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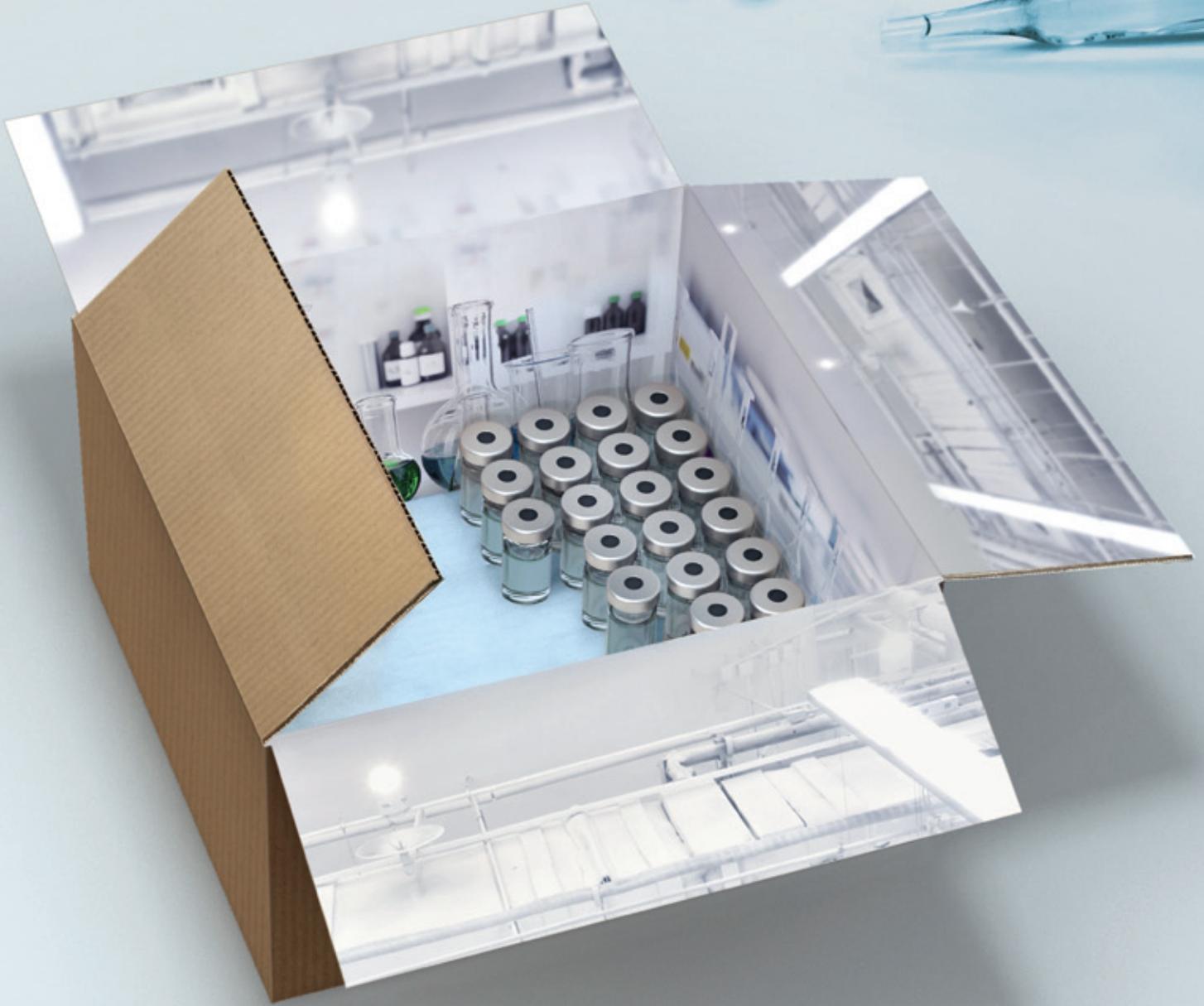


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Middle East, Africa and South Asia

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

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Editor's Note

The reports released by reputable organizations in the last month of December revealed that airlines and passenger markets on a global scale are expected to continue to perform better and return to profit. On the contrary, sluggish cargo business is said to remain 'stagnant both on volumes and revenues'. With airlines registering an estimated global net profit of US\$12.9 billion in 2013 and US\$16.4 billion this year, passenger markets will continue to outperform the cargo business, announced IATA.

There are several reasons behind this stagnant cargo demand and in addition to the more 'obvious' reasons such as high costs and trade barriers, experts underline the adverse impacts of 'on-shoring' of production on cargo business. Today, many governments try to revive their economies by supporting local production and imposing protectionist measures that ultimately reduce the demand for cargo activity. And this situation is expected to last for more years to come.

