

air cargo update

Vol. 8 Issue 9, No. 67, October 2018

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Majid Barzanji

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The Lounge



Adrien Thominet
ECS Group CEO



18

RSA National
unveils new cargo
terminal at DWC



27

LogitaaS: Empowering
freight forwarders
with cutting edge
technology



31

Nepal's
mountainous
logistical challenges



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EDITORIAL

air
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update**Monthly: Vol 08 | Issue 09 | No. 67**
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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**7dimensions**
MEDIA FZE LLC

PO Box: 9604, SAIF Zone, Sharjah - UAE
Tel: +971 6 557 9579, Fax: +971 6 579569,
info@7dimensionsmedia.com
www.7dimensionsmedia.com

Chief Editor

Gemma Q. Casas
gemma@7dimensionsmedia.com

Contributors

Nirmala Rao
Ayesha Rashid
ayasha@aircargoupdate.com

Sales & Marketing

Israr Ahmad
israr@7dimensionsmedia.com
Tousif Ahmed
tousif@7dimensionsmedia.com

Head Operations

Jamal Ahmad
jamal@7dimensionsmedia.com

Photo Journalist

Wasim Ahmed
wasim@7dimensionsmedia.com

Creative Head

Mohammed Imran
imran@7dimensionsmedia.com

WORLDWIDE MEDIA REPRESENTATIVES

France, Belgium, Monaco, Spain:
Aidmedia, Gerard Lecoeur; Tel: +33 (0) 466 326 106; Fax: +33 (0) 466 327 073
India:

RMA media, Fareed Kuka;
Tel: +91 22 5570 3081; Fax: +91 22 5570 3082

Taiwan:
Advance Media Services Ltd, Keith Lee;
Tel: (886) 2 2523 8268; Fax: (886) 2 2521 4456
Thailand:

Trade and Logistics Siam Ltd, Dwight A Chiavetta;
Tel: +66 (0) 2650 8690; Fax: +66 (0) 2650 8696
UK, Ireland, Germany, Switzerland,
Austria: Horseshoe Media, Peter Patterson; Tel: +44 208 6874 160

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Editor's Note

A techie world

Industries in various fields continue to innovate and experiment with technology to enhance services, better protect consumers' interest, increase production and cut operational costs.

In this edition, we bring you stories on how companies in the logistics sector and the air freight industry are switching from the traditional mode of doing business to empowering their offices with Artificial Intelligence (AI) and other forms of technology to improve services and reach out to as many customers as possible.

Oman, for instance, just announced it has adopted the electronic airway bill system, eliminating the orthodox paper-based system. Cathay Pacific Cargo, meanwhile, is experimenting with Bluetooth-powered ULDs to trace their location, among other similar stories.

Cargo facilities are today more responsive to the needs of goods kept en route to their final destinations. Practically, all companies have adopted or are adopting to this new trend to comply with international standards.

This advance-tech trend extends to different farms in Japan and some European countries where robots are utilized to plant and harvest produce, thereby, cutting operational costs while increasing production.

Japan, which is facing a huge labor shortage with its aging population, pioneered the concept.

Europe, which is also short of farm workers, embraced the idea and now benefits from its tech investment. One European asparagus farm, for instance, says a robot takes on the job of 12 workers who used to do the job of planting and harvesting, cutting expenses for salaries and benefits perpetually for that much people.

In the futuristic city of Dubai, even the simplest of things will be embedded with AI. The Dubai Municipality is currently working on a project that will empower shopping carts to walk their way around supermarkets instead of being pushed by shoppers.

In aviation, we look back at the dramatic transformation of the once dusty and sleepy Dubai International Airport, now one of the busiest and most modern globally, and the hub of Emirates, one of the world's largest airlines.

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

Gemma Q. Casas
Editor-in-Chief

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CONTENTS



22 | **Cover Story**
MATEEN Express
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08 | **The Lounge**
Globetrotting CEO is an early riser health buff and devoted father



09 | **Global News**
American Airlines Cargo tours customers to new facility in Milan
Azerbaijan, China strengthen trade ties

27 | **Feature**
LogitaaS Empowering freight forwarders with cutting edge technology



34-Better trade spin trickles into India's garment industry



39 - Airlines
SAUDIA introduces free social media messaging plan for all passengers
Emirates joins Ghana in making aviation history: One-off A380
41 - Airports
Budapest Airport begins construction of new air cargo European gateway Airports 1
Dubai marks 58th anniversary with 1 billion travelers served
44 - Technology
Shopping in Dubai? Say hello to 'smart trolleys'
46- Executive Moments
CargoLogicAir appoints new COO, other key management people
50 - Upcoming Events



31- Nepal's mountainous logistical challenges

44- Technology:
Robot farmers getting in-demand

48-Photo Gallery:
FIATA World Congress 2018



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The LOUNGE

Globetrotting CEO is an early riser health buff and devoted father

“We are like a family and being CEO is a job I take very seriously. It would be a lie to say that I’m always confident. We cannot fail. Success is the guarantee of the good health of each of us. I am not alone and we are all working for that. As of today, everything ties hand in hand perfectly.”

Every day, Adrien Thominet is up at 5 am. First, he checks emails from their offices in countries with significantly different time zones as France where he is based so that to his words, “catch them before their day is finished.”

Thominet is no ordinary CEO. He leads the ECS Group, one of the largest GSSA companies in the world with 69 subsidiaries and 137 offices in 47 countries. The company handles about 2,500 tons of cargo every day for different airlines serving different cities and airports.

It’s a tough job that needs methodical and time-tested sophisticated system to ensure a seamless process to deliver what is expected of the company in the competitive air freight industry.

After spending about an hour answering emails, Thominet says he reads the news online, do an hour of cardio or resistance training or walk his dog, Jean-Luc.

“My normal morning begins very early, usually around 5 am, checking emails from countries in significantly different time zones hoping to catch them before their day is finished. After spending an hour on email, read most of the news online, I do an hour of either cardio or resistance training each morning,” he said. “Sometimes I bring my dog, Jean-Luc, along.”

Working out and waking up early on a regular basis gives Thominet more than enough energy to carry on with his day, more importantly, spend time with his four children no matter how busy he may be.



Adrien Thominet
CEO, ECS Group

“Waking up early allows me to get my four kids ready for school and drop them off, and still get to work by 8:30 in the morning. Spending time with my kids is precious as it brings me energy for the whole day,” the CEO said.

Describing his children as his “breath” that sustains his life, Thominet says he cherishes the time he spends with them and make up for whatever is lost during his business trips.

“And regarding my way to unwind...the time I spent with my kids is very cherished and non-negotiable. They are my breath. And because you cannot accomplish great deals without refocusing on yourself, I save some rare but precious time, doing nothing but being happy. I wish I could have some more,” he said.

At work, Thominet plans for his business trips to meet prospects, airline partners or local ECS teams. The company has more than 1,000 employees all over the world.

“More than 1000 employees are working for our company. It’s more difficult to keep tabs on employees when you run a global enterprise in several time zones. That’s no excuse for not making the effort. It’s the only way, to feel firsthand what is happening in different parts of the company,” he said.

As time could be their friend or foe, Thominet says he prepares the company’s activities for the next 18 to 36 months with the help of ECS Group Board Chairman Bernard Schmoll.

The two executives treat their employees like family, guiding and directing them for future growth and opportunities.

“We are like a family and being CEO is a job I take very seriously. It would be a lie to say that I’m always confident. We cannot fail. Success is the guarantee of the good health of each of us. I am not alone and we are all working for that. As of today, everything ties hand in hand perfectly,” Thominet optimistically said.



American Airlines Cargo tours customers to new facility in Milan

FORT WORTH, Texas: American Airlines Cargo customers from across Italy visited this month the airline's new operational facility at Milan's Malpensa Airport (MXP) designed to serve the growing demand for air flown goods from the country to the US.

Growing cargo volumes from the northern Italian city have increased customer demand for direct services out of Italy to the United States. The new 53,000-plus square-foot (5,000 square meters) building handles the airline's daily flights to its New York (JFK) and Miami (MIA) hubs.

Some of the most frequently shipped goods from Milan include automotive parts, fashion and pharmaceuticals. On its opening day,



customers — including representatives from major global companies—joined American's Regional Cargo Sales Manager, Richard Hartmann, and his team for a tour of the new building, located just steps from the old location on airport property.

"It's a real testament to the strength of our brand in Italy that customers from as far away as

Venice, Rome and Florence took time out of their busy schedules to come and see what additional space and opportunities the new warehouse can offer them," said Hartmann.

Customers were given a complete tour of the facility, operated by WFS, to showcase new ground support equipment, a full range of temperature-control spaces, and racking to store pallets & containers.



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GLOBAL NEWS

Azerbaijan, China strengthen trade ties



BAKU/ZHENGZHOU: Silk Way West Airlines is increasing its cargo flight frequency to Zhengzhou, China from four to six as it enters a new stage of strategic cooperation with the Government of Henan Province and Zhengzhou Airport.

"With this, we are entering into the new stage of our strategic cooperation with the Government of Henan Province and Zhengzhou Airport. We are excited to further strengthen this

cooperation by seeing further growth," said SWW President and CEO Wolfgang Meier. The deal was made at the 2nd ICAO Cargo Conference held in Zhengzhou on Sept 5-7.

"Within a short period of time, we managed to emerge as one of the leading cargo carriers in Zhengzhou and we are aiming to further increase tonnage and flights as Zhengzhou provides for us the perfect platform to grow in view of our core capabilities to

serve the Silk Air Route in accordance to the One Belt – One Road strategy the Chinese Government is strategically pursuing," Meier added.

SWW's fleet consists of more than 10 Boeing 747 full freighters and two more planes are up for delivery. The freight carrier operates to a global network of more than 45 destinations along the ancient Silk Road with enhanced network through Baku connecting China, Central Asia, the Middle East, Europe, Africa and North America.

China is Azerbaijan's fourth largest trading partner. Bilateral trade between them was valued at US\$1.3 billion in 2017.

Azerbaijan President Ilham Aliyev and Chinese President Xi Jinping continue to hold talks in further improving trade relations between the countries, the Chinese state news agency Xinhua reported.

Virgin Atlantic Cargo hauls 116.3m kg in H1 2018

LONDON: Virgin Atlantic Cargo says it carried 116.3 million kg to the end of June 2018, building on its strong performance in life sciences, express, valuable and automotive shipments, collectively contributing to a 3 percent year-on-year growth tonnage for the firm during the first half of the year.

The company says its cargo business also continued to benefit from closer alignment with its trans-Atlantic joint venture partner, Delta Cargo.

It says the opening of the Pharma Zone at Heathrow in Q4 2017, and confirmation of its Good Distribution Practice (GDP) compliance in April, helped grow its pharma business by more than 50% compared to the first six months of 2017 as tightening regulatory requirements increased customers' preference for airlines offering GDP-compliant services.

Virgin Atlantic's expertise in moving high-value prestige cars as well as car parts for manufacture and sale also increased its share of the automotive cargo market.



"We have achieved a very positive start to the year with most markets reporting growth. We continue to see benefits from our strategic focus on pharma as well as other core products and services, including express, high value cargoes and automotive," said Dominic Kennedy, Managing Director of Virgin Atlantic Cargo.

"Exchange rates and other external factors may slow some parts of the air cargo market in the second half of 2018 but with the momentum we have built, alongside the benefits of our partnerships with Delta Cargo and Virgin Australia, our expectations for the rest of the year remain positive," he added.

Growth in Virgin Atlantic's load factor for the first six months of 2018 was helped by high demand from the UK to the US as well as to Delhi, Johannesburg, Dubai, Shanghai and the Caribbean.

Half-year volumes from across the Virgin Atlantic network to the UK rose 2.9% overall. Higher demand for US-UK capacity saw tonnage climb 7.7% thanks largely to double-digit growth from the West Coast and South East of the US.

Cargo revenues from Nigeria, India, Hong Kong and Dubai all rose, although business in Shanghai saw currency movements impacting demand.

Turkish Cargo sets sight on future of logistics



ISTANBUL: Turkish Cargo has joined the Association of International Forwarding and Logistics Service Providers in the recently concluded "Future of the Logistics Summit" designed to address industry issues amid major shifts in the global exchange of goods and services.

Turkish Cargo officials, along with other industry executives, exchanged ideas on the subject, discussing at length concepts such as the industry revolution 4.0, sustainability, climate change, Blockchain and innovation.

Turkish Cargo, a major sponsor at the event, is set to relocate to the Istanbul New Airport. With the shift comes access to innovations and other state-of-the-art facilities which are expected to enhance its performance.

Considered an important ally of the government in pushing for Turkey's economic reforms, Turkish Cargo is also a critical component of the country's successful logistics industry.

Last month, Turkish Airlines, hosted the Turkish Airlines Corporate Club Conference in Istanbul, in partnership with the Global Business Travel Association (GBTA). With the theme "Building for the Future", the event drew 900 participants from 71 countries across the international network that Turkish Airlines operates.

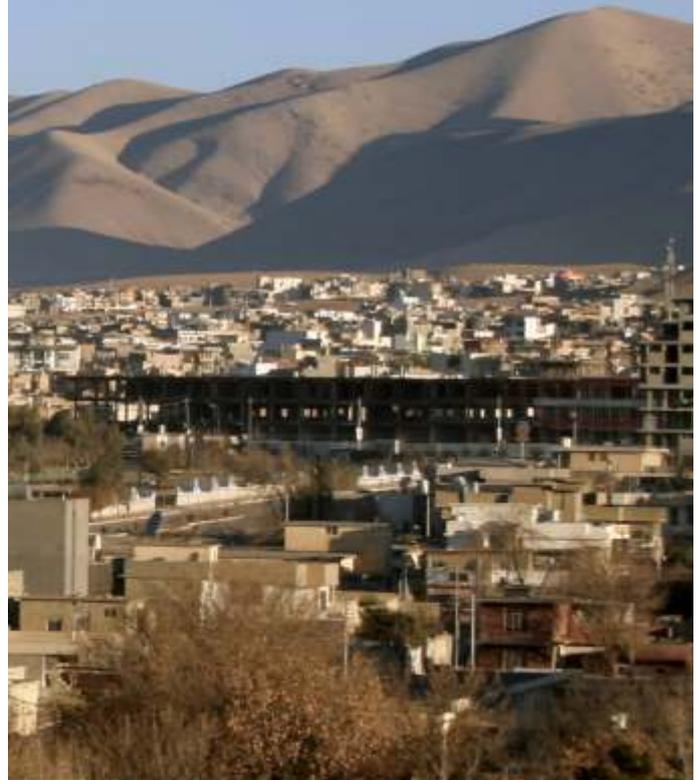
Turkey's national carrier aims to increase its fleet to 500 by 2023 and serve as much as 120 million passengers annually.

"Building on the recent economic success of our airline, 2018 is a highly significant year for the future of Turkish Airlines with the opening of Istanbul New Airport in October. As the new home of Turkish Airlines, this will allow us for greater capacity and increased network, allowing corporate travelers a streamlined and innovative services state-of-the-art Lounge facilities meaning an even better travel experience for Business Travellers," said M. İlker Aycı, Chairman of the Board and the Executive Committee of Turkish Airlines.

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GLOBAL NEWS

Lufthansa Cargo hosts over a billion animals in 10 years



Sören Stark 

FRANKFURT: Lufthansa Cargo's Frankfurt Animal Lounge has hosted more than a billion animals, mostly ornamental fish, dogs, horses and cats, since it was opened 10 years ago, the company proudly announced as it marked its anniversary last month.

Considered as Europe's largest animal station, Frankfurt's Animal Lounge 10th anniversary was celebrated at the Opel Zoo with Sören Stark, Board Member Operations and COO of Lufthansa Cargo, thanking their customers and employees for taking care of the animals.

"Our highly trained employees, who provide for our animal guests every day with an incredible amount of dedication, passion and experience, are crucial to the excellent reputation of the Frankfurt Animal Lounge," said Stark.

Lufthansa said more than a billion animals of all kinds have already been hosted over the years at the lounge with dogs and cats as frequent visitors. Likewise, the horses, and ornamental fish.

Jörg Bodenröder, Senior Director of Handling Specials at Lufthansa Cargo, gave an overview of the history of the Animal Lounge and

the development of animal transport by air at Lufthansa:

"Many exotic species have already flown with us. From giraffes and hippopotamuses through to Mesopotamian fallow deer, Lufthansa has reliably risen to every logistical challenge to date. Of course, special memories include famous guests such as the two pandas Meng Meng and Jiao Qing sent by China's President Xi Jinping to German Chancellor Angela Merkel as special animal envoys in 2017," said Bodenröder.

The Animal Lounge is also particularly well equipped for horses with 42 large animal stalls of up to 28 sqm of space available on the ground for some 2,000 animals that pass through there annually.

Dogs and cats, some 15,000 annually, are regular visitors as well and there are 39 small animal boxes for these. Three separate quiet zones for cats give them somewhere to retreat to.

The Frankfurt Animal Lounge combines all areas – handling, animal coordination and veterinary services – under one roof over approximately 4,000 m². 50 employees and qualified animal caretakers ensure round-the-clock care.

Cathay Pacific Cargo continues tech test trace on ULDs



HONG KONG: Cathay Pacific Cargo continues to test how technology can be tapped to track ULD movements using low-energy Bluetooth beacons and readers.

The trial conducted at the Cathay Pacific Cargo Terminal at the Hong Kong and the airport ramp area had the team focused on the end-to-end journey of shipments under company's care – including the ground infrastructure at the destination. Trial shipments will be at both ULD and selected piece level.

"Our cargo terminal is a different environment to many of the warehouses to where we deliver cargo at outports. While the terminal is a complex, multi-storey facility, most outport warehouses will be single-storey and densely packed with cargo. We needed to make sure the technology works in this sort of environment too," said Calvin Hui, eCargo and Digital Enablement Manager at Cathay Pacific Cargo.

Hui's team recently fitted the warehouse in Melbourne, Australia, with the Bluetooth readers and tracked a shipment from the aircraft, across the ramp into the warehouse up to its collection.

The trial was a success in tracking location—the technology is multi-dimensional and will be able to record and transmit other information about the shipment including temperature.



Hainan Airlines picks Globe Air Cargo Switzerland as cargo sales agent



PARIS: China's Hainan Airlines chose ECS Group subsidiary Globe Air Cargo Switzerland (GAC CH) to be its general sales and services agent for its recently launched flight between Shenzhen and Zurich.

ECS, a global leader in GSA industry, says the airline's activities mainly involve instruments, pharmaceuticals

and industrial components. Onward connections from Shenzhen to Hong Kong, Guangzhou and Shanghai, will also be tapped by GAC CH.

"Hainan Airlines is back to Switzerland and ECS Group is extremely proud to be part of this. Our Swiss subsidiary has been active for more than 23 years in this industry

and they will put all their experience to improve the revenue of Hainan Airlines on cargo activities," said Adrien Thominet, CEO of ECS.

Hainan's new twice a week flight to Zurich was launched in August 2018 and can carry up to 16 tons per flight summing up to a potential 900 tons in a year.

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GLOBAL NEWS

Oman shifts to electronic airway bill



MUSCAT: Oman has officially scrapped the traditional paper-based contract of carriage for international airfreight shipments with the adoption of IATA's electronic airway bill (e-AWB).

The move, in line with the Government of the Sultanate of Oman's modernization program, will allow local freight forwarders and traders to communicate directly with over 120 airline operators around the world to report and manage their shipments.

The introduction of the e-AWB standard in the Sultanate will reinforce Oman's position as an internationally competitive logistics hub with a digitally connected and integrated air cargo supply chain, officials said.

Omani traders will also benefit from the use of the e-AWB as it will remove barriers to trade by facilitating early (pre-arrival) reporting to customs and earlier release, reducing cargo storage time and costs.

In support of the implementation process, IATA and CHAMP Cargo Systems will offer freight forwarders low-cost online facilitation for the creation and sharing of e-AWB messages. This means that local businesses can benefit from the

electronic reporting, without the need to invest in building digital systems in their businesses.

"The digital advancement is changing the way industries operate. Oman Air Cargo is always at the forefront of adopting the latest e-initiatives to further develop the standards of the air freight industry in Oman and make trade easier and faster for all industry players," said Mohammed Ali Al Musafir, Senior Vice President, Oman Air Cargo.

Mazen Al Homsy, Regional Cargo Manager MEA, IATA said, "The adoption of e-AWB will develop the air cargo community in Oman. IATA has been signing up more carriers, airports and freight forwarders into the e-AWB system. The e-AWB system that Oman Air Cargo is implementing will allow it to safely and proficiently empower its freight customers to perform the most essential tasks for cargo booking and data capture."

The e-AWB initiative is an international standard that removes the requirement for paper documents, resulting in significant improvement in the air freight supply chain efficiency, as it enhances productivity, reduces costs and increases data accuracy and security.

Nippon Cargo Airlines resumes flights to Europe



NARITA, JAPAN: After suspending all services in June due to maintenance concerns over its fleet, Nippon Cargo Airlines resumed on October 5 its flights to Amsterdam and Milan.

On September 28, the company resumed its services to Chicago. Likewise, flights to Shanghai's Pudong Airport and Hong Kong were revived months earlier.

The Narita International Airport-based Nippon Cargo Airlines vows to resume its operations in other routes as "soon as aircraft safety is confirmed and preparations for flight is completed."

"We sincerely apologize for any inconvenience we have caused our customers. We will do our utmost effort to check safety for resuming operation as quickly as possible," the Japanese cargo carrier said in a public statement posted on its website.

Founded in 1978, NCA is Japan's first all-cargo airline. It currently employs close to 800 people with offices in Japan, Europe, Asia and North America.



Russian cargo carrier rushes relief to typhoon victims in US territory

LONDON: Russia's heavy cargo carrier Volga-Dnepr Airlines was tapped to deliver critical humanitarian relief to victims of Typhoon Mangkhut in the US territory of Guam off the Pacific Region less than 24 hours after the storm struck the island last September.

Volga-Dnepr used the world's largest cargo aircraft, the Antonov Airlines AN-255, to deliver 64 tons of food supplies and bottled water from California to Guam via Honolulu, Hawaii. The US Federal Emergency Management Agency (FEMA) chartered the flight, reports showed.

Guam is home to the biggest naval and air bases of the United States in the Pacific and relief missions are traditionally conducted by the US military or are shipped via commercial flights.

In its application to get special of Transportation, Volga-Dnepr says no other civil aircraft operated by US carriers are able to meet FEMA's requirements, thus, it was chartered to do the mission.

Volga-Dnepr Airlines says it has been responding to humanitarian and relief calls all over the world since the 1990s. It has performed almost 1,200 flights and delivered more than



75,000 tons of cargo, from heavy machinery and helicopters for rescue operations to mobile hospitals, large volumes of water purification equipment, tents, and temperature-sensitive goods such as food supplies and pharmaceuticals.

Volga Dnepr's unique fleet of 12 giant An-124-100 freighters provides both nose and rear ramp loading capabilities as well as onboard cranes and winches. Five modernised IL-76TD-90VD are equipped with expanding rear ramp, hoists and winches and meet all ICAO requirements for international flight operations in compliance with the

latest noise and emissions standards.

Both types of aircraft are self-sufficient in remote locations or where local infrastructure has been damaged. This allows emergency relief management agencies all over the world to deliver critically-needed cargo and supplies in what is always a significant race against time.

With winds of up to 285 kmph, Typhoon Mangkhut, which struck Guam on September 10, is the strongest tropical cyclone recorded thus far in 2018. It also impacted areas the nearby US Commonwealth of the Northern Mariana Islands, the Philippines, Taiwan, South China and Vietnam

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LOGISTICS NEWS

Gulftainer signs US\$600 million concession to operate Wilmington Port in US

SHARJAH: Gulftainer, a privately-owned independent port operator and logistics company based in the UAE, has finalized a 50-year concession with the State of Delaware in the USA to operate and develop the Port of Wilmington, significantly expanding the company's global footprint and reach.

The agreement, signed by Gulftainer's subsidiary GT USA, will see an expected investment of up to US\$600 million in the port to upgrade and expand the terminal and to turn it into one of the largest facilities of its kind on the Eastern Seaboard.

At a public signing ceremony held in Wilmington on Sept 19, Governor John Carney of Delaware signed the agreement with Badr Jafar, Chairman of the Executive Board of Gulftainer, in the presence of Jeffrey Bullock, Delaware Secretary of State, and other state officials, as well as Yousef Al Otaiba, UAE Ambassador to US, and other dignitaries.

The 50-year concession follows a year of negotiations and a thorough evaluation of Gulftainer's capabilities globally, including in the USA, where



it currently operates the Canaveral Cargo Terminal in Port Canaveral, Florida and provides services to the US Armed Forces as well as the US Space Industry.

Gulftainer plans to invest up to US\$600 million in the port, including US\$400 million on a new 1.2 million twenty-foot equivalent units, TEUs, container facility at DuPont's former Edgemoor site, which was acquired by the Diamond State Port Corporation in 2016.

Plans for the port also include development of all cargo terminal

capabilities at the facility and enhancement of its overall productivity. Gulftainer will also establish a training facility at the development site specifically for the Ports and Logistics industries that is expected to train and upskill up to 1,000 people per year.

Total bilateral trade between the UAE and US has grown from approximately US\$5 billion in 2004 to over US\$24 billion in 2017. The US had a US\$15.7 billion trade surplus with the UAE, its third largest trade surplus globally.

GBA makes +£4 million fleet expansion investment

LONDON: European logistics operator GBA Services is backing its business confidence with a spend of over £4 million on its largest-ever vehicle purchase—its biggest investment in its 30-year history driven by continuing growth in demand and a significant new entry into FMCG store delivery work.

The company aims to double its sales by 2020 and a 10-year plan to be active in every European country under its "One GBA" vision. GBA's sales have almost quadrupled in the past seven years, and grew 25% in 2017 alone—despite uncertainties about the possible impact of Brexit.

The majority of the vehicles are for

expansion rather than replacement, and many are left-hand-drive for allocation to GBA's European stations in Germany, Poland, Austria and Portugal.

This comprises 20 brand new DAF XF106 double sleeper tractor units, 30 low-mileage used units to facilitate a rapid start-up for a new contract, 15 brand new Lawrence David Tall-boy 4.65m high pillarless curtain-side trailers, and its largest ever single order for vans: 30 Mercedes Sprinter 316 LWB hi-top euro 6s, 6 of which are refrigerated—2 of them a trial for larger-capacity box-vans. In all, the fleet purchases are worth over £4 million.

"While many are concerned about

Brexit, we identify as many opportunities as threats. For us, the key is to have a physical presence in all major European markets; and this is a transformation program which has been under way for some time, & is on track to position us as a truly European company," says GBA Services MD David Birkbeck.

In addition to strong organic growth, 2018 sales in GBA's UK business are receiving a significant boost with the recent winning of two distribution contracts for household name store chains, which have taken the company into the FMCG sector and added an expected £5 million in new revenue.



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Lyndee du Toit, CEO South Africa, Air Charter Service
Sanjeev Gadhia, CEO, Astral Aviation
Jane Ngige, CEO, Kenya Horticultural Council
Rishi Ramrakha, Head of Regional Logistics Unit
 Africa, Int'l. Fed. of Red Cross & Crescent Societies (IFRC)
Jeroen van der Hulst, Managing Director, FlowerWatch
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RSA National unveils new airside cargo terminal at DWC

This multimodal transit hub for road, sea and air, supports the UAE's vision to become the world's leading aviation and logistics hub



His Highness Sheikh Ahmed bin Saeed Al Maktoum, 5th left, with RSA National executives and UAE government officials at the opening ceremony for the company's new cargo terminal at DWC.

The massive Dubai World Central (DWC) welcomed a new addition to its growing list of innovative facilities for modern freight and logistics services with the unveiling of RSA National's new flagship air cargo terminal.

RSA National, the joint venture between US-based National and UAE-based RSA Global, opened on September 20 the doors of its new, flagship air cargo terminal, located airside DWC. His Highness Sheikh Ahmed bin Saeed Al Maktoum, Chairman of Dubai Airports; President of the Dubai Civil Aviation Authority; Chairman and CEO of Emirates Group, and Paul Griffiths, CEO, Dubai Airports, joined the celebration with RSA National officials and staff

"The RSA National air cargo terminal is an impressive and

welcomed development and supports Dubai's efforts to remain at the forefront of aviation and logistics globally," says Sheikh Ahmed.

The company says the project, a multimodal smart transit hub for road, sea and air, is in support of the UAE's vision to become the world's leading aviation and logistics hub, an industry projected to grow 4.8% by 2021.

The new cargo terminal measuring 13,000 sqm of built up area has the ability to scale up within its 56,000 sqm footprint in DWC, in line with the growing demand forecast.

RSA National specializes in innovative and tech forward solutions for the retail, ecommerce, and perishables sectors, as well as government and humanitarian programs. All sectors are growing in this region due to its continued

reliance on imported perishables and goods; the increased adoption of ecommerce; and the impact of preparing for, and running, Expo 2020 and other major events.

Dubai is within an eight-hour flight of two thirds of the world cementing its strong position to lead the global logistics industry and help fulfill the UAE's aviation and logistics vision for 2045 with RSA National playing an integral role.

Its location on the Dubai Logistics Corridor linking DWC to Jebel Ali port reinforces its commitment to a multimodal approach for customers but through one single supplier. As an Authorized Economic Operator and with Dubai Police and Customs situated on-site, customers will experience faster clearances and inspection prioritization for a smoother transaction.

RSA National's vision is to operate



Sheikh Ahmed bin
Saeed Al Maktoum

as a one-stop, boutique integrator offering multimodal supply chain solutions: specializing in innovative and quality services for its customers in established and emerging sectors as well as niche products including perishables and dangerous goods.

“RSA Global is a home-grown brand and we have been inspired by the UAE leadership's vision to build the aviation capital of the world. We believe the launch of RSA National's flagship air cargo terminal is a game changer for the UAE's aviation and logistics industry to claim the number one spot. We have designed this smart facility to deliver innovative multimodal, tech-forward supply chain solutions and plan to expand as the region's demands grow. The sky's the limit,” says Abhishek Ajay Shah, Co-Founder and Group CEO of RSA Global.



RSA Global owns and operates a state-of-the-art multi-temperature warehousing facility in DWC which is ISO certified and rated 5-star by the DMCC. It also has modern integrated warehousing facility dedicated to the hi-tech and automotive industry with temperature controlled chambers, offering world-class solutions to customers.

Jacob Matthew, President – ME and Pac Rim and Board Member, National said: “The completion of the first phase of the first commercial cargo terminal at DWC is an important step for RSA National in the context of the UAE aviation industry, a vital driving force of the country's economic diversification plan. Non-oil sectors such as manufacturing, aviation and logistics are important contributors to the GDP with a contribution expected to account for nearly 90% of the economy by 2025.”

“The cargo industry itself is witnessing major developments and recently recorded robust growth. Innovation in the transport industry is important, and as logistics providers with our own aircraft fleet, we constantly strive to improve

efficiency around the movement of goods and also customer service,” he added.

DWC continues to show steady growth posting a 7.1 percent increase in cargo volumes for the first half of the year to 475,190 tons from only 443,835 the same period in 2017, its operator Dubai Airports disclosed.

There are 26 scheduled cargo operators flying to as many as 70 destinations around the world out of DWC.

“We have witnessed impressive freight growth at DWC since it first opened in 2010. The airport has quickly ascended the global rankings for international freight volumes and is now ranked in the top 20,” said Paul Griffiths, CEO Dubai Airports.

“We have achieved this by developing and implementing leading-edge customer centric processes, technology and infrastructure. RSA National's innovative and tech forward mindset is fully aligned with this approach and we are honored to celebrate this great achievement with them today,” he added.



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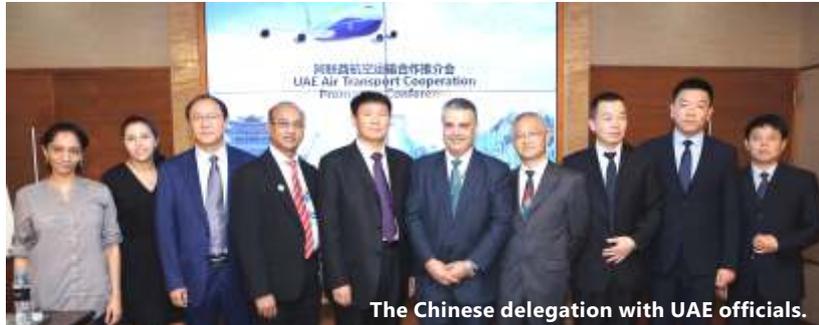
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DUBAI 2018

Chinese cargo airline set to launch flights between Kunming and Dubai



The Chinese delegation with UAE officials.

DUBAI: Chinese cargo carrier Uni-top Airlines is set to launch three flights per week between Kunming and Dubai following Chinese President Xi Jinping's call to improve bilateral relations between China and the UAE when he visited the Middle East nation in July.

"In order to support the development of civil aviation and trade between China and the UAE, Uni-top airlines is planning to operate B747 freighter flight with 3 flights per week between Kunming and Dubai," said Yang Fan, Vice President of Uni-top Airlines, who was in Dubai recently along with a delegation from China's Yunnan Province.

The flights will connect Kunming to

Dubai World Central (DWC) and the Jebel Ali Port. The Kunming Changshui International Airport is proposed to serve 500 air routes, including 200 international and regional routes with 120 million passengers and 1.78 million tons of cargo, by 2030.

Chinese officials said China is eager to strengthen its trade and political relations with the UAE.

"Chinese President Xi Jinping visited the UAE in July, and the leaders of the two countries unanimously decided to upgrade bilateral relations to a comprehensive strategic partnership. We expect to strengthen joint marketing promotion for airline flights, tourism market and especially

air cargo market in order to push the development of bilateral economy and trade, and we also expect to promote abundant green agricultural products with Yunnan plateau characteristics to the UAE for sharing," said Zhang Changsheng, Deputy Director of Yunnan Provincial Development & Reform Commission and Director General of Yunnan Provincial Civil Aviation Development Administration.

The Chinese delegation had a meeting with Capt. Khalid Humaid Al Ali the Director Air Transport Department of the General Civil Aviation Authority of UAE who welcomed the idea of having more flights between the routes.

Yunnan province is China's major tourist and agricultural province, with extremely rich natural resources and abundant plateau green ecological agricultural products.

Last year, Yunnan had over 580 million visitors and had exported US\$4.8 billion worth of agricultural products such as tea, coffee, vegetables and fruits.

Air cargo & digitalization at logitrans Turkey

ISTANBUL: Issues on air cargo and digitalization will dominate the latest edition of logitrans Turkey as the country opens up its modern and massive new airport in Istanbul this month.

Considered as the most important trade fair for the logistics industry in Turkey and the Eurasian region, logitrans Turkey, scheduled for November 12-14 at Istanbul Expo Center, will bring together about 150 exhibitors from 20 countries.

"Interest in integrated air cargo at logitrans is growing. The trade fair thus reflects the strengthening of

air cargo through the opening of the new airport in Istanbul," explains Gerhard Gerritzen, member of the management of Messe München and responsible for the international network of transport logistics exhibitions.

Gerritzen says major freight carriers in Turkey, Europe and the Middle East are all participating. And for the first time, the event will feature rail cargo Turkey – focusing on the planned expansion of the Turkish railway system within the context of China's "Belt and Road" Initiative.

Prof. Stefan Iskan of the University

of Applied Sciences in Ludwigs-hafen, Germany, said clearly "Turkey's logistics infrastructure is undergoing fundamental change. In the intermodal area alone, we are seeing a new generation of entrepreneurs, young and dynamic."

The situation for German and international companies entering the market through joint ventures is more favorable than ever. Prof. Iskan will shed further light on this topic on the "Intermodal Business Turkey – Priorities the Industry Now Needs to Set" panel of the conference program.



MATEEN Express

Connecting Iraq to the world

“Conflicts in our region create opportunities for charter operators with ties to the military. But this business model is based on instabilities and chaos and what comes with them is the surge in need of supply – mostly conflict-related – even if humanitarian issues are involved sometimes just used as coating. On the contrary, for commercial scheduled freighter operations to be profitable and sustainable, peace, stability, and positive market conditions are required.”



Over 15 years ago, while the world was holding its breath monitoring the massive US-led military takeover of Iraq, a young engineer was silently crafting a vision and learning how to build a reliable express delivery service to Iraq—a country doomed by wars and conflicts for decades.

Eng. Majid Saidgul Babasheikh Barzanji's efforts led to the inception of MATEEN Express, a vision-driven company founded on the new generation's passion to innovate, make a difference and radically improve the lives of Iraqis who have long been suffering from geopolitical conflicts.

“We're unique in the sense that we started MATEEN Express out of our own needs for systematic reliable logistics and supply chain in Iraq,” shares Barzanji, Chairman and Co-founder of MATEEN Express & Logistics, who is from Kurdistan, the

oil-rich region in northern Iraq.

Barzanji holds the distinction as one of the very first to explore possibilities and potentials in the commercial air cargo and express services to Iraq when the country and the Iraqis needed it the most.

MATEEN Express laid the foundation for a completely new era in express delivery, supply chain, logistics integration and airfreight forwarding into Iraq, within Iraq and ex-Iraq. It was the first that offered air cargo and express deliveries for all commercial sectors such as computers, computer parts and mobile phones that were newly introduced in the war-torn country, among many other life changing commodities.

Barzanji's team commenced operations of MATEEN Express in 2003. By 2005, it quickly spun-off, simultaneously registering the company in Baghdad, Iraq; Dubai,

United Arab Emirates and; in Erbil, the capital of the Kurdistan Region in northern Iraq, under its well-thought brand name MATEEN Express.

It then quickly expanded to China, opening up two main branches in Guangzhou and Yiwu, with multiple private and shared operational hubs across Shanghai, Guangzhou, Shenzhen and Hong Kong. The company kept on developing new concepts, launching new services, improving its offerings, strengthening its workforce with more talents, gaining more grounds and expanding steadily.

By 2014, the group had grown to own 25 branches across the UAE, Iraq, Kurdistan, China and Turkey, employing over 450 staff of 14 nationalities, including Spanish, Germans, Britons and others with origins from the Middle and Far East, among other nations.

Since its establishment in early

2003, MATEEN Express has been operating in its empowering visionary slogan of “Connecting Iraq to the world”—which became literally necessary for every new Iraqi entrant in the field to establish their authenticity.

MATEEN Express proved it's resilient with no other operators capable of living up to the company's pledge to its growing customer base in Iraq.

From Soviet era aircraft to modern cargo planes

Despite huge logistical challenges, MATEEN Express began operations in Iraq chartering or co-chartering Soviet-era military freighter aircraft, the Antonov-12, the world's largest cargo plane (AN-12), and the transport plane Ilyushin II-76, originally designed to deliver heavy machineries to remote areas.

Barzanji says the ease of operating these types of aircraft made their operations seamless apart from imparting to their team invaluable experience in all operational and commercial aspects of flying.

In 2009 the company began commercially operating Western palletized freighters (Boeing-747F, A300F and DC8-63F) into Erbil and Sulaimaniya in the Kurdish Region.

“The DC-8-63F was never operated to Iraq or Kurdistan commercially, let alone on schedule.” Barzanji says, adding, “The core operational difference between the western equipment versus the Soviet ones served MATEEN Express so well in every aspect, especially in dramatically shortening the timings.”

“It enabled us to offer shorter cut-off time in receiving cargo from freight forwarders and direct customers like the DC-8 at the point of origin. The process takes shorter time, from landing until the cargo is cleared and delivered to their final destinations. Most often, the total time saved was almost 6-8 hours, a full working day.”

“The switch to DC-8-63F saved the trading cycle by more than half leading to much more efficient usage of the capital for MATEEN Express's customers, while saving on fuel consumption and loading more on an aircraft type that was mostly abandoned by almost all operators,” he said noting that the company's



MATEEN Express at the 2016 MENA Cargo Show.

good experience with DC-8 prompted it to start operating the B-747F.

The businessman said the B-747 is no stranger to Iraq with other service providers using it both for military and Iraqi government charter flights.

“But it is totally different when you have to fill in a 100 tons aircraft with individual shipments of over 170 customers (freight forwarders, integrators, direct customers). The sum all these, and our participation in every exhibition in Iraq since 2004, the sizeable investment in our infrastructure and human capital, as well as our prominence on local media, qualified us to lead this industry from the ground up. Whatever we did or say, it took only 6-12 months to be copied by others, where we installed a facility, a copycat opened nearby...” he added.

Logistics with roots & heritage

Mateen refers to a mountain in Kurdistan (Northwest of Erbil) which in Arabic means “strong, solid, stable, reliable and trustworthy,” among a host of other positive adjectives.

“Mateen is an Arabic word with a very rich meaning,” Barzanji explained on how they came about with the company name from a selection of 28. “We believe a brand name should be selected based on the essence of the company's vision and mission.”

True to its name, MATEEN Express made history when it landed the first air commercial shipment in Baghdad Airport and the first commercial cargo flight that went into Erbil Airport, even before it could gain its IATA code.

Barzanji worked in Iraq for sometime as an engineer before moving to the UAE to work as a junior design engineer for a major consulting engineering firm based in Abu Dhabi.

Closely monitoring geopolitical changes in the region, especially after the 911 events and the global mobilization of troops to the area, Barzanji connected the dots and made a good sense of what could come next in Iraq, before making a leap to become an entrepreneur.

In 2002 or two years after moving to the UAE, Barzanji left his job and ventured on his own business dealing with info-tech/telecom distribution and retail. He eventually established MATEEN Express in Iraq and the UAE with colleagues.

With first-hand insight of what Iraq needs in terms of transportation and logistics, Barzanji introduced the modern concepts of supply chain management, stock management, just in-time deliveries, quick market connections, repair-and-return among others in to the country despite the odds.

Within just a short period of time, MATEEN Express has successfully established itself as a reliable and trustworthy logistics company that customers can depend on in good or bad times.

Barzanji said the company achieved that by living up to its core values of honesty and serving customers to the best of their abilities.

“We always do what is best for the customer. We strongly believe that one of the key responsibilities of any logistician is to advise the customer how his shipment could best be delivered (cost, transit time, routing and entry point, potential risks, required documentation, among others). In many cases, we let go a portion of our profit by offering what is best for the customer. We had some tough time how to practice this when



COVER STORY

we started offering ocean freight service to the public," he said.

"This trait alone has served us so well. Beyond any marketing efforts, we gained the trust of everyone, customers, associates, service provider and government departments and authorities," he added.

The engineer turned businessman said they have many experiences where honesty was put to the test. For instance, in November 2007, right before the Dubai Airshow, the company received a call from a major oil firm, "requesting for a miracle" to immediately transport two heavy machineries to Iraq.

"The client (VP of Service & Procurement) told my colleague, 'We have two MOROOKA towing tractors kept with another operator for seven days already and despite screaming to them repeatedly how desperately we need them on site, they failed to take any action.' So, we received the vehicles at Dubai Airport before noon of 7th November 2007.

"It was a difficult situation due to the Dubai Airshow 2007, DCAA temporarily didn't give permission for IL-76's to fly. We had to act very quickly to save the client. So, we met the customs manager at DAFZA to approve retrieving the vehicles out of Dubai customs bonded warehouse (Dubai airport FLC), and re-arranged our flight plan to load them from Sharjah. We did it...Following a well-engineered collaborative effort of our flight, ground, customs, safety and transport teams, we delivered the units right before the sunset of 9th Nov 2007, just like a miracle."

Barzanji said what impressed the client more than the company's flexibility to deliver on its promise is its honesty.

"They agreed to a full charter price due to their critical situation, but we managed to load about 8 tons of commercial cargo on the same flight and shared a copy of the original



The Iraq sales force
visiting the company's branch in Istanbul, Turkey.



MATEEN Express OPS
Manager in Erbil overseeing
the unloading of
an F430 Ferrari



MATEEN Express
in action in Iraq

manifest with them. We shared the revenue of this excess cargo as discount on their bill. They couldn't believe how far we would go in putting our values in practice," he recalled.

Helping rebuild Iraq

Since 2003 Iraq has been facing a different kind of war, reconstruction and rebuilding. Its violent past destroyed much of its basic infrastructure, cities and villages wiped out, millions displaced & rendered jobless.

Officials estimate Iraq would need at least US\$88.2 billion to restore. Of this, about \$17 billion would just go to rebuilding homes.

The World Bank says Iraq's growth outlook is set to improve in 2019 with oil production expected to increase due to favorable security environment and a gradual pickup of investment for reconstruction.

In post-war era, MATEEN Express's primary role of transporting and delivering what Iraq and its people needs remains vital.

It ships on a regular basis high-tech disinfectant from Mexico to key cities in Iraq to protect people from bacterial and germicidal infections, especially when there are large gatherings for religious purposes.

It is also actively helping Iraqis striving to rebuild their livelihood by hauling products they ordered

overseas such as equipment, building materials, machineries, cosmetics, vehicles, among many others.

The company also encourages clients to communicate their concerns and needs to help broaden their options. "We cater to a broad and wide range of services," says Barzanji who noted that part of their success in serving customers is being based in Dubai which is safe and business friendly. "You don't feel like a stranger in Dubai. We're based in the UAE and that helps."

With offices in Dubai, Turkey and China, MATEEN Express is strategically positioned to effectively meet the current and future logistics and supply needs of their clients.

"It's a fact that whatever happens in the political landscape has an impact on business. Logistics and freight forwarding, their nature of business is responsive. Somebody is buying something, regardless of the mode of transportation and time sensitivity. In general, for any business to grow, commercial activities must grow," concludes Barzanji who was elected in 2015 as board member in the Executive Committee of the National Association of Freight and Logistics, a nonprofit group representing the freight and logistics industry in the UAE. The body entrusted him to chair the Air Freight Subcommittee.



COVER STORY



MATEEN Express at FIATA Region Africa and Middle East Exhibition 2015

Deeply rooted in Iraq with personal insight on the ground, Barzanji shares his thoughts on what to expect on the future of the air cargo industry in the country, once the envy of many with its vast oil resources and wealth.

Well, on global and regional levels, the air cargo industry faces many challenges. The soft global economy, the new trade wars, flight disruptions due to political situations and conflicts would be just a few.

Many major freight operators reported continuous prolonged losses, some quit already, or have downsized dramatically, yet the ball is still rolling.

Conflicts in our region create opportunities for charter operators with ties to the military. But this business model is based on instabilities and chaos and what comes with them is the surge in need of supply – mostly conflict-related – even if humanitarian issues are involved sometimes just used as coating.

On the contrary, for commercial scheduled freighter operations to be profitable and sustainable, peace, stability, and positive market conditions are required.

For a long time, I practically have proven the concept that I believed in – “If a freighter operator flies on schedule; everyone will fine-tune his or her supply with it.”

Yet over the last couple of years, the global market landscape had imposed tough times on every freight operator to become creative in introducing new routes. In fact, maintaining current operations is already a tough challenge for almost everyone.

You hear merger talks here and there; You see collaborations among operators thought to be sort of

competitors. Airlines that used to say we fly solo now cooperate on different levels, and so on.

Bear in mind, sustainable commercial air cargo, is the product of close cooperation and collaboration of so many stakeholders, governmental, private and semi.

Any successful efforts – e-air waybill – for example, involves airlines, freight forwarders, shippers, ground handlers, police & airport security, airport authorities, customs department, technology providers – Calogi for example – as well as industry bodies like IATA, FIATA, the latter represented by NAFL in the UAE.

This leads me to the question where we started. What is next for the air cargo industry in Iraq?

Let's agree on some facts. This oil-rich country is pretty much devastated in every aspect. With over 15 years of continuous destruction going on, entire cities are flattened to the ground, no real infrastructure roads, bridges, power stations, dams, hospitals, universities, hotels, entertainment facilities, you name it. Any time real rebuilding efforts show on the horizon, there will be massive requirements for logistics and supply chain services, air cargo included.

But let's be realistic. The Iraqi government, if there is one soon and I don't expect it to march to real different drummer, will have pretty much the same problems as its predecessors. The past governments were not very successful in truly developing much when it comes to the air cargo industry.

Any government (past, present and future ones) needs a strong drive to put all these stakeholders to collaborate and to improve the air cargo industry. And what would be the source of this drive?

None of the previous governments

showed much interest in developing Iraq's air cargo industry. Is this going to change? I don't think so. The very nature of air cargo fades out compared to the fanciness of passenger aircraft and private executive jets, good looking air hostesses and super prestigious airport terminals unless there is a real drive sourced from deep understanding of the significance of air cargo and its impact on people's lives, contribution in enhancing the supply chain performance and hastening the economic cycle as well as the success or failure of any real business and industries such as pharmaceuticals, telecoms, fresh and frozen food, to name a few.

As for Kurdistan, first it does not have control over its own sky or the airports. Second, the September 30, 2018 election is yet to have its results cleared, and a new KRG could take a few months to get into action.

Even when it is operative, I don't think we will witness major improvements in the foreseeable future. We will have to wait for the actual rebuilding of Iraq to start, until then, I think standing tall and ready to engage is a challenge for many.



At the 2007 FIATA World Congress Dubai with Emirates' Ram Menon



The company's first China to Iraq freight advertisement released in May 2008.

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Logitaas: Empowering freight forwarders with cutting edge technology

As the race for increasing competitiveness using more advanced technology became fierce, companies are now realizing that cutting-edge software is becoming more of a necessity than a luxury



The term 'cloud' is a word we have all heard before and is also the one technology that will set a trend in the cargo industry in the years to come.

The dawn of freight management software programs have truly given businesses an upper hand in controlling their supply chains and ensuring that shipping and receiving of freight were as efficient as possible, giving them the ability to provide customers with the best possible service.

Combining that with the benefits of cloud-based computing and data management can lead to a powerful

business tool that provides for greater success and growth.

According to the latest survey from 'Logistics Management Technology' usage study, 18 percent of responding logistics professionals says they have already adopted cloud-based solutions, 37 percent are evaluating them, 13 percent actually do not see cloud-based solutions as an option, and another 26 percent say they not are sure of their company's interest in cloud computing.

The report "Freight Management System Market by Solution (Freight Tracking & Monitoring, Cargo

Routing & Scheduling, Security, EDI, TMS, Order Management), End-user (3PLs, Forwarders, Brokers, Shippers), Transportation Mode, and Region - Global Forecast to 2023," predicts the cloud software market size to grow from US\$10.76 billion in 2018 to \$17.45 billion by 2023, at a Compound Annual Growth Rate (CAGR) of 10.1% during the forecast period.

Some of the factors expected to drive the growth of the freight management system market include the need to reduce the transit time, desire for supply chain visibility, higher customer satisfaction, and the



FEATURE

low cost of logistics, coupled with the advancements in freight security, safety, and transportation solutions; and rapid growth in communication technologies and IoT. However, congested trade routes and cross-border trade risks and environment concerns related to transportation and logistics may restrain the market growth.

Penetrating freight industry

Cloud-based applications continue to penetrate the supply chain management software space, as more operations are eager to embrace the advantages, which it maintains over traditional options.

In an email interview with Ahmad Abdel-Yaman, Co-Founder and Chief Technology Officer, LogitaaS, **Air Cargo Update** discussed how its freight management software empowers freight forwarders with its cloud-based technology while integrating with shipping lines and airlines.

LogitaaS is the cloud software solution for medium and small-sized freight forwarders looking to improve their competitiveness through technology and streamline their day-to-day processes. It is user friendly, developed using the most advanced technologies, and integrated with many shipping lines and airlines.

"LogitaaS is a cloud software for shipping and logistics companies. We aim to provide our clients with a software solution that fits all their needs at a reasonable price. LogitaaS has modules for CRM, sales team management, pricing, shipment management, and invoice management. We also allow managers to have a deep insight on their business and answer thousands of questions with our reports.

"Our unique combination of features, pricing, customizability, and



connectivity sets LogitaaS apart from other solutions and gives our customers more value for their money," notes Ahmad.

Real time collaboration

LogitaaS uses resources, processes and technology to create solutions that deliver the right goods to the right place at the right time—as quickly and cost effectively as possible. Managers looking for technology to support those solutions may find that cloud computing offers some compelling options.

One of the oft-cited benefits includes cost reduction, as it is a significant factor in most supply chain managers' decision to move to the cloud.

Outsourcing the maintenance and management of their IT infrastructure and workloads to off-premises data centers provides levels of compliance and high availability that could be costly to implement in their own environment.

Cloud hosting providers also tend to offer support from skilled teams that specialize in keeping IT infrastructure and systems running. Depending on your needs, cloud hosting can help you keep costs down by decreasing your IT spends.

"LogitaaS is built with the latest technologies and is designed to be

simple to use, fast, and efficient. This translates into time and cost savings for our clients".

LogitaaS has made it easier for employees, clients and businesses to collaborate with ease, thus, enhancing connections that are easy and less time-consuming. Collaboration with cloud computing is the same as instant messaging. However, it provides complete, specific tasks that take just hours instead of months to accomplish.

"LogitaaS gives clients many connectivity options, and with those, offers instant updates for any data sent to or received from external sources. Examples of this include instant transmission of financial data to accounting systems, instant updates on bookings and eAWBs, as well as any changes to internal data the user might be interested in," Ahmad stressed.

Economies of scale

For small and medium-sized enterprises (SMEs), LogitaaS has many advantages - mainly economic ones. As the data and applications are hosted remotely, it does away with the cost and burden of hardware and software acquisition, and maintenance.

Essentially, LogitaaS offers many key advantages for SMEs including flexibility, scalability, easy



accessibility, etc.

“By streamlining the company's workflow, optimizing the use of its resources, and giving management full visibility of how things are progressing in their company, LogistaaS allows SME's to run more efficiently and securely, which in turn allows them to be more competitive,” explains Ahmad.

LogistaaS also allows different clients to connect with each other internally; this allows them to share shipment data with each other with a simple button click, which gives them many benefits in terms of minimizing errors and time wasted in double data entry.

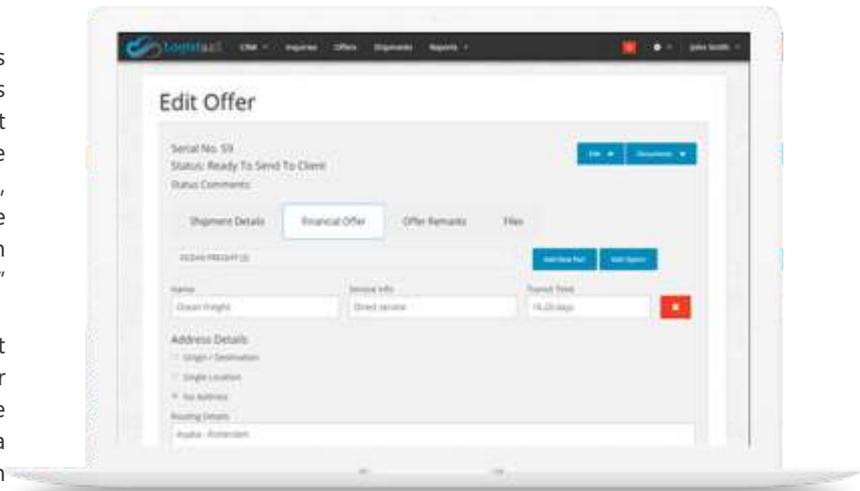
'Digital fitness'

A PWC report on the future of the logistics industry predicts that “digital fitness' will be a prerequisite for success: The winners will be those that understand how to exploit a whole range of new technologies, from data analytics to automation and platform technologies.”

Freight forwarders are now looking at technology seriously and increasingly to improve operational efficiency, cut down on running costs, and offer the best service to clients.

“Many logistics companies are used to software being used for simple data entry, we prefer to think of LogistaaS as a more useful tool for employees and managers. All interactions on the system are carefully designed to minimize data entry and errors, and our task management module is highly useful for users to keep track of what needs to be done at any given point in time. Managers also get many tools to give them a big picture of how their business is running and allows them to see areas where they could optimize or improve performance,” says Ahmad.

LogistaaS has also a very flexible invoicing system that allows companies to issue invoices for shipments with their own customized templates, manage taxes, and keep track of payments in a simple and easy way.



Operating on a global scale

LogitaaS currently has clients in over 25 countries around the world.

“This means that we need to balance the customization needs of each country and client with the need for a standard and secure software for companies to work with. By maintaining constant communication with our clients and staying updated with the latest industry standards, we feel that we manage to find that balance and cater to the needs of our clients globally,” Ahmad notes.

INTTRA and WinWebConnect are solution providers that facilitate the process of sending booking and eAWB data to carriers. LogistaaS is connected with both and thus allows us to give this flexibility to our clients and allow them to enter all their data in one place and transmit it to multiple parties as needed.

“We are connected with INTTRA, which provides our clients with the ability to send electronic booking requests to over 50 carriers and receive updates on those requests without leaving LogistaaS.”

LogitaaS also provides its clients a customized online portal, which they in turn can give to their customers. Customers then can see updates about their shipments and invoices, upload files, and submit inquiries to their freight forwarder directly from that portal.

As the race for increasing competitiveness using more advanced technology has become fierce, companies are now realizing that cutting-edge software is becoming more of a necessity and less luxury.

“We completely agree with this statement and think that the logistics field has not taken advantage of new technological advancements as much as other fields, which means that there is more room for improvement and growth for those who are willing to embrace development and look at things from a different perspective. We believe that companies that get the right formula can grow faster, more efficiently, and adapt more quickly to the needs of the market, and we believe that LogistaaS is right tool for this,” says Ahmad.

Ahmad concludes his interview with his opinion by saying, “As a major shipping hub in the region, the UAE always had a high traffic and is a pretty demanding market for any logistics company. It is for that reason that we have an office in Dubai, which allows us to have access to market data and to study the needs of our clients. We thus believe that we are the perfect partner for any logistics company in the UAE and that, as we continue to add more advanced features, our clients will also gain an increasing advantage over their competitors.”

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Nepal's mountainous logistical challenges

Limited road access due to rugged terrain, underinvestment in logistics and transport infrastructure, vulnerability to natural disasters, undermine growth in this country of more than 29 million heavily dependent on agriculture and international tourism for economic survival.



In its latest report on Nepal Air Traffic Analysis, Airbus said international passenger traffic in Nepal is expected to grow by 6.4 percent annually over  the next 20 years

50
Aircraft
required
by 2024



FEATURE

Nepal is not only a landlocked country but also one with predominantly mountainous terrain—posing severe transportation and logistical challenges. There are no trains or waterways in the country to navigate through its mountainous regions. The only option is through roadways or via air.

Nepal is dominated by regional carriers due to its mountainous geography. Both passengers and cargo are ferried mostly in regional turboprop or jets that crisscross the nation.

The Tribhuvan International Airport (TIA) in Kathmandu, Nepal's capital, is the only airport which connects to the world and is the hub for both international tourist arrivals as well as global cargo. Tourism is one of the main economic drivers of this picturesque country.

50 new aircraft by 2024

In its latest report on Nepal Air Traffic Analysis, Airbus said international passenger traffic in Nepal is expected to grow by 6.4 percent annually over the next 20 years (2014-34) due to increased travel demand in the Middle East, Europe, Australia, Japan and the US markets.

Airbus forecast that 50 new passenger aircraft will be required to serve the Nepal market by 2024. The report said international passenger traffic had tripled over the last 10 years. Air freight is also expected to grow but at slower pace.

In a study, World Bank pointed out the difficulties faced by landlocked developing countries to generate enough traffic to attract air freight services that are both frequent and competitively priced.



Permitting free competition, or “open skies,” for air cargo services can be significant but not sufficient if most cargo is transported as small shipments in passenger aircraft. Liberalizing passenger services to include fifth freedoms has been a greater challenge, especially in countries with a national carrier and limited passenger volumes.

Also important is expanding the role of consolidators, especially the large integrators such as UPS, and the international freight forwarders specializing in air cargo such as Kelly Logistics, as well as local forwarders with international connections.

Kathmandu Valley

Nepal's terrain is the stumbling block for air freight growth and a report by Luisa Rodrigues of the United Nations Conference on Trade and Development (UNCTAD) states that e-commerce is confined only to the Kathmandu valley and certain urban areas.

Due to limited road access, resulting from: geography, underinvestment in logistics and transport infrastructure vulnerability to natural disasters, there are many challenges.

The trading volumes are below levels to attract main logistic players; Lack of reliable logistics services outside the Kathmandu ring road inhibits the completion of e-commerce transactions; Limited quality and reliability of postal

services (inability to offer suitable e-commerce logistics) and lack of a proper postal addressing system makes last-mile delivery challenging. This is compounded by issues related to customs and border clearances.

UNCTAD states that Customs clearance is a key difficulty due to “convoluted and confusing customs laws”. And also pointed out there is hardly any regulation governing cross-border trade although 60 percent of Nepal foreign trade is with India.

History in the making

Nepal's aviation history is not too old. In 1958, the Department of Civil Aviation was founded and in the same year, the then Royal Nepal Airlines Corporation (RNAC), started scheduled services domestically and externally.

Lufthansa Boeing 707 was the first jet aircraft to land on the 6,600 feet runway at the TIA in 1967. Soon after, Thai International started its scheduled jet air services in 1968, and in 1972, the Nepali jet aircraft Boeing 727/100 owned by the RNAC made a debut landing at TIA.

In 1992, the Nepal government adopted the Liberal Aviation Policy, which led to an emergence of private sector in domestic air transport. Foreign carriers connecting Nepal recorded a double-digit growth of 11.82 percent in 2014.

This marks the 12th consecutive years of growth for international



airlines since 2003.

Currently, 25 international airlines connect TIA to global destinations with the majority operating double daily flights from Nepal, thus, dominating the airspace.

Rise and fall of domestic airlines

While international airlines passenger traffic has been phenomenal, domestic industry has been grappling with problems and challenges. Many private airlines like Necon Air, Cosmic Air, Nepal Airways, Everest Air and others have come and gone in the last 20 years. Raising questions about sustainability in domestic aviation.

The liberal aviation policy of the 90s opened the door for private players and ended the monopoly of Nepal Airlines Corporation. Carriers like Nepal Airways, Necon Air, Gorkha Air and Cosmic Air, started with a

bang but couldn't last long. Necon used to be the market leader before its sudden and unceremonious collapse.

Passenger movement has been on a constant decline since 2012, marking a departure from the robust growth rates since 2008 when airlines were flying high due to competitive airfares, road blockades & increased NGO/INGO staff movement after the peace process and a real estate boom.

Airlines saw a robust growth of 13 percent in 2008, jumping to 33 percent in 2009 as they cut fares amid stiff competition.

Although passenger movement increased 12.83 percent in 2010, its growth started dropping in 2011 and has been in the negative since 2012.

Cargo movement is limited due to economic conditions as well as

infrastructural issues.

Tourism & infrastructure gap

Lack of aviation infrastructure continues to hurt Nepal's tourist arrivals, which could hit a three-million mark if the country gets a new international airport and cuts down its over dependence on Kathmandu airport.

But things are now looking positive. The government considers development and investment in air transport in Nepal to be sustainable, since it generates revenues that supports tourism growth, which in turn plays an important role in creating employment and alleviating poverty.

The government and the Asian Development Bank believe that upgrading the international airport in Lumbini will allow international air access and would encourage international airlines to begin direct or one-stop services to the airport from India and several other Asian countries, thereby, increase tourism and its economic impact in the Lumbini area.

The planned international airport in Pokhara, one of Nepal's major tourist destinations, is also expected to boost tourist arrivals. In recent times, one of the important developments in the airport infrastructure has been the construction of the Second International Airport in Bara, Nijgadh.

A lot is happening on the ground, while the airlines of Nepal have to battle it out to get the best of services for the growing freight sector.

Nepal is going to embark on an accelerated economic growth for which transport development has been recognized as one of the core strategies.



Better trade spin trickles into India's garment industry





Chandrima Chatterjee



“Opportunities in the Indian apparel industry should have a direct bearing on the logistic business in this region. In this regard, one of the biggest windows of opportunity is that various state governments are coming up with special apparel policies aimed at attracting investment in their states, especially in the remote and underdeveloped areas.”

-Chandrima Chatterjee, Advisor, Apparel Export Promotion Council, India

Global trade volumes dramatically increased in 2017, its highest over the past six years, reversing a slowdown in the transport sector performance, including logistics.

World transport exports grew by 9 percent during the period, positively impacting the maritime, air freight and land sectors, which a year ago saw a double-digit decline.

China, India and Singapore were the leading traders in commercial services in 2017 with combined commercial exports totaling close to US\$600 billion in 2017, according to the World Trade Organization (WTO).

The healthy global trade exports fueled growth in the apparel or garment sector which for two years had stagnated. India as the 9th largest player in merchandise trade, with apparel as an important component, benefitted significantly with the development, and its logistics chain, for that matter.

“Opportunities in the Indian apparel industry should have a direct bearing on the logistic business in this region. In this regard, one of the biggest windows of opportunity is that various state governments are coming up with special apparel policies aimed at attracting investment in their states, especially in the remote and underdeveloped areas,” says Chandrima Chatterjee, Advisor, Apparel Export Promotion Council, India.

Chatterjee says the states of Jharkhand, Uttar Pradesh, Odisha,

Telegana, Andhra Pradesh and several others have come up with very attractive incentives for investors to set up garment or apparel factories within their localities.

Attractive wage subsidies, plug and play options for minimizing risk of new investment, capital and interest subsidies, as well as support for development of common facilities are some of the benefits that the industry has offered, Chatterjee adds.

The Indian international apparel industry is valued at US\$17 billion with domestic market about three times bigger with its over 1.3 billion consumers.

Chatterjee said the country's apparel industry has responded positively to those incentives and several new investment plans are now in the pipeline for expansion in the said states.

Better logistics for growth

Experts say the ease of moving garment products in and out of India will determine the growth of the industry with speed and efficiency considered major factors in its success.

Changing consumer dynamics and a very competitive retail landscape has led to reduced lead times for new products, thus, time is of essence in making a profit.

In response to both the changing fashion calendar and the emphasis on staying in step with customers' interest, several brands are releasing more collections throughout the year.

Fast-fashion brands like Zara — which releases new items four to five times faster than traditional retail brands, have led to the shrinking of the overall market lead times by 30% to 50%, according to



FEATURE



experts. This requires matching increase in agility in the supply chain from supplying countries like India.

An important element in having an efficient supply chain is, of course, the time taken in the movement of goods.

Chatterjee says India has several bottlenecks in this regard – from limited berthing options for mother vessels to the procedural hurdles. However, she said systemic improvements in the procedural issues are being worked upon to reduce the shipment time.

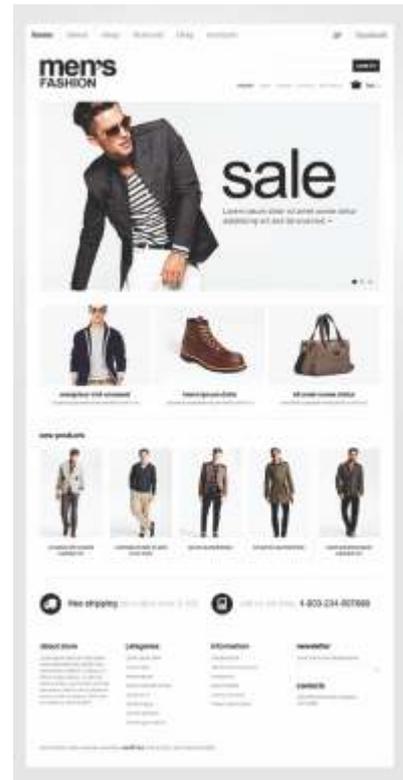
From reduced documentation, gradual shift to digitalization and online documentation, reduced physical interface, etc., India's improved ranking in Ease of Doing Business is today visible in several areas.

A very important development in this area has been the Authorised Economic Operators program (AEO) program. In 2016, as a part of the trade facilitation measure, this program was introduced for all importers and exporters to align Indian trade systems with the World Custom Organisations (WCO) Safe - Framework for

Standards, to enhance international supply chain security through validated and robust systems.

This program facilitates the AEO holders to have significantly faster movement of goods through international borders through reduced checking and validation processes.

Another factor that can drive the growth in logistics sector is the rapid growth in the e-commerce retail market. E-commerce is growing at a rapid pace in most of the regions due to increasing penetration of the Internet and mobile devices. Key factors leading to the operational success of this sector are efficient inventory management and quick delivery. The growing demand for e-commerce has led to an increased need for improved efficiency in delivery systems, inventory management, and freight forwarding.



The above trends in the apparel industry are some of the major opportunities that have opened up for enhanced and efficient trade movements from India, Chatterjee pointed out.

"The Indian apparel sector is at an important cross road today. On one hand it is witnessing opportunity by way of the predominant player— China vacating some top apparel categories, where India can increase its exports. On the other hand, the industry is grappling with competitiveness issues. Support from an efficient logistic industry can take the apparel growth story in the right direction in the years to come, as supply chain efficiencies can be an important differentiator in this highly competitive market," she concluded.

-Vasujit Kalia



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AVIATION

Etihad Airways to add flights between Abu Dhabi and London



ABU DHABI: Etihad Airways is increasing its flights between Abu Dhabi and London to four a week from December 15, 2018 through January 13, 2019, as demand picks up during the holiday festive season.

The airline says the flights will be operated by a two-class Boeing 787-9, featuring 28 Business Studios and 271 Economy Smart Seats.

James Harrison, General Manager for Etihad Airways in the United

Kingdom and Ireland, said: "We are thrilled to announce more flights to London over the festive period. This is a busy time for local guests travelling between both capitals and the extra service will allow more choice and flexibility in their travel."

The additional services will also provide more connecting opportunities for passengers travelling between London & key destinations on Etihad's global network.

Delta debuts test flight to Quebec, Canada



QUEBEC: Delta's A220-100 successfully completed its three-hour test flight in Mirabel, Quebec, Canada, on October 8, after rolling out of the paint shop earlier this month.

Delta will be the first U.S. airline to take delivery of the A220, formerly known as the "C Series," which will feature a modern interior with a spacious, widebody feel, and best-in-class fuel performance.

Delta is upgrading its domestic

fleet to replace less-efficient aircraft with highly efficient and state-of-the-art aircraft like the A220 as well as new Boeing 737-900ERs, Airbus A321s, Airbus A350s as well as Airbus A330-900neo and Airbus A321neo.

Next up for Delta's first A220 is a trip back to the assembly line where it will undergo pre-delivery testing and installation of its state-of-the-art interior. It is schedule to begin service in early 2019.

India's Kerala opens 4th airport



KANNUR, KERALA: Kannur International Airport, the fourth airport in India's southwestern province of Kerala, successfully welcomed last month its first commercial aircraft with 189 passengers, signaling its readiness for full operations.

Chief Minister Pinarayi Vijayan told the media the first flight to the airport was carried out by the state-owned Air India and is part of the final procedures for getting clearance to start commercial operations.

The multibillion airport project was a joint venture between the state government, the central public sector, the Airports Authority of India and some other companies, cooperative banks, individuals, societies and buyers.

Located in the northern part of Kerala, Kannur District is a popular destination among Indians and international tourists alike.

Kannur International Airport is the second Greenfield airport in Kerala. It is expected to handle 1.65 million international passengers in its first year of operations and an additional 160,000 domestic traffic.



SAUDIA introduces free social media messaging plan for all passengers

JEDDAH, KINGDOM OF SAUDI ARABIA: Saudi Arabian Airlines (SAUDIA) has introduced a new 'social messaging' plan providing all passengers – regardless of class of travel – with free access to iMessage, Facebook Messenger & WhatsApp.

SAUDIA is the first airline in Europe, the Middle East, Africa and Asia to introduce the complimentary social media messaging plan onboard flights which kicked off on September 15.

In May, SAUDIA initially introduced the free Whatsapp plan onboard its domestic flights. It expanded the service to its international flights less than a month later and eventually included iMessage and Facebook Messenger.

SAUDIA says guests travelling with all of its flights with enabled WiFi connectivity will be able to access the

social messaging plan through a simple three-step process. To select the service, guests can connect their device to the "SAUDIA_ONAIR" network, and then select the plan and provide an email address in order to activate.

Once the social messaging plan is selected, it will be available for the flight duration. More than 100 aircraft in the airline's fleet feature SAUDIA's latest state-of-the-art inflight entertainment systems and features, including onboard WiFi and more than 4000 hours of Hollywood premiere and latest television shows, box sets, music, multi-language,

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SAUDIA flies to more than 90 destinations worldwide, with a modern fleet of 155 narrow and widebody Airbus & Boeing aircraft.

Aeroflot to increase flights to Dubai, other European and Asian destinations



MOSCOW: Russia's national carrier, Aeroflot, says it will add more flights to popular leisure destinations of Dubai, Bangkok and Phuket and will serve more routes in Europe and Asia starting this winter.

The airline says flights to Dubai will increase to four times a week starting October 28, with one flight per day flying from Moscow's Sheremetyevo Airport to the Al Maktoum International Airport. The Aeroflot

Moscow-Bangkok route will now be thrice daily while the number of weekly flights on the Moscow-Phuket route will increase from seven to 10.

Under its new winter flight schedule, sun-seekers will also enjoy new 5 times a week service to Colombo, the commercial and cultural capital of Sri Lanka, as well as 3 weekly flights to the capital of Bali, Denpasar (flights will be operated by Aeroflot subsidiary Rossiya Airlines).

In Europe, Aeroflot is also launching new daily flights to Ljubljana, Gothenburg and Dublin. In recent years, the airline has established itself as a top choice for transit passengers via Moscow,

conveniently cutting travel time between continents.

"Today, Aeroflot ranks as a leading global carrier and we continue to expand our international route network. This winter we will open new routes as well as increasing flight frequencies to popular destinations. We are pleased to offer travelers new international destinations as well as additional flights to popular tourist destinations, thus, expanding travel options with Aeroflot for both business and leisure travelers," said Vitaly Saveliev, CEO of Aeroflot.

Aeroflot has a fleet of 248 aircraft. In 2017, it carried more than 32.8 million passengers.



AIRLINES

Emirates joins Ghana in making aviation history: One-off A380



DUBAI: The Emirates A380 aircraft made a historic touch down at the Kotoka International Airport's Terminal 3 on October 2 as a one-off service to the new terminal, demonstrating Ghana's readiness to accommodate the world's largest commercial passenger jet.

The special Emirates A380 flight was operated by Accra-born Ghanaian Capt. Solomon Quainoo and UAE national First Officer Faisal Alhammadi.

The A380 flight, operating as EK 787, was joined by a top-level delegation led by Orhan Abbas, Emirates' Senior Vice President, Commercial Operations – Africa; H.E. Ahmed Ramadan, Ambassador of Ghana to the UAE; Simon Atieku, Vice Council of Ghana (Dubai & N.E) - Consulate General of Ghana; Akwasi Abayie Adomako, Minister – Counsellor and Deputy Head of Mission Ghana; Hesham Abdulla Qassim Al Qassim, CEO, Wasl Group & Vice Chairman-ENBD; Vinay Malhotra, Chief Operating Officer, VFS; Lt. Col. Ibrahim Hamad Ibrahim Abdalla Al Maazmi, Dept. of Naturalization & Residency Dubai, and; Majed Sultan Murad Ali Al Joker, Executive Vice President Corporate Affairs, Dubai Airports.

Upon landing at Kotoka International Airport in Accra, the aircraft was met with a ceremonial water cannon salute, and the Emirates delegation was welcomed by government officials and airport

executives. A guided tour of the A380 by Emirates cabin crew followed.

"We are honored to bring our flagship A380 to the impressive new terminal at Kotoka International Airport, as it demonstrates its full capabilities with the handling of the first A380 aircraft. Accra is an important destination in Africa and we remain committed to providing our customers in Ghana with the world class services we are known for," said Abbas, Emirates' Senior Vice President, Commercial Operations, Africa.

"The Emirates A380 has been at the centre of innovation, and bringing this popular aircraft to Accra is a significant milestone in our operations to Ghana, where we will soon celebrate 15 successful years," he added.

Emirates commenced operations to Ghana in January 2004 and flies to Accra daily from Dubai. Close to 1.6 million passengers have flown the Dubai – Accra route since its start, with popular destinations being China, India and the United Kingdom via its Dubai hub.

Since 2006, Emirates SkyCargo has transported a total of over 73,000 tons of cargo from and into Ghana. It has facilitated exports of over 41,000 tons from the country during the period, mostly fruits and precious metals.

This year marks the Emirates A380's 10th anniversary, & the iconic aircraft has transformed flying over 96 million passengers on over 106,000 flights.

Prince William kicks off a mission to fight illegal wildlife trade



LONDON: HRH The Duke of Cambridge departed from Heathrow on the night of October 2 on a British Airways A380 aircraft displaying the message #EndWildlifeCrime, kicking off a mission to highlight the urgent global threat to wildlife and people from the illegal wildlife trade.

Prince William will be undertaking a working trip to Namibia, Tanzania and Kenya. There he will be visiting a range of projects and meeting with conservationists, communities & law enforcement representatives working to halt poaching and illegal wildlife trade.

The Duke of Cambridge is being accompanied by Charlie Mayhew MBE, CEO of Tusk Trust - the conservation charity of which he has been Royal Patron since 2005 and Naomi Doak, the Head of Conservation Programs at The Royal Foundation where The Duke's United for Wildlife is based.

Illegal wildlife trade is estimated to be the fourth most lucrative international crime after drugs, arms and human trafficking. Worth as much as £17 billion per year, the trade not only threatens some of the world's most iconic species but also damages sustainable economic growth and the livelihoods of vulnerable people in rural communities.



Budapest Airport begins construction of new air cargo European gateway Airports 1



BUDAPEST, HUNGARY: The construction of Budapest Airport's (BUD) new dedicated freight centre, Cargo City, has begun.

Part of the EUR160 million BUD: 2020 Development Program, the project is spread over 20,000 sqm of property, tremendously increasing capacity of Budapest Airport's cargo facility & enabling it to accommodate more aircraft with a new dedicated B747-8F freighter stands.

After unprecedented cargo volume

development of 39 percent over two years, BUD processed a record 127,145 tons of cargo in 2017, and has seen a further 15.5 percent increase in tonnage between January & August 2018 compared to the same period in 2017.

In 2017, Budapest Airport opened two state-of-the-art express facilities in 2017 with a total area of 16,000sqm in order to supply increasing volumes from the express and e-commerce business.

"This is an exciting milestone for the Hungarian cargo community. Following on from our infrastructure developments for the integrator market, our aim is to provide the ideal environment for air cargo with our Cargo City project," said René Droese, Executive Director Property and Cargo at Budapest Airport. "With the start of AirBridgeCargo and Silk Way West Airlines services in 2018, we now have five freighter operators at BUD."

"The cargo connectivity of BUD is also continuously expanding via the new belly cargo services of LOT,

American Airlines, and Qatar Airways, as well as Emirates, Air China, and Air Canada Rouge," he added.

Róbert Ésik, President of the Hungarian Investment Promotion Agency (HIPA), added: "Hungary is the world's seventh most popular investment destination, according to IBM's Global Location Trends 2017 Annual Report. The Cargo City development at BUD supports and warmly welcomes the new investments in Hungary."

Jost Lammers, CEO of Budapest Airport said, "Air cargo is of strategic importance to BUD, and Cargo City will ensure that we continue to provide our growing customer base with efficient, modern facilities, so that they can thrive in our booming catchment area."

Budapest this summer welcomed Kuehne+Nagel to its cargo community and saw four new North American routes launched, connecting New York, Chicago, and Philadelphia in the USA, & Toronto, Canada to Budapest.



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AIRPORTS

Dubai marks 58th anniversary with 1 billion travelers served



DUBAI: Dubai International Airport (DXB) has welcomed nearly one billion travelers, since it was opened in 1960 and is today one of the world's busiest airports, its operator Dubai Airports noted as it marked its 58th founding anniversary on September 30.

"When Dubai opened a tiny terminal building and a 1,800-foot-long compacted sand runway 58 years ago on September 30, 1960, nobody realized that it was the first step in what was to become one of the most inspiring journeys in aviation history," Dubai Airports said.

Passenger numbers at DXB have grown at an annual average growth rate of more than 13 percent to 65 million. The airport, connecting more than 260 destinations across six continents on more than 140 airlines, is projected to serve over 90 million passengers in 2018.

DXB's world-class facilities include the US\$1.2 billion Concourse D, a state-of-the-art facility serving all international



airlines that operate into Terminal 1; Concourse A – the world's first and largest purpose-built A380 facility that is one of the three Concourses used exclusively by Emirates airline, as well as Terminal 2. Expansions for 2020 will cost US\$ 7.8 billion.

DXB sets record 8.37 M passengers in August

A record 8.37 million passengers passed through DXB in August, setting a new global standard and surpassing its old record of 8.23 million in August 2017.

August marks the second consecutive month that DXB has crossed the eight million customer mark, setting Dubai Airports up for a strong third quarter. DXB's average monthly traffic this year is 7.5 million. That's 1.2 million more than its closest rival London Heathrow (6.29 million).

"It's another milestone for Dubai

Airports as we continue to break records and set the bar even higher. While the numbers speak volumes about our growth, our aim is to continue pushing the boundaries on experience and provide customers with the best possible service. We are making progress on that front as well with shorter queue times, world-leading F&B and retail and other touches like spas, swimming pools and trampolines that help us stand out from the crowd," said Dubai Airports CEO Paul Griffiths.

India remained DXB's top destination country by customer volumes, with total traffic reaching 1,012,124 during the month. Saudi Arabia was second with 613,618 customers, followed by the UK with 603,531. Other markets of note include US with 306,701 passengers and China with 215,211.

Robot farmers getting in-demand



Less than two years after a Japanese company opened up the world's first "robot farm" to fill labor shortages created by the country's rapidly aging population, more farming companies across Europe and elsewhere have adopted the same system.

The Japanese vegetable producer, Spread, opened the robot farm in 2017 at its vast indoor farm in Kameoka, Kyoto prefecture, reports showed. The robots took over from humans replanting young seedlings, watering, trimming and harvesting crops.

The result: boosting the company's production from 21,000 lettuces a day to 50,000 a day without additional overhead costs.

After successfully harvesting 6.5 tons of spring barley without humans in the field last year, the Hands Free Project of Harper Adams University and Precision Decisions, returns with a crop of winter wheat, the team announced, with thanks to AHDB funding.

A French asparagus grower, acquired this year, Sparter, the world's first selective harvesting robot, built by Dutch startup Cerescon in close cooperation with Dutch and German asparagus growers.

Cerescon says Sparter can harvest up to 3 rows in as big as 50 hectares of land. Using ground sensors, it can harvest asparagus right for picking with less damage to the crop and the sand bend.

Some lettuce growers in Europe are also turning to robo farmers to cut expenses on wages, benefits and production costs while increasing their yields.

Shopping in Dubai? Say hello to 'smart trolleys'

DUBAI: Want to shop without pushing a heavy cart? That's happening soon in Dubai with the introduction of "smart trolleys"—the AI-powered push carts that follow customers instead of being pushed.

What's more? This tech-laden push cart is also theft-proof with a trace and tracking device, saving supermarkets money from having their carts stolen.

An innovation of the Dubai Municipality, the smart trolley was unveiled on October 1, the opening of the **10th edition of the World of Perishables** at the Dubai World Trade Center.

The government says this innovative cart system will be introduced in the upcoming complex in Dubai's Central Fruits and Vegetables Market in Al Aweer. It is designed to reduce the number of workers in the market while improving customer satisfaction.



At the same exhibition, the Dubai Municipality also introduced its "smart table" project which gives remote information to government inspectors on damaged vegetables and fruits as well as info on the country of origin of the produce and its expiry date.

The Smart Hand Device, the quickest and safest way to load and unload goods at the market, was also launched at the same event that drew exhibitors from around the world.

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FOR BOOKING, CONTACT

✉ rovina@stattimes.com/aca@stattimes.com
☎ +91 9892173583
🌐 www.stattimes.com/ACA2019

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EXECUTIVE MOMENTS

CargoLogicAir appoints new COO, other key management people



Frank De Jong

LONDON: CargoLogicAir (CLA) has named a new chief operations officer and other key management people to support its growth strategy as it prepares to take delivery of its next Boeing 747 freighter to support Britain's export

and import industries.

Frank De Jong joins the British all-cargo airline CLA as Chief Operations Officer. He succeeds Sten Rossby, who takes up another executive role in the industry.

With background as part of the Air France/KLM Cargo platform, De Jong previously held a number of executive roles with Martinair. Prior to taking up this new post, he was Director Product Development at Cargo Logic Management, a British management consulting company serving the international cargo airlines of Volga-Dnepr Group and its strategic partners.

At CLA, Frank assumes responsibility for Flight, Ground and Technical operations, reporting to

David Kerr, Chief Executive Officer, with a mandate to take the airline's operational and service delivery performance to the next level.

Kerr has also confirmed three other senior appointments to the CLA team: Freddie Overton joins CargoLogicAir's commercial team from IAG Cargo as Regional Director for Europe & Americas; Sean Pettit, an experienced aviation industry finance professional, has also joined the CLA management team as Head of Financial Control, and; Sarah Owen is promoted to the role of Head of the Operations Control Centre at CLA, based at Cargo-LogicAir's new headquarters in Stockley Park near London Heathrow Airport.

Ramzi Itani is new VP Middle East and Africa Operations at Barco

DUBAI: Global technology company Barco has announced the appointment of Ramzi Itani as the new Vice President of its Middle East and Africa operations.

With a wealth of experience spanning more than 25 years in high-profile leadership positions in the IT industry, Itani will be responsible for developing and accelerating Barco's enterprise, entertainment and healthcare client bases, to strengthen and expand its regional presence.

Speaking on his new role, Itani said: "I am delighted to join Barco, a global visualization pioneer that has shown significant growth in the region, despite the formidable competition and volatility of our industry. The Middle East and Africa is considered a high-growth market for Barco and I am excited at the opportunity to lead expansion efforts in the region."

Earlier in his career, Itani held several leadership roles in sales, marketing & channels in companies such as 3M, Imation, Microsoft, Cisco,



Ramzi Itani

Symantec, Veritas, Riverbed and McAfee. With a proven track record in effective channel management, Itani's strength lies in addressing the challenges that the channel community faces in emerging markets and mid-sized growth countries.

Itani has been recognized as one of the Top 50 Channel Sales Executives in the region by Channel Middle East Magazine. He earned his Master of Business Administration degree from the University of Leicester in the UK, with focus on marketing.

2 major appointments at Coptersafety

HELSINKI, FINLAND: Coptersafety has made two new appointments—Juha Ahtola as Head of Quality and Safety and Mikko Kallio, Head of Training and Development.

Reporting directly to Mikko Dahlman, Coptersafety CEO, the two are expected to enhance the company's operations worldwide.

Ahtola succeeds Timo Honkavaara was promoted as Chief Operating Officer focusing on Coptersafety's rapid growth. Ahtola will be responsible for all matters relating to the company's safe operations, such as leading Coptersafety's Safety Management System.

Kallio will be responsible for both Coptersafety's training organization and development projects as a whole. He will also be directly responsible to the authorities for the company's compliance with all EASA-FCL requirements.

AERO MRO
Aerospace & Defence



2018
INDIA



DESTINATION INDIA

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



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

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

KPMG has been our Knowledge Partners since the inception of the Association and the event.



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For more details contact: Sharmistha Roy +91 81050 97016 email: sharmiroy2@gmail.com

www.mroassociation.in



FIATA World Congress 2018

September 26-29, 2018

Pullman Hotel, Aerocity, New Delhi, India







UPCOMING EVENTS

air
cargo
update

China (Shenzhen) Int'l Logistics & Transportation Fair (CILF) 2018

Jointly held by Shenzhen Municipal People's Government, China (Shenzhen) International Logistics and Transportation Fair (CILF) is the leading logistics & Transport Expo in Asia successively held for the past 12 years.

As a professional, effective, reliable and wide exchange platform for all players in logistics, transport and relevant industries all over the world, the CILF attracts numerous international well-known firms to exhibit and further promotes the international influence of China logistics industry. This year's event is expected to receive about 1,800 exhibitors from more than 50 countries & 130,000 visits from over 80 states and regions.

Shenzhen Convention & Exhibition Center, Guangdong Sheng, China

October 11-13, 2018



Air Cargo Forum 2018 Toronto

TIACA's International Air Cargo Forum and Exhibition is the premier air cargo industry event. Over 4,000 air cargo decision makers and more than 300 exhibitors from around the world gather at ACF to network and address current industry challenges and opportunities. The ACF is a cost-effective way to network and showcase your business to thousands of leaders and buyers from across the entire air cargo supply chain.

Toronto, Canada | www.aircargoforum.org

October 16-18, 2018

The 15th Trans Middle East 2018 Exhibition and Conference

This two-day conference will feature 30 world-class conference speakers addressing pressing issues and challenges on global transportation and logistics with about 400 senior government officials, Industry principals, academics, senior executive harbor masters and engineers, port engineers, maintenance supervisors and procurement decision-makers together with the region's leading shippers, cargo owners, importers/exporters, shipping lines, freight forwarders, logistics companies, ports, terminal operating companies, railway operators, port equipment and services suppliers from countries throughout the Middle East in attendance.

Intercontinental Aqaba Resort, Jordan

October 23-25, 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**

November 4-5, 2018

International Transport Logistics exhibition (logitrans Turkey)

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

Istanbul Turkey

November 12-14, 2018

MEBAA Show

The MEBAA Show is the Middle East's leading business aviation exhibition and a must attend event for companies across the entire industry. This year, the MEBAA Conference will also be introduced on the show floor. Split into four distinct sessions across two days, the conference will include both a UAE Market Focus and in depth analysis of the Global business aviation market. Panel discussions and presentations will focus on topics such as what is being done to drive business aviation forward; analysing the latest trends and regulations in the market and identifying how best to take advantage as well as business aviation insurance and how it is changing, including protection against new potential threats.

Other topics will include cyber security, aviation finance and innovation, among others.

Airshow Site, DWC, Dubai

December 11-12, 2018

Middle East Air Cargo & Logistics 2018 Conference & Awards

The Middle East Air Cargo & Logistics 2018 Conference & Awards is a new transformative event to be held in Dubai, the global business hub and the region's focal point in air freight and logistics.

In partnership with Dubai South (formerly Dubai World Central), a sprawling multibillion economic zone supporting logistics, aviation, commercial, humanitarian, residential and other businesses around the Al Maktoum International Airport, the venue for Expo 2020, this conference promises to be an engaging and informative gathering of cargo operators, forwarders, airlines, integrators, airports, shippers, investors, brokers, general sales agents, entrepreneurs, suppliers, among other stakeholders.

Dubai South | www.meacl.com

January 29-30, 2019

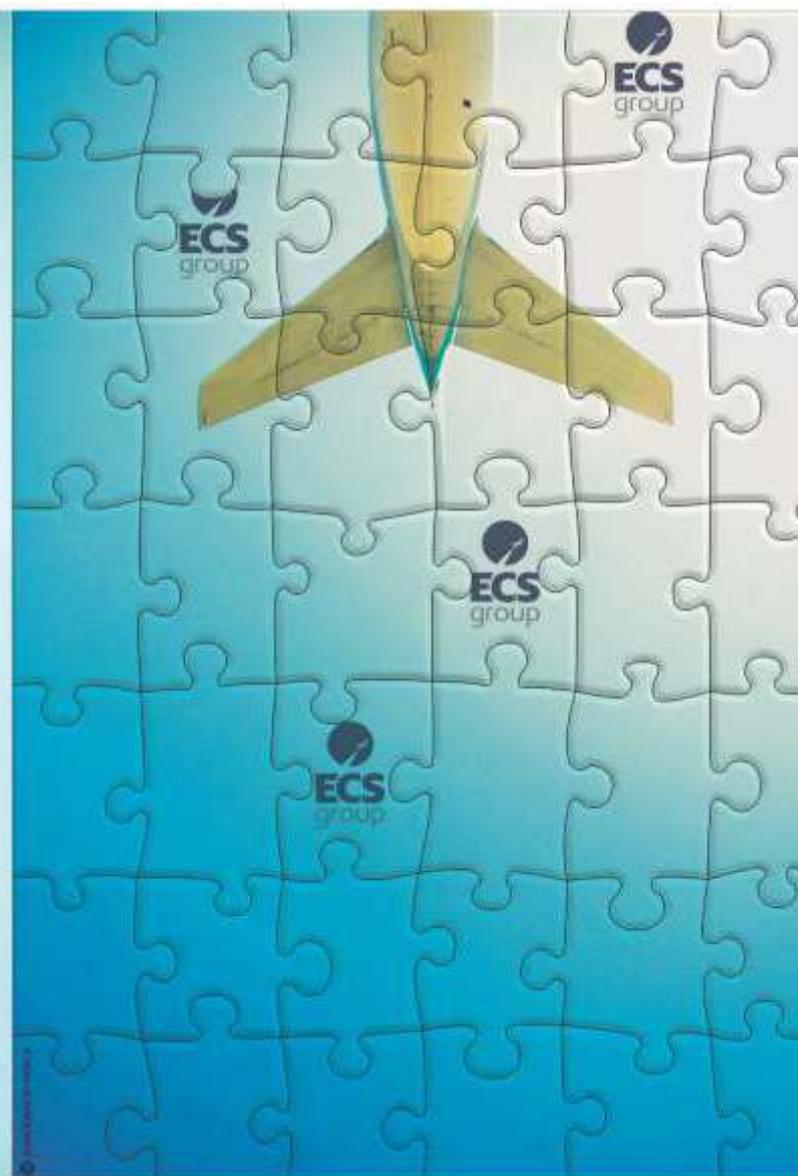


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