavco is a subsidiary of the Juma Al Majid Group of Companies founded by local businessman Juma Al Majid who remains the force behind the Group's phenomenal success for over 50 years now.

FREIGHTLINER TRUCKS DEBUTS NEW CNG TRUCK MODELS AT 2018 ACT EXPO



Daimler Trucks' future-centric Freightliner Trucks showcased its two new compressed natural gas (CNG) vehicles with better fuel efficiency and impact to the environment at the Advanced Clean Transportation Expo in the United States.

The two new models of Freightliner Cascadia CNG vehicles, one in collaboration with UPS, was displayed for the first time at the at the 2018 ACT Expo Conference (April 30 – May 3, 2018).

The new Cascadia day cab, built in partnership with UPS, is equipped with a Cummins Westport ISX12N Near Zero (NZ) NOx natural gas engine and Eaton Fuller Advantage Series Automated Manual

transmission, which, when combined with the model's sleek aerodynamic design, can result in fuel efficiency gains of up to 3 percent compared to similarly specified original Cascadia CNG truck models.

The ISX12N meets the California Air Resources Board Low NOx standard of 0.02g/bhp-hr, a 90 percent reduction from engines operating at current U.S. Environmental Protection Agency (EPA) NOx limit of 0.2 g/bhp-hr.

"By partnering with companies like UPS to pilot innovations such as the new Cascadia CNG truck, we can continuously evaluate and enhance our products," said Kelly Gedert, director of product marketing, Freightliner Trucks and Detroit Components. "Our proven experience in developing alternative fuel technologies for applications ranging from long hauls to vocational jobs demonstrates our commitment to environmentally sustainable solutions that increase

productivity and efficiency for our customers."

Freightliner M2 112, on the other hand, is equipped with a Cummins Westport L9N Near Zero NOx natural gas engine and TYMCO sweeper, the propane-autogas S2G chassis from Freightliner Custom Chassis Corporation, and the Thomas Built Buses (TBB) Saf-T-Liner® C2 all-electric school bus. Referred to as Jouley, the C2 is the first electric bus from TBB. All products featured by DTNA at ACT Expo draw from parent company Daimler AG's global expertise in alternative energy solutions.

Daimler's commitment to green technologies is part of its global "Shaping Future Transportation" initiative. Launched in 2007, the initiative reduces criteria pollutants, carbon dioxide and fuel consumption through the use of clean, efficient drive systems, including clean diesel and alternative fuels.



PREDICTING AVIATION INDUSTRY PERFORMANCE (L/F) - 2018

Developing targets is one of the major issues in the aviation industry.

In recent times, many aviation sources predict different figures, based on their own analysis, and insights for the global aviation market. Some companies best known for doing analysis include IATA, ICAO, ACI, Boeing, Airbus, among others.

The dilemma is that they come with their own assumptions and approaches leading to different results. There are many indicators to ascertain forecast figures, one of these is R square – Coefficient of Determination, even though this indicator is not fairly enough to implement and get the complete picture. It is worldwide aviation practice as a best fit indicator.

In this article, a new concept is discussed, and two testify parameters

are used. First is R – square – Coefficient of Determinations second is Signal Tracking, S.T. they are used as mapping tool on x-y coordinates for Displacement and Rotational factors that governed the mathematical model to deliver the best possible scenario to forecast by implementing Max/Min Signal Tracking Approach.

Aviation Data

ICAO is among major sources of data in the aviation industry. It produces monthly reports and other publications.

The main performance factors of the aviation industry – air transport are ASKs, RPKs, and Seat Load Factors (L/F). Since the aviation industry (Airlines), is a service product industry, which ASKs stand for Available Seat Kilometers, i.e. what airlines are offered (Supply), RPKs, stand for Revenue Passengers

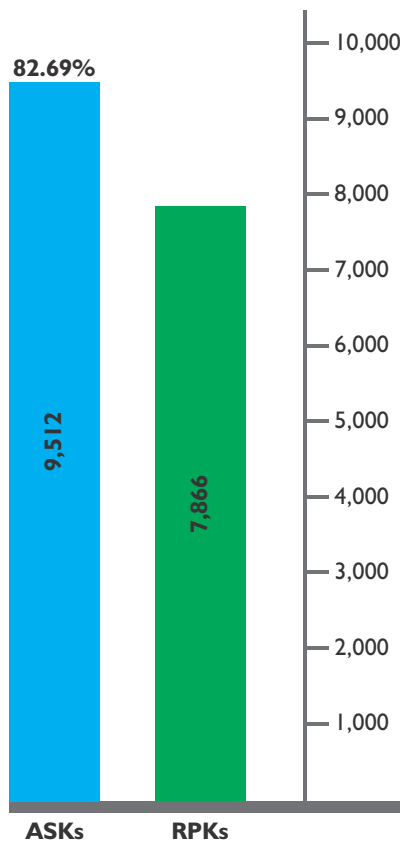
Kilometers, i.e. what airlines are gained (Demand), the filling rate of aircraft capacity is seat load factor (L/F) i.e. $L/F = RPKs/ASKs$ defining the performance.

Forecasting Model:

The basic data is 36 months with 12 months forecasting, a fair boundary restricted by the preset design values of R2 and Signal Tracking. The data published by ICAO is addressed as main database. Actually, the forecasting process has two stages, Evaluation and Forecasting.

In the evaluation stage we are trying to analysis the input data, and align the practical data with a mathematical model, we use a state of art forecasting program to fit data. Two control factors have a great impact on the seasonality model,

First displacement factor (Displacement Issue), this factor acts



to shift the whole data from its running path to a new one but keeping the trend and direction of the analysis. While the second factor is

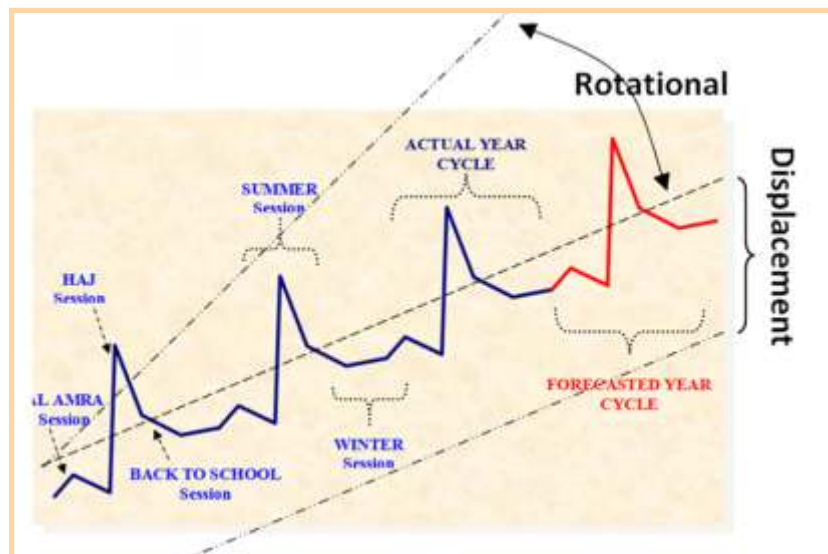
Directional factor, definitely, if we manipulate this factor and try to use many trail values (positive and negative value), the model will position itself accordingly as a clock around the origin.

The typical forecasting model is subjecting to many shocks, cycles, summer season, winter season, back to school, Haj season and a Chrismstime.

Predicting Aviation Industry Performance

The best way to set up annual target and minimize data discrepancy is to address the data by two trend models using the concept of 12 months rolling method for RPKs and ASKs. Here we implement two trend models by using Add a trend line in XLS sheet:

First – General Trend Model using the concept of Straight Line equation. Second – Most Recent Data Trend Model Using a Polynomial Model – Second-degree equation. This



reflects the impact of most recent data on the path of general trend. The mid-point is the most convenient forecast annual result at Dec 2018.

As long as the gap between two models is small, the more accurate approaching value for setting annual target (Dec 2018) otherwise we have to select the half way distance between two extreme targets of these models. So as we define the annual targets – we use them as constrains for monthly Forecasting approach as it is shown by Head-to-Head analysis for RPKs and ASKs below

Load Factor can be calculated based on the basic equation i.e RPKs/ASKs i.e Revenue Passenger Kilometers divided by Available Seat Kilometers. This led us to 82.69 %. The highest peak value is August (86.67 %). While the lowest season is February (80.34 %).

Forecasting Accuracy

Based on the model figures for RPKs, and ASKs, we calculate the percentage errors (with actual data), so the maximum percentage errors for RPKs is not exceed than + +2.11 and not less than – 1.66 %, while for ASKs is not exceed than + 2.16 and not less than – 1.72 %.

Results

The expected RPKs for 2018 will be = 7,866Billion RPK at a growth:6.99 %

The expected ASKs for 2018 will be = 9,512Billion ASK at a growth:5.89 %

The expected Load Factor for 2017 = 82.69 %

Annual Forecast – where we apply 12 Months Rolling Concept using two different trend model. First model the general trend model, defining the general trend. the second is the polynomial model – second degree, defining the impact of the most recent data on the new model, As long as the gap between two models is small, the more accurate approaching value for setting annual target (Dec 2018). Otherwise, we have to select the half way distance between two extreme targets of these models.

Monthly Forecast – once we define the annual targets, we used them to define the monthly forecasting pattern, for that a new concept is applied – i.e Max/Min Signal Tracking approach – to forecast the Aviation Industry Performance in terms of RPKs and ASKs. All the performance factors are in a Fair situation i.e ASK, and RPKs. this clearly supported by the Errors graph for ASK, RPK. Finally, a 2018 Forecast will be as follows:

The expected RPKs, ASKs for 2018 will be = 7,866 Billion RPKs at a growth: 6.99 %, 9,512 Billion ASKs at a growth: 5.89 %, respectively, at Load Factor = 82.69 %.

Disclaimer: Mohammed Salem Awad is an aviation consultant at Yemen Airways.

Opinions expressed in this piece are solely his and not necessarily that of **Air Cargo Update**.

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Emirates grows cash assets to US\$5.6B with 124% profits in FY2017



Sheikh Ahmed Bin Saeed Al Maktoum

DUBAI: Emirates closed the financial year 2017-18 with increased cash assets of AED20.4 billion (about US\$5.6 billion) after posting profits of 124 percent during the period to AED2.8 billion (US\$762 million) from only AED1.3 billion the previous year, the company announced.

With its rosy financial standing, Emirates, the world's largest operator of Boeing 777 and A380, gave out its employees five weeks of extra pay as bonuses.

Sheikh Ahmed Bin Saeed Al Maktoum, President of Dubai Civil Aviation and Chairman and Chief Executive of Emirates airline and Group, described 2017 as still tough in many fronts but a healthy recovery in the air freight industry fueled by stronger global trade made a huge difference in the company's FY2017 earnings ending in March 2018.

"Business conditions in 2017-18, while improved, remained tough. We saw ongoing political instability, currency volatility and devaluations in Africa, rising oil prices which drove our costs up, and downward pressure

on margins from relentless competition. On the positive side, we benefitted from a healthy recovery in the global air cargo industry, as well as the relative strengthening of key currencies against the US dollar," Sheikh Ahmed said in a statement.

Despite these challenges, the company went on to invest in initiatives and infrastructure that accorded well to its business goals. Emirates also restructured its policies enabling it to maximize productivity while minimizing operational expenses.

In FY2017-18, Emirates said its total operating costs increased by 7 percent with aviation fuel prices rising by 15 percent during the period. Fuel now accounts for about 28 percent of the airline's operating costs. Yet, its overall earnings remain higher.

The airline flew a record 58.5 million passengers (up 4%) with a load factor of 77.5 percent during the period. Likewise, Emirates SkyCargo posted new record high in sales volume last year, bringing more revenues to the company.

"The decline of the US dollar against currencies in most of Emirates' key markets for the first time in a number of years had an AED661 million (US\$ 180 million) positive impact to the

airline's bottom line," Emirates said.

To fund its fleet growth during the year with high ongoing new aircraft deliveries, Emirates raised AED17.9 billion (US\$4.9 billion), using a variety of financing structures, including the successful execution of a US\$600 million sukuk in March to fund the acquisition of two A380 aircraft to be delivered in 2018.

Emirates says it continues to tap the Japanese structured finance market in conjunction with debt from a wide-ranging group of institutions in China, France, the United Kingdom, and Japan. The company raised over AED3.7 billion (US\$1 billion) during the year from this source.

Emirates has also refinanced a commercial bridge facility (due to non-availability of ECA cover) of AED3.8 billion (US\$ 1.0 billion) via an innovative finance lease structure for five A380-800 aircraft, accessing an institutional investor and bank market base from Korea, Germany, the United Kingdom and the Middle East.

These deals align with the company's financing strategy and demonstrates its ability to unlock diverse financing sources through access to global liquidity and underscores the strong investor confidence in the airline's business model, Emirates said.



AIRLINES

SriLankan Airlines focuses on growing more MidEast market



DUBAI: SriLankan Airlines says about 23 percent of its passengers come from the Middle East and it wants to further strengthen its presence in the region through its diverse nature adventure offerings.

The national carrier of Sri Lanka and a member of the oneworld airline alliance, SriLankan Airlines once again participated at the recently concluded Arabian Travel Market (ATM) in Dubai.

Middle Eastern business and leisure travellers to Sri Lanka either make a vacation trip to enjoy some of the country's many-splendored delights, or to make deals in Colombo or other Asian or Australian destinations. The tie-up with the oneworld alliance has further enhanced traffic flows to the airline from their partners, making Colombo a growing transport hub.

"We regard Arabian Travel Market as an important stage to reach the travel industry professionals in the Middle East, which is one of our most important source destinations," said Dimuthu Tennakoon, Head of Worldwide Sales and Distribution, SriLankan Airlines.

Responding to growing demand from the region, SriLankan Airlines has recently boosted its services with daily flights to Colombo from Dubai, Abu Dhabi, Doha, Riyadh, Muscat, Bahrain and Kuwait to 68 flights a week. The airline is also looking at increasing connectivity to other parts of the Gulf depending on demand.

Qatar Airways & Boeing seal deal for US\$11.7 billion new planes



fastest growing airlines in the history of aviation, announces a significant and historic aircraft order that will power our future growth for the years and the decades ahead," said Qatar Airways Group Chief Executive Akbar Al Baker.

WASHINGTON: Qatar Airways and Boeing jointly announced the airline's purchase of 30 787-9 Dreamliners and 10 777-300ERs, valued at \$11.7 billion at list prices, validating the value, reliability and performance of the US-based aerospace manufacturer's twin-aisle airplanes.

The airline also signed a Letter of Intent for up to 60 737 MAX 8s, valued at \$6.9 billion at list prices.

The new purchases build on Qatar Airways' current fleet of 84 Boeing aircraft, a combination of 787s and 777s, all delivered over the last nine years. With this new order, the airline increases its firm order backlog of Boeing widebody airplanes from 65 to 105, including 60 777Xs.

"Qatar Airways, already one of the

Qatar Airways' relationship with Boeing was renewed in 2006. Since then, there have been many milestones in the partnership. The airline was the first to operate the 787 in the Middle East and is a launch customer for the 777X. With the commitment for the 737 MAX 8, it would be the first Boeing single-aisle airplane model to join Qatar Airways' fleet in more than 15 years.

"We are so very proud that a discerning and market-leading customer like Qatar Airways not only continues to endorse our current products, but also has confidence in Boeing's new technology that will soon be evident on the 777X & 737 MAX," said Boeing Commercial Airplanes President & CEO Ray Conner.

Luxair Group supports Red Cross and its different projects



LUXEMBOURG: For the 10th edition of the Mois du Don, Luxair cabin crew have once again teamed up with the Luxembourg Croix-Rouge to fundraise on-board Luxair flights throughout April. LuxairGroup will double the donations collected to mark this strong action and help its long-standing partner to conduct different social and humanitarian projects

Turkish Airlines MidEast passenger volume up 22 percent in Q1



DUBAI: Turkish Airlines says the volume of passengers it hauled in to the Middle East went up by 22 percent during the first quarter of 2018.

Turkey's flag carrier, which flies to more countries than any other airline, expects the positive growth to continue with all signs pointing to an upbeat market. Last year, the airline served about 5.6 million travelers on the route.

Muhammed Fatih Durmaz, Turkish Airlines Vice President Sales, Middle East & Cyprus, said the airline seat capacity for the period also grew by 11.4 percent.

"2017 was a successful year for Turkish Airlines in terms of our global fleet and network expansion and we have high expectations of 2018 as we see the Q1 results and continue to build

momentum for our excellent in-flight and customer service. Our network expansion has also been a pivotal step in supporting the increasing customer demand in all our markets, including the UAE and the Middle East," said Durmaz.

"Through new and innovative features, as well as having a growing fleet, our aim is to provide customers with the best possible options, both in terms of new destinations and innovative products and services," he added.

Turkish Airlines, which participated at the recently concluded Arabian Travel Market in Dubai, said it continues to work closely with its partners in the region to provide customers innovative travel solutions in this digital age.

Azerbaijan seeks to serve 4 more cities in Saudi Arabia

BAKU: Azerbaijan Airlines plans to operate flights from Baku to four more cities in Saudi Arabia as the nation strengthens its bilateral ties with Azerbaijan.

Talks between the two Muslim nations have begun for more flight slots with partners from Saudi Arabia scheduled to carry out regular flights to airports in Medina, Jeddah (from May 18), Gassim (from June 15) and Hail (from July 1), between May through July.

This brings to six the number of routes Azerbaijan Airlines will serve in KSA with Dammam and Riyadh flights



scheduled to begin in June, Azerbaijan's flag carrier announced.

The new flights between the routes are hoped to attract additional tourists from the Middle East to Azerbaijan, which similarly expects its people to have more access to the Holy sites.

Emirates and flydubai code share yields to more passengers

DUBAI: Emirates and flydubai jointly announced their codeshare partnership that began in October 2017 has yielded to more passengers.

The airlines said between November 2017 and March 2018, over 400,000 passengers have taken advantage of the partnership and more than 250,000 passengers have already planned their trip for the year ahead.

The partnership initially began with codeshare flights to 29 cities, and this has quickly expanded to meet growing demand as customers realize the benefits of increased flight frequencies, expanded access to global destinations on a single ticket, the convenience of checking in their baggage through to the final destination, smooth transfers during transit in Dubai, and much more.

Emirates currently flies to 141 passenger destinations while flydubai serves 97 destinations, 80 of which are not served by Emirates, bringing the total combined network offering to 206 unique destinations.

Both Dubai-based airlines will continue to offer customers greater choice and flexibility across their networks, with codeshares to more than 90 destinations. New codeshare flights recently launched include Krakow, Dubrovnik and Kinshasa with more destinations expected in the coming months such as Catania from June 13, Thessaloniki from June 15 and Helsinki from October 11.



AIRPORTS

Automotive companies growing in number at DAFZA



DUBAI: The Dubai Airport Free Zone Authority (DAFZA) says the number of automotive, car parts and accessories companies within the free zone continues to grow as the UAE's aviation and business sector in general further exudes development.

DAFZA made the announcement during Automechanika Dubai 2018 held on May 1-3 in Dubai, to highlight the commercial benefits to foreign investors who choose DAFZA to launch their businesses and the facilities it offers at various levels from licenses and permits to government services.

"DAFZA is seeing continued growth in the number of companies in the cars, automobiles and parts sector based in the free zone. There is a great number of companies working in this field that continue to develop their businesses in light of the encouraging investment environment provided by DAFZA," said Abdulaziz Ahmed Al Hammadi, Senior Manager of Marketing at DAFZA.

"These include Bentley Motors, Sumitomo Rubber Middle East, Kawasaki Heavy Industries, Tata Motors, Audi Volkswagen Middle East, Toyota Motors, Peugeot and others," he added.

'The Heart of Sharjah' strikes a new note at airports



The Chairman of the Sharjah Media Council, Sheikh Sultan bin Ahmed Al Qasimi, center, with Mohammad Khalaf and Mohammad Yanez and the Pulse 95 Radio Presenters.

SHARJAH: Passengers at Sharjah International Airport, Dubai International Airport and the rest of the United Arab Emirates, were treated to a new vibe of music and entertainment with the launch of Pulse 95, Sharjah's first English language radio station.

Passengers waiting for their turn to board their flights said they were surprised but delighted to hear a new English beat on the airwaves coming from Sharjah, the cultural capital of the UAE.

The government-owned station themed "The Heart of Sharjah" was launched on May 1. It's designed to be a fun, positive, feel-good station which brings listeners local and international personalities, stories, city-focused features and more, to showcase Sharjah's rich cultural heritage and latest business and commercial developments.

The station features a vivacious team of local & international presenters bringing world-class content through its flagship shows 'The Morning Majlis', 'Musafir in the City' & 'Yalla Home', in addition to a unique blend of acoustic music covering the latest hits.

Sheikh Sultan bin Ahmed Al Qasimi, Chairman of the Sharjah Media Council, described the opening of Pulse 95 as a great step forward in increasing the reach, broadening the scope and driving the progress of radio in the UAE.

"The launch of Pulse 95 is an exciting venture into a new market for Sharjah Media Corporation. We have seen a real need to fill the gap in English language output, particularly when so many of the emirate's residents use English in their day-to-day lives and increasingly conduct business in English," Sheikh Sultan said in a statement.

FC Bayern on the front foot in Munich Airport's Terminal 2



Prior to boarding their flight to contest their Champions League semifinal second leg match against Real Madrid early this month, FC Bayern already took the lead at

Munich Airport: To complement the big FC Bayern flagship store in the Munich Airport Center, the perennial Bundesliga champions opened a second fan shop in the Terminal 2 departure area (Schengen level). At the ribbon-cutting ceremony, Munich Airport CEO Dr. Michael Kerkloh was flanked by FC Bayern president Uli Hoeness (left), Executive Board Chairman Karl-Heinz Rummenigge (2nd from left), and Jörg Wacker, the Executive Board member in charge of marketing (right).

Pakistan opens new international airport in Islamabad



ISLAMABAD: Pakistan opened in May its new international airport designed to handle up to 15 million passengers annually as the country pushes for more economic development.

Prime Minister Shahid Khaqan Abbasi said the Islamabad International Airport, which would officially replace the old Benazir Bhutto International Airport (BBIA) in twin city Rawalpindi, reflects Pakistan's progress in recent years.

"The new Islamabad airport is located at the crossroad of the China-Pakistan Economic Corridor and it will open a new gateway for the country's development" offering trade and employment opportunities to the people," Abbasi said at the opening ceremony on May 1.

"Aviation is a challenging, dynamic field. It keeps changing rapidly and if we don't change ourselves we will be left behind," added Abbasi who is closely associated with a major airline in the country.

The Y-shaped new airport is tailored for further expansion to handle as much as 25 million passengers in the future. Its four-level terminal building also includes a cargo terminal, fuel farm, state-of-the-art firefighting station and rescue facilities.

Spanning over 4,238 acres of land, the airport also has a four-star transit hotel, duty free shops and boasts of state-of-the-art equipment and will be the country's first airport to accommodate two double-deck Airbus A380s, the world's largest aircraft.

Austrian company offers innovative aircraft recovery solution



DUBAI: Stranded or damaged aircraft on the runway or defective baggage and container trailers are always a hurdle for the operations of an airport, causing air traffic delays and elevated costs.

"KNOTT" together with its Middle East representatives from "con-act" introduced and showcased recovery equipment and the robust design of KNOTT Airport baggage and

container trailers, specified for Airport ground support equipment (GSE) at the Dubai Airport Show 2018 held from May 7-9.

KNOTT said its airport baggage trailers from Slovakia are highly durable and offer a reliable solution for passenger's baggage transport ensuring efficient and swift airport operations thanks to unique customization options.

The companies also presented the RD100 which allows the damaged aircraft to be transported in any direction while minimizing the impact of forces on the aircraft body plus the tarmac of the runways and taxiways to reduced loads.

Nokia touts new 4G LTE for airports and air-to-ground solution

DUBAI: The Finnish telecommunications and consumer electronics company Nokia highlighted its ability to create technology that connects the world with sophisticated solutions at the recently held three-day Airport Show 2018.

With the dynamic aviation industry continuously in search of innovation, Nokia said there's a need to put in place strategies to address its needs in the most efficient and cost-effective way.

Among solutions it highlighted is the Nokia 4G LTE for Airports and Air-to-Ground solution that consolidates and unifies airport radio systems.

"Our LTE air-to-ground solution is an aviation-specific LTE variant that supports real-time and ultra-broadband communications in flight. The aviation industry has long relied on satellite-based systems to support onboard communication services. These systems are vital for trans-oceanic flights where air-to-ground communication is not possible," the company said.

It added, the advent of LTE air-to-ground service presents a new alternative as LTE air-to-ground services are more affordable than satellite-based systems.

"They support new onboard applications that benefit passengers and airline companies. And they allow airport operation managers and air-traffic authorities to use an ultra-broadband network for all operational communications inside the airport and on taxiways," Nokia said.



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EXECUTIVE MOMENTS

Omar Hariri is the new CEO of Saudia Airlines Cargo Company


Omar Hariri

JEDDAH, KSA: Omar Hariri has been appointed the new Chief Executive Officer of Saudi Airlines Cargo Company (Saudia Cargo).

Hariri has extensive management experience and various achievements in many of the leadership positions he has held over the past years in the fields of

transportation, supply and logistics.

The new CEO will lead the company and strengthen its current position in accordance with the transformation strategy which took into account, the development of all services provided, the promotion of performance and production, in addition to strengthening the aspects of security and safety in all stations and facilities to meet international quality standards.

Saudia Cargo is currently going through important stages of its transformation 2020 program launched in early 2017 in line with the Saudi 2030 vision, aiming to upgrade the various services and sectors and all of its working cadres.

Lufthansa Cargo Executive Board reshuffles

FRANKFURT: The Lufthansa Cargo Executive Board saw a major change in April with new appointments and promotions to further strengthen the leading German freight company.

Effective August 1, 2018, Dorothea von Boxberg, 44, will take over as the Executive Board Member Product and Sales at Lufthansa Cargo AG as well as Chief Commercial Officer.

Von Boxberg will be succeeding Dr. Alexis von Hoensbroech who has been in charge of the Product and Sales division since December 2014 and is to become the new CEO and Chairman of the Executive Board of Austrian Airlines starting 1 August 2018.

Von Boxberg is currently Vice President Global Sales Management at Lufthansa Cargo, with responsibility for areas including Global Performance Management, Pricing, Airmail, Product Management and


Dorothea von Boxberg

Dr. Alexis von Hoensbroech

Sales Processes. An experienced and adept manager from the company's own ranks was thus able to be recruited as the successor.

As Lufthansa Cargo's Chief Commercial Officer, Von Boxberg will be responsible for the external organization of sales and handling, revenue management, pricing, network planning and sales management worldwide.

Von Boxberg studied industrial engineering at TU Berlin and ESCP/EAP Paris. From 1999 to 2005, she worked for consulting firm The Boston Consulting Group in Stuttgart, most recently as project manager. She joined Lufthansa AG in 2007.

Al Kishi is the new CCO for Deutsche Bank UAE


Jamal Al Kishi

DUBAI: Deutsche Bank has named Jamal Al Kishi as Chief Country Officer (CCO) for the United Arab Emirates (UAE) and General Manager of Deutsche Bank AG Dubai (DIFC) Branch.

Al Kishi joined Deutsche Bank in 2007 as CEO of Deutsche Securities Saudi Arabia and head of corporate and investment banking, before relocating to Dubai in February 2016 as Deutsche Bank's MEA CEO.

Prior to joining Deutsche Bank, Al Kishi spent over 12 years in corporate and investment banking in Saudi Arabia. He was a senior executive at Arab National Bank for 10 years and prior to that he worked in corporate banking with Saudi American Bank in Riyadh.

Al Kishi has a Masters in Business Administration, Banking and Finance from King Fahd University of Petroleum and Minerals in Saudi Arabia and a Degree in Engineering from Arizona State University in the United States.

World's first Hyperloop passenger & freight system shapes up



ABU DHABI: The first set of tubes designed to move both people and freight through the breakthrough levitated pods traveling at super high speed were recently delivered to the research and development center of Hyperloop Transportation Technologies (Hyperloop TT) in Toulouse, France.

With an interior diameter of 4 meters, the system is optimized both for passenger capsules and shipping containers. The first phase includes a closed 320 meter system that will be operational this year. In addition, a second full-scale system of 1 km elevated by pylons at a height of 5.8 meters will be completed in 2019, the Emirates news agency WAM announced.

Both systems are fully upgradeable and will be utilized by both HyperloopTT and partner companies. The full-scale passenger capsule,

currently near completion at Carburas in Spain, is scheduled for delivery to the facility this summer for assembly and integration.

HyperloopTT CEO Dirk Ahlborn said Hyperloop is more than just displays of rapid acceleration and breaking speed records as it creates a new and efficient way of traveling people and freight.

Bibop Gresta, HyperloopTT Chairman, said the company currently works with nine countries and have secured insurance from the world's largest reinsurance company, Munich RE.

"We've pioneered the technology, proved feasible and insurable by the world's largest reinsurance company, Munich RE. We have agreements in place in nine countries where we're working on feasibility and regulations. We have a research center for freight and logistics in Brazil and a facility in Toulouse where we'll deliver the first full-scale passenger capsule. Hyperloop is no longer a concept; it has become a commercial industry," said Gresta.

Founded in 2013, HyperloopTT is a global team comprised of more than 800 engineers, creatives and technologists in 52 multidisciplinary teams, with 40 corporate and university partners.

Most of its engineers, some connected with NASA, SpaceX and Boeing, volunteer their time in exchange for stock options for what is believed to be the biggest innovation in the transport industry in this century.

Headquartered in Los Angeles, CA, HyperloopTT has offices in Abu Dhabi and Dubai, UAE; Bratislava, Slovakia; Toulouse, France; Contagem, Brazil; and Barcelona, Spain. HyperloopTT has signed agreements in the United States, Slovakia, Abu Dhabi, the Czech Republic, France, India, Indonesia, Brazil and Korea.

Travelling at speeds of 1080 km/h, the company plans to enable travel between cities in the GCC in under an hour, enabling disruption that will create new opportunities in manufacturing, warehousing and supply chain distribution.

In the wider GCC, the cargo transportation market was worth approximately US\$35 billion in 2016, according to McKinsey & Co. Of this, Hyperloop One has an addressable share of around US\$12 billion, excluding short-haul, intracity shipping and low-value commodity freight such as oil and chemicals, metals and minerals and agriculture and food products.

Cisco to provide cutting edge digital connectivity at Expo 2020

DUBAI: Expo 2020 Dubai has teamed up with worldwide technology company Cisco to provide cutting edge digital connectivity that will ensure that Expo's millions of visitors have the richest and most tailored experience possible, the UAE government announced.

As Expo 2020's newly appointed Digital Network Partner, Cisco will implement its pioneering networking, capable of connecting anyone, anywhere, on any device – securely, reliably and

seamlessly.

Cisco's intelligent solutions will link visitors, participants, devices, applications, business processes and the Expo network into a 'smart site' that will make Expo 2020's technology infrastructure the most advanced in World Expo's 167-year history.

Expo 2020 and Cisco will work together closely to deliver a global event that is at the forefront of technological evolution and which demonstrates how connectivity can be a force for good in alignment with Expo's theme, 'Connecting Minds, Creating the Future'.

Cisco has extensive expertise in delivering digitally-driven experiences for events on a global scale. The company was a strategic partner at both Expo Shanghai 2010 and Expo Milano 2015, as well as the official networking supplier for both the London 2012 and Rio 2016 Olympic and Paralympic Games.



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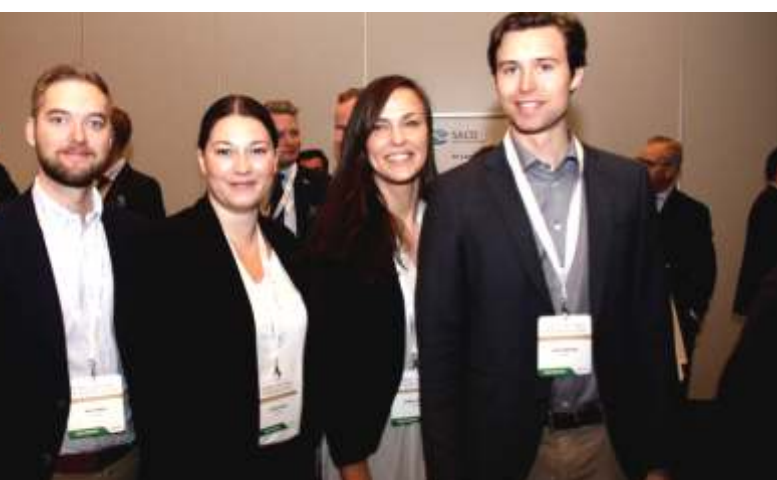
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UPCOMING EVENTS

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Toronto, Canada | www.aircargoforum.org

October 16-18, 2018

Airport Solutions Dubai

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

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

Nov 4-5, 2018

International Transport Logistics exhibition (logitrans Turkey)

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

Istanbul, Turkey
Nov 12-14, 2018

Airport Show 2018

In May 2018, the Airport Show returns for its 18th edition. Taking place over three days, this is the world's largest annual airport exhibition providing an ideal B2B platform for companies to showcase airport and aviation-related products and services. Over 7,000 aviation professionals are set to attend the event, networking and developing new business opportunities. 300 of the leading global suppliers will be exhibiting at the event, showcasing their latest airport technologies, products and services.

DICEC, Dubai, UAE | www.airportshow.com

May 7-9, 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.

Leipzig, Germany
www.itf-oecd.org/summit-events

May 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.

WCA Projects will again provide social networking events, extended 1-on-1 meeting times, professional discussions, and will present awards for 'Best Projects Partners' to recognize the network's star members.

Hamburg, Germany

June 1-3, 2018

2018 FIATA World Congress

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

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

New Delhi, India

Sept 25-29, 2018



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A young child with dark skin and short hair is smiling broadly, looking directly at the camera. They are wearing a light blue polo shirt and are positioned in front of a lush green lawn. The child's hands are clasped together in front of them.

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