However, there is still good news for our industry, especially when we talk about the Middle East and particularly, the Gulf Cooperation Council (GCC). With international freight volumes to grow at a five-year compound annual growth rate (CAGR) of only 3.2 per cent, the region is still defying the business trends elsewhere and moving ahead at full steam with the launch several mega projects.

For example, Al Maktoum International Airport at Dubai World Central in the UAE has recently opened for passenger flights and more airlines have been shifting their cargo operations there from Dubai International. Despite the delays, the brand-new Hamad International Airport in Doha, Qatar is slated to open this year with a peak capacity of 50 million passengers. The list of ongoing and planned aviation-related investments in the region is not short and it is safe to assume that the aviation industry here will only grow further.

To confirm this upward trend, IATA predicted that Hong Kong and the United Arab Emirates will both contribute over 700,000 tonnes each to the additional freight volume until 2017. Moreover, by this date, the five largest international freight markets will be the United States, China Germany, Hong Kong, and the UAE! What a remarkable achievement in a relatively short period of time.

In the light of these positive announcements and especially Dubai winning the Expo 2020 bid, we can only expect a more prosperous year ahead of us. Finally, we wish to share with our readers that the frequency of our Air Cargo Update has been increased to better serve the needs of our community. As usual, we will continue to bring the latest developments to your attention and be a part of the cargo industry's growth here.

Sincerely,

The Editor, Air Cargo Update



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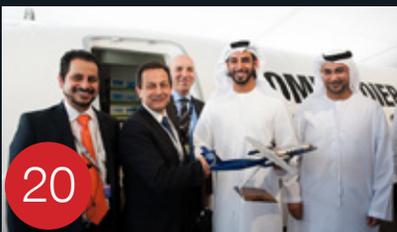
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Air Cargo Exchange 2014 was formerly known as Afghanistan Air Cargo & Logistics Conference. It has been rebranded into the leading event for air carriers and other contractors dealing with military, humanitarian and cargo charters in general.

The conference will bring together military and humanitarian/relief contractors, air carriers, logistics firms, forwarders, various specialist firms to meet and network. If you are a supplier of products and solutions for cargo movements for the military, then this is where you will do business.

The humanitarian/relief cargo sessions will analyze the operational conditions and relations between air carriers and humanitarian organizations in general.

New for this year is that the commercial cargo charter and freighter operations section have been expanded considerably, including new opportunities in the oil & gas sector. Learn about emerging markets for air cargo, market trends and the future of the commercial air cargo charter industry.

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- Emerging markets for air cargo
- Future of commercial air cargo charter industry
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GLOBAL NEWS

Emirates

says “Veetayou” to Kiev



Emirates launched a scheduled daily service to Kiev, marking its first route to the Ukraine. Emirates flight EK171 departed from Dubai International Airport at 1710 with a VIP delegation on board. On arrival at Kyiv Boryspil International Airport, the aircraft was met by a senior delegation from the Ukraine.

“We are very positive about our new service between Kiev and Dubai, and we believe this daily air link will further stimulate the growing business and tourism opportunities between both cities,” said Thierry Antinori, Emirates’ Executive Vice President and Chief Commercial Officer. “Over 150,000 Ukrainians a year visit the UAE and we know Dubai is a popular choice for Ukrainians, who appreciate the world-class accommodation, dining and entertainment venues, warm weather and clean sandy beaches. Now they will have greater choice - access to Emirates award-winning service and gourmet food and for the first time on this route a First Class cabin option.”

Travellers will also be able to connect, via Emirates’ modern hub in Dubai, to a global network of over 130 destinations. Operating the daily service with an Airbus A340-500, Emirates’ new Kiev service will help support vital trade between the two countries, allowing Ukrainian companies to connect with the UAE and beyond to expand their businesses. Ties between the two countries were strengthened with the opening last year of the UAE Embassy in Kiev.

During the first half of 2013, the value of trade between the Ukraine and the UAE increased 27% to US\$429 million. The additional capacity for the carriage of goods – a 15-ton cargo hold on every flight – will boost that vital trade, transporting steel, aircraft components, heavy machinery and ships spares out of the Ukraine. With a booming agricultural sector, the Ukraine is also currently the world’s largest exporter of sunflower oil and a major global producer of grain and sugar. Imports from the UAE into the Ukraine consist of vehicles, textiles, dates, medicines, perfumes, tea and juices.

Qatar Airways

boosts frequency to Khartoum

Qatar Airways has added three additional flights per week between its hub in Doha and Khartoum, bringing the total number of services to Sudan to 17 weekly flights. Qatar Airways Chief Executive Officer Akbar Al Baker said the extra capacity would be a great boost as it would improve connections from Khartoum to over 130 destinations across the airline’s global network, offering passengers more choice with further convenience and flexibility to their travel plans.

“As part of Qatar Airways’ ever-expanding route map, a key pillar is to also evaluate existing routes and increase capacity where there is passenger demand. Qatar Airways can seamlessly connect travellers from Khartoum via our Doha hub to diverse cities. At the same time, with our new additional services, we offer travellers from around the world increased connectivity to access Khartoum.”

Qatar Airways began operations to Khartoum in May 1994. The route is operated by an Airbus A320, featuring 12 seats in First Class and up to 132 seats in Economy. Selected A320s feature seatback TV screens providing all passengers in both cabins with the next generation interactive onboard entertainment system – a choice of more than 800 audio and video on demand options.

Over the next few months, the network will grow further with Sharjah and Dubai World Central, both in the UAE (March 1, 2014), Larnaca, Cyprus (April 29), Philadelphia, USA (April 2, 2014), Sabiha Gökçen Airport, Turkey (May 22, 2014), Edinburgh, Scotland (May 28, 2014), Miami, USA (June 10, 2014) and Dallas/Fort Worth, USA (July 1, 2014).



GLOBAL NEWS

Saudia Cargo

signs agreement to transport human organs

Saudi Airlines Cargo Co. has signed a human organs transportation agreement with the Saudi Center for Organ Transplantation that will allow the company to increase its involvement in humanitarian activities for the greater benefit of society.

The agreement, which highlights the transport of organs into and out of the Kingdom without cost, is in accordance with international health requirements, explained Chief Executive Officer for Saudia Cargo, Nabil Khojah.

“This decision acknowledges our support for the Saudi Center for Organ Transplantation, which provides humanitarian services toward those in need of human organs. Saudia Cargo is

aware of the importance of this step as it will contribute towards improving the general health of those in need,” said Khojah.

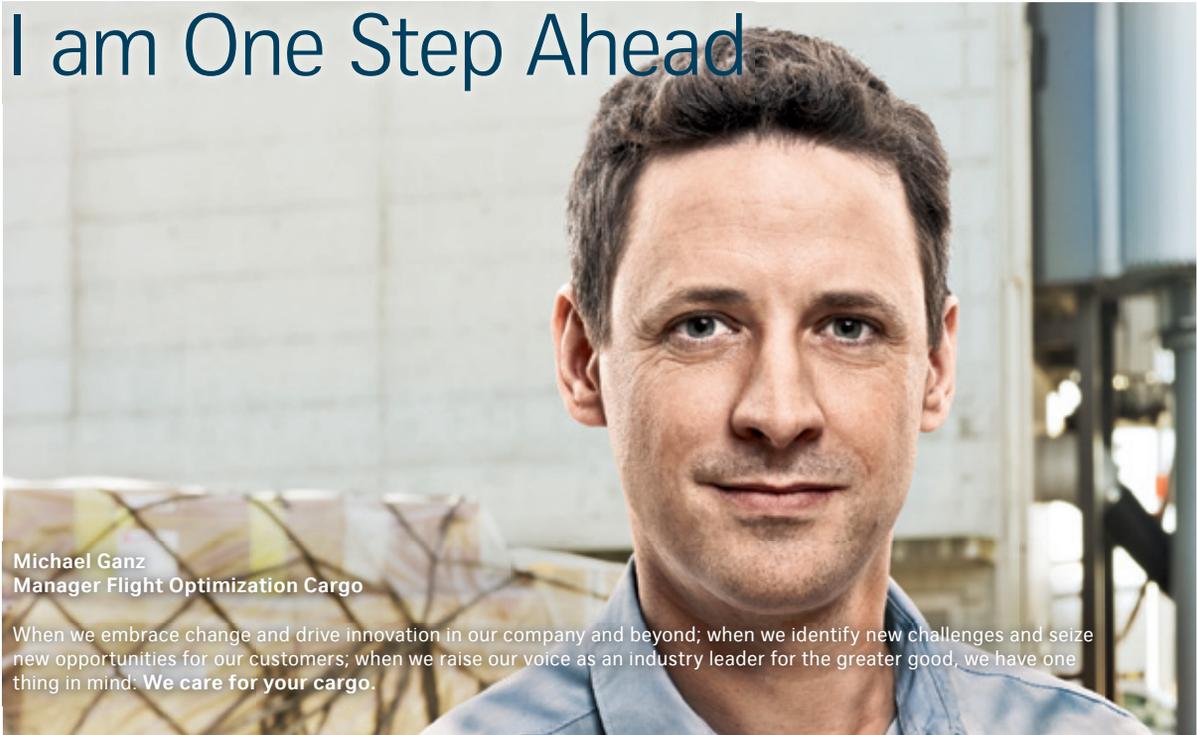
Together with officials from the Saudi Center for Organ Transplantation, consensus was reached on all the necessary details and procedures. It was stressed that these types of shipments will be given the highest priority in terms of logistics procedures at Saudia Cargo stations.

Referring to the cooperation with Saudia Cargo, General Manager of the Saudi Center for Organ Transplantation, Dr. Faisal Bin Abdulrahim Shaheen, stated: “The agreement forms a contribution to the center and its humanitarian role in the community, allowing the



transport of organs in a timely manner, and is in accordance with global health requirements.” Saudi Airlines Cargo operates a fleet of 16 freighters and sells the belly-capacity on 145 passenger aircraft for Saudi Arabia’s flag carrier Saudia, spanning a rapidly expanding global network of 225 destinations. In addition to its scheduled freighter services, the cargo airline also provides cost-effective and practical worldwide charter flight solutions from a growing fleet of dedicated charter aircraft.

I am One Step Ahead



Michael Ganz
Manager Flight Optimization Cargo

When we embrace change and drive innovation in our company and beyond; when we identify new challenges and seize new opportunities for our customers; when we raise our voice as an industry leader for the greater good, we have one thing in mind: **We care for your cargo.**



GLOBAL NEWS

Etihad Airways to operate double daily Dublin service

Etihad Airways will increase its Abu Dhabi - Dublin service from ten flights per week, to double daily from 15 July 2014. The frequency boost of 40 per cent will provide 8,988 seats each week between the capital cities of the UAE and Ireland. Etihad Airways will operate a Boeing 777-300 ER, configured to carry 380 passengers, and an Airbus A330-200, configured to carry 262 passengers.

James Hogan, Etihad Airways' President and Chief Executive Officer, said: "From the moment we started flights to Dublin in July 2007 it has been one of our most successful routes and we're delighted that from this July, seven years later, Etihad Airways will offer guests a double daily service to and from Abu Dhabi.

Dublin Airport Authority (DAA) Chief Executive, Kevin Toland, welcomed the decision. He said: "The partnership between Dublin Airport and Etihad Airways has been hugely successful since the airline launched the Dublin-Abu Dhabi route in 2007. Dublin has long been one of Etihad Airways' busiest routes and the airline has steadily expanded capacity on the service over the past six years."

Ireland's Minister for Transport, Tourism, and Sport, Leo Varadkar TD said he was also delighted with Etihad Airways' decision to further expand its Dublin route: "Etihad Airways is increasing frequency into Ireland by 40 per cent and thereby significantly increasing the number of potential visitors.

Since launching flights to Dublin in 2007 Etihad Airways has flown nearly 1.2 million passengers on the route which regularly features on the airline's top 10 most popular. 2013 was the busiest year to date with more than 240,000 passengers flying on the route.

Emirates SkyCargo achieves major milestones in 2013



In 2013, Emirates SkyCargo expanded its network and range of destination options for its customers by launching four new cargo-only destinations which began with Hanoi in Vietnam on 6 February, Chicago in the US on 3 March, Kano in Nigeria on 4 October, and Quito in Ecuador on 3 December. It also began services to Warsaw, Algiers, Haneda, Stockholm Clark, Conakry, Sialkot and Kabul – with the launch of passenger services offering belly-hold capacity to these eight destinations.

Emirates' SkyCargo also expanded its fleet during 2013 by adding three new Boeing 777 Freighter aircraft. It now operates 12 freighters, 10 B777 Fs and two B747-400 ERFs which currently serve 43 destinations around the world.

In March 2013, the freight division of Emirates strengthened its Cool Chain Premium Service with the appointment of an additional cool chain solutions provider, CSafe. In 2013, SkyCargo carried more than 4000 tonnes of temperature-sensitive pharmaceutical and healthcare products through its Cool Chain Premium Service.

With the Emirates and Qantas partnership that began in March 2013, Emirates SkyCargo and Qantas Freight cooperated on cargo capacity on each other's passenger services offering cargo capacity to a combined total of over 200 ports across six continents.

In April 2013, Emirates SkyCargo became the first carrier to implement Electronic-Air Waybill (e-AWB) shipments under the industry's recently ratified multilateral e-AWB standard. During the year Emirates SkyCargo has entered into over 190 global and local bilateral and multilateral e-AWB agreements with its customers to support the transition from paper Air Waybills (AWB) to electronic Air waybills.

In May 2013, the Emirates Group which includes SkyCargo announced its annual results. For the first time Emirates SkyCargo reported a revenue over AED 10 billion reaching AED 10.3 billion (US\$ 2.8 billion) mark, an 8 per cent increase over last year. Its tonnage increased 16 per cent reaching a remarkable 2.1 billion tonnes in a shrinking airfreight market. The airline carried 2.1 million tonnes of cargo across its network in the 2012-13 financial year.

Looking forward into 2014, Emirates SkyCargo operations will move to Dubai World Central Al Maktoum International Airport. Upon completion of the first phase, followed by the installation of the cargo handling system and the fitment of the interior by April 2014 and full completion by mid-September, the terminal will be equipped to handle 700,000 tonnes of cargo and can be further expanded by an additional 300,000 tonnes in the second phase.



GLOBAL NEWS

Dachser

erects new site in Switzerland



Logistics provider Dachser is expanding its presence in Switzerland with the opening of its new site in the Bern region. The international company is enhancing its global operations by establishing its ninth Swiss site that will occupy an area of 12,200 square meters, and create around 40 new jobs in the region.

The groundbreaking ceremony took place at the construction site in the Lyss industrial park, with Marcel Meier, President of the Board of Directors for Dachser Switzerland, in attendance, along with Urs Häner, Country Manager and Andreas Hegg, Mayor of Lyss. Start-up of operations at the new site is anticipated for September 2014.

From 2015 on, Dachser will have a presence in the Canton of Bern in addition to its already existing locations in the Cantons of Zurich, Basel-Land, St. Gallen, and Waadt. "The new site will enable us to develop our operations in the Bern region and, at the same time, to relieve the pressure on Birsfelden," explains Urs Häner, Country Manager of Dachser Switzerland. Additionally, the proximity to Western Switzerland will shorten the runtimes as much as an entire day. Lyss is another important hub for a network that enjoys seamless Europe-wide coverage. "With its nine branch offices, Dachser now has a presence in Switzerland's most important economic centers," says Urs Häner.

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GLOBAL NEWS

Safi Airways launches 'Saffron Rewards'



Mr Mahamoor also added that the class of travel on the boarding stubs will determine the qualification for a business class or economy class ticket. Passenger names on the boarding stubs have to be the same for qualification. Passengers can redeem their tickets at any of Safi Airways offices by submitting their ordinal boarding stubs.

"This scheme was long overdue. We came up with this scheme to show our loyal customers that we appreciate their choice in flying with us as their first option," Mr. Mahamoor concluded.

Safi Airways, the international airline of Afghanistan announced it will launch Saffron Rewards customer Loyalty rewards program to all its frequent fliers. Safi Airways has come up with a straight forward, transparent rewards program where passengers submit their boarding card stubs for tickets. The airline announced the program takes effect from 1 February 2014. All tickets issued after this date will be entitled for rewards.

Naeem Mahamoor, manager, marketing of Safi Airways stated, "Our main focus is to deliver a simple effective rewards program to our customers who patronize Safi Airways. Accordingly, seven boarding pass stubs will earn you our customer a one-way ticket and 11 boarding pass stubs will earn a return ticket to any Safi Airways destination. Passengers will have to pay only the relevant government taxes."

Safi Airways is a full service carrier operating a two cabin configuration, business and economy class with a modern fleet of Airbus and Boeing aircraft. The airline currently operates to Dubai, Delhi, and Islamabad on the international sector, Herat and Mazar e Sharif on the domestic sector. The airline intends to fly to several more new international destinations in the year 2014.

Framework for biofuel supply chain to be developed in Abu Dhabi



biofuel supply chain, including research and development and expanded investment in feedstock production and refining capability in the UAE and globally.

BIOjet Abu Dhabi was announced after Etihad Airways conducted a demonstration flight with a Boeing 777 powered in part by the first UAE-produced biokerosene from an innovative plant biomass-processing technology. The biofuel was partially converted from biomass by Total and its partner Amyris. Takreer, a wholly owned subsidiary of Abu Dhabi National Oil Co. (ADNOC), did the final aviation biofuel distillation, adding the UAE to a handful of countries that have produced and flown on their own biokerosene.

Etihad Airways, Boeing, Takreer, Total and the Masdar Institute of Science and Technology announced they will collaborate on a new initiative – BIOjet Abu Dhabi: Flight Path to Sustainability – to support a

sustainable aviation biofuel industry in the United Arab Emirates.

BIOjet Abu Dhabi will engage a broad range of stakeholders to develop a comprehensive framework for a UAE



Gulf Air signs MRO agreement with JorAMCo



Gulf Air announced it has signed a three-year maintenance, repair and overhaul (MRO) agreement with JorAMCo, to meet the airline's Heavy Maintenance and 'C' check fleet requirements. JorAMCo, a regional MRO facility based in Jordan was awarded the contract by Gulf Air following a successful bidding tender process through the Bahrain Tender Board.

Gulf Air's Acting Chief Executive Officer, Maher Salman Al Musallam, welcoming the agreement with JorAMCo at a signing ceremony held at the 2014 Bahrain International Airshow in Sakhir Airbase commented, "Gulf Air is committed to achieving technical excellence in aircraft maintenance. JorAMCo's vast experience and high quality technical expertise in the areas of Airframe Maintenance is the primary reason we selected the company as Gulf Air's Heavy Maintenance and 'C' check MRO provider. Secondly, their close proximity to Bahrain has the added benefit that our aircraft will no longer have to leave the region for maintenance, thereby improving efficiency, decreasing turnaround time, reducing ferry charges and ultimately lowering Gulf Air's operational costs while maintaining the highest quality of safety standards."

Osama Fattaleh Chief Executive Officer of JorAMCo, said, "We are delighted that Gulf Air, a regional aviation pioneer, has selected JorAMCo as its Heavy Maintenance and 'C' check MRO provider for its wide and narrow-body Airbus fleet. With over 50-years' experience in servicing a wide range of aircraft, including Airbus, Gulf Air is assured of high quality value solutions, superior maintenance services and on-time delivery."

JorAMCo will provide Bahrain's national carrier with Heavy Maintenance and 'C' checks including C1, C2, C3 and C4 checks for its fleet of 26 aircrafts - A330s, A320-ERs, A320s and A321s. All maintenance will be performed in its facilities at Queen Alia International Airport, Jordan. Gulf Air performs its own aircraft maintenance, up to and including A-checks, utilizing all the engineering resources available locally in Bahrain. The airline also fully manages its Continued Airworthiness Management Organization (CAMO) functions which include engineering support services, aircraft systems and propulsion engineering, technical planning, airworthiness review and maintenance of fleet technical records.

Volga-Dnepr Airlines delivers Türksat satellite

Volga-Dnepr Airlines has delivered the Türksat 4A telecommunications satellite from Japan to Kazakhstan in its latest specialist delivery on behalf of the space industry.

The spacecraft was placed into a special container for its flight onboard one of the airline's An-124-100 'Ruslan' freighters. The total weight of the cargo was 60 tons. During the flight and technical stops a constant temperature of 10°C was maintained to protect the satellite's sensitive technology. The high value space equipment also required precise and delicate handling during the loading and unloading.

Experts from Japan arrived in Kazakhstan onboard the An-124-100 to participate in the launch of the Türksat 4A satellite from the Baikonur Cosmodrome, which is scheduled to take place in February.

The Türksat 4A telecommunications satellite was produced by the Mitsubishi Electric Corporation in Japan on behalf of Turkey's communications satellite operator Türksat AS. It will provide Turkey, Europe, Central Asia, the Middle East and Africa with TV broadcasting and broadband communications.

Volga-Dnepr is one of the world's leading transporters of aerospace cargo and its personnel have extensive experience of managing projects for the industry all over the world. In 2013, Volga-Dnepr Airlines carried more than 50 space industry shipments and since its launch over 20 years ago, the airline has successfully operated more than 3,500 flights delivering satellites and other aerospace equipment.



GLOBAL NEWS

Coyne Airways appoints new GSA in Canada



Coyne Airways has appointed Exp-Air Cargo as its General Sales Agent (GSA) in Canada. Headquartered in Montreal, Exp-Air has additional sales offices in Toronto, Winnipeg, Calgary, and Vancouver.

"We are delighted to be working with such a well-established GSA, and look forward to growing our presence in the important Canadian market," said Larry Coyne, CEO Coyne Airways.

Founded in 1990, Exp-Air, which has a dedicated sales and operations team of over 40 people, has been International Air Transport Association (IATA) certified since 2006.

"Exp-Air Cargo is looking forward to offering Coyne Airways customers a great cargo experience with a reliable, fast, and safe freight product," said Daniel Ouellette, Exp-Air Cargo President.

Exp-Air takes over as Coyne's GSA in Canada from Airline Network Services (ANS), which will continue to represent the airline in the USA.

Coyne Airways recently celebrated its 20th anniversary, and is building its network, most recently with new destinations in Africa, working with regional partners to link the Middle East, North America, and Europe with the African Continent.

AirBridgeCargo Airlines achieves cargo growth in 2013



AirBridgeCargo Airlines (ABC), part of Volga-Dnepr Group, achieved a 5 per cent growth in cargo tonnage in 2013, with its highest ever volume of 340,000 tonnes across its network linking Europe, Russia, Asia and North America.

The airline reported volume growth on all of its major routes and this was matched by a 5 per cent improvement in revenue. AirBridgeCargo's Freight Ton-Kilometres (FTK) rose 15 per cent in 2013, while its average load factor of 72 per cent show a marginal 1.7 per cent gain over the previous year.

Despite challenging market conditions in 2013, ABC continued with its long-term fleet modernisation strategy and took delivery of two more new generation freighters Boeing 747-8F. With the delivery of its fifth B747-8F in December 2013, AirBridgeCargo completed its fleet renewal plan which began two years ago. This investment has reduced the average age of its aircraft fleet from nine years at the end of 2011 to three years at the end of 2013.

Denis Ilin, Executive President of AirBridgeCargo, said: "Striving for excellence in the face of a changing

and challenging economic environment has made us better at what we do. Our young, modern fleet will allow us to further expand the routes and services we offer to customers and to maintain the quality of our product. Our customers greatly benefit from the additional features of the Boeing 747-8F, such as enhanced payload. Now we have the youngest freighter fleet in the industry and operate to the highest standards of environmental compliance."

In 2013, AirBridgeCargo joined the Olympic movement with the delivery of 126 tons of broadcasting equipment as well as 214 tons of sports and lighting equipment for the 2014 Winter Olympics taking place in the Russia City of Sochi in February.

The commencement of ABC charter flights to Sochi was to primarily cater to the needs of companies engaged in the construction of various Olympic infrastructure projects as well as to ensure the timely and safe delivery of winter sports equipment and materials. At the end of 2013, ABC successfully passed the IOSA safety audit procedures and confirmed its compliance with the International Air Transport Association's Operational Safety Audit (IOSA).

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GLOBAL NEWS

Aero Gulf Group sign MOU with Khaleeji Commercial Bank for finance

The Bahrain based Aero Gulf Group announced it has signed a Memorandum of Understanding with Khaleeji Commercial Bank of Bahrain (KHCB). The Bank is to provide Islamic finance to underpin the business growth of Aero Gulf Group, and in particular its operations within the aviation maintenance, repair and overhaul sector.

The Aero Gulf Sola Engine Centre in Norway, which was purchased from Pratt & Whitney late 2013, forms the cornerstone of a growing aviation portfolio that will focus on the provision of MRO services across the Middle East and North Africa, an area with significant growth potential and investment in aviation. It delivers global operators of CFM 56® aircraft engines industry recognized EGT margin and quality, through the investment, reorganization and streamlining.

Khalil Ismaeel Al Meer, CEO of KHCB said: "KHCB is very pleased to announce its intended partnership with Aero Gulf Group to provide financing and support their investment plans in the region. Our Bank is pledged to participate in the economic development of Bahrain and GCC countries and sees this partnership with Aero Gulf Group as its stepping stone into the dynamic aviation market which is an extremely important industry".

As Khaleeji's first client within the sector, Aero Gulf will benefit from the bank's investment prowess to support its business success as company director, Ghanim Mubarak Al Kuwari, observes: "This solid relationship will enable us to fast-track our blueprint for growth and capitalize on the opportunities that exist to service airlines across the region."

PACTL to provide customized services to EVA Air



Shanghai Pudong Int'l Airport Cargo Terminal Co., Ltd. (PACTL) has been selected to provide customized cargo handling and documentation services for the Taiwanese airline EVA Air. The cooperation arrangement was launched on 14 October and applies to both EVA Air cargo and passenger flights. The airline has recently increased its flight frequencies to Shanghai Pudong International Airport.

PACTL is currently handling four weekly Boeing 747 freighter flights – and 20 passenger flights a week involving Boeing 747, Boeing 777, McDonnell Douglas MD-90 and Airbus A321 aircraft. UNI Air, a subsidiary of EVA Air, is also expected to start operating three weekly passenger flights in the near future.

"In choosing PACTL, we've opted for a reliable partner that offers solutions in line with the highest quality standards. We really appreciate the first class management and the excellent operational processes used throughout the company. They include maximum transparency and therefore

significantly increase the efficiency of our cooperation arrangement", says Mark Wu, Cargo Operation Manager at EVA Air.

"It's a pleasure working with EVA Air. This airline will further strengthen the cargo network at Shanghai Pudong International Airport. This new development underlines the current trend of increasing cargo volumes and the rising demand for air transportation in the market place", says Lutz Grzegorz, Vice President of PACTL.

PACTL is a Sino-German joint venture based at Shanghai Pudong International Airport (PVG). It brings together three shareholders – Shanghai Airport (Group) Co., Ltd. (51%), Lufthansa Cargo AG (29%) and JHJ Logistics Management Co. Ltd. (20%). PACTL offers handling services to airlines and forwarders transporting domestic and international air freight via Pudong. Founded in 1999, the company has become one of the leading cargo terminal handlers in the world and has played a key role in establishing Pudong as one of the major cargo hubs in China.



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GLOBAL NEWS

Etihad Airways achieves highest traffic figures

Etihad Airways has achieved its highest ever passenger and cargo volumes in 2013, the airline announced. Around 12 million people flew with Etihad Airways last year, marking an increase of nearly 16 per cent in comparison to 2012's figure of 10.3 million.

Bangkok was once again the airline's busiest route, with a total of 742,759 passengers flying to Thailand's capital city in 2013, a year-on-year increase of seven per cent. Manila was the second busiest route (547,068 passengers), followed by London (544,564 passengers), Jeddah (373,651 passengers) and Paris (338,969 passengers). Etihad Airways carried 73 per cent of the more than 16.4 million passengers who travelled through Abu Dhabi airport in 2013. With the addition of the airline's equity alliance partners that operate flights into Abu Dhabi, the combined total rises to 79 per cent of passenger traffic at Abu Dhabi airport.

James Hogan, President and Chief Executive Officer of Etihad Airways, said: "Our record-breaking numbers in 2013 reflect the continued success of our strategic master plan, which focuses on three fundamental pillars; organic network growth, the forging of codeshare partnerships, and minority equity investments in other airlines. Six destinations were introduced to Etihad Airways' network in 2013, with new services launched to Washington DC in March, Amsterdam in May, Sao Paulo and Belgrade in June, Sana'a in September, and Ho Chi Minh City in October.

Frequencies were also increased on 18 existing routes last year and new codeshare agreements were signed.

BAC signs agreement for rapid intervention vehicles



Mohamed Yousif AlBinfalah. CEO Bahrain Airport Company

Bahrain Airport Company (BAC) announced obtaining additional aircraft rescue and fire fighting vehicles from AMA Motors Group in a move to further enhance safety of operations and passengers at Bahrain International Airport.

The announcement came following a signing ceremony with AMA Motors Group during Bahrain International Airshow 2014 attended by Chief Executive Officer of Bahrain Airport Company Mohamed Yousif AlBinfalah, and Vice Chairman of AMA Group MrTawfiq Al-A'ali. As per the BD1.3 million (USD3.4 million) agreement, Rosenbauer- represented locally by AMA Motors Group - will provide two 8x8 rapid intervention vehicles (RIV) in addition to technical support, repair and maintenance services.

Mr. AlBinfalah commented, "As we strive to manage Bahrain International Airport as a leading airport, elevating the aviation security is among our core objectives. The agreement signing with the renowned AMA Motors Group is a testament of our commitment to equip the airport with leading edge security solutions and implement the globally required measures."

Rosenbauer is a world leading manufacturer of fire-fighting equipment for fire and emergency services, represented in Bahrain by AMA Motors Group. Mr. Tawfiq Al-A'ali Vice Chairman of AMA Group also said "AMA Motors has been associated with Bahrain Airport Company since 2003, since the first Rosenbauer crash tender was supplied by us followed by additional units in 2007. We are proud to provide Bahrain International Airport with a fleet of state-of-the art firefighting vehicles, and we look forward to further strengthen our working relationship."

BAC is the authority responsible for enhancing Bahrain International Airport and increasing the airport's contribution to the local economy in line with Vision 2030. BAC strives to improve the airport's infrastructure while diversifying the airport's revenue streams with a mixture of aeronautical and non-aeronautical services. Through the provision of world-class facilities, operational and commercial excellence, BAC has been attracting and supporting airlines, delivering exceptional passenger and cargo services.



mercator to provide new technology to Biman Bangladesh Airlines



mercator will provide its leading revenue accounting services, RAPID, to the national flag carrier of Bangladesh, Biman Bangladesh Airlines. The agreement was announced during IATA's 2nd Integrated Settlement Week, which was held from 2-6 December in Montreal, Canada.

"mercator is delighted to provide Biman with a revenue accounting technology to realise their long term financial objectives," said Patrick Naef, Divisional Senior Vice President Emirates Group IT and Head of mercator. "Our dedicated team has a deep understanding of the challenges facing airline expansion in the industry, and also the experience to create technologies that can provide support as their operations continue to scale in size. We look

forward to accompanying Biman on the road to greater success," he added.

"This is a positive step forward for Biman. We needed a robust system to support our growth plans for expansion, and our decision to select mercator as a partner is based on their worldwide reputation as a premier provider of revenue accounting services and their recent launch of the upgraded version of RAPID 3.0," said Kevin Steele, Managing Director & CEO of Biman Bangladesh Airlines.

A member of IATA, Biman flies passengers and cargo to 18 international destinations in Asia and Europe from its base in Dhaka, the capital city of Bangladesh. Despite external challenges, Bangladeshi tourism continues to flourish with Biman carrying over 1.4 million passengers every year. To cater to growing demand and market opportunities, Biman has been looking at areas to improve their services and position themselves alongside leading Asian carriers. Such initiatives included significant fleet and network expansion, and major upgrades to their IT systems.

Qatar Airways launches seventh route in China

Qatar Airways recently touched down in Hangzhou - the airline's seventh route in China, and is preceded by Chengdu, which was introduced to the airline's route network in September. The new Hangzhou - Doha flight will be operated four times a week. An Airbus A330 will be operated on the route in a two-class configuration.

The airline's Chief Executive Officer, His Excellency Akbar Al Baker addressed

media from China, underlining the airline's ongoing commitment to the Chinese market: "China's outbound tourism has been growing rapidly in the past decade, and we look forward to bringing more passengers from and to Hangzhou, helping to further boost leisure and business travel in China."

The new route is the airline's seventh destination in the country with services to other cities.

Emirates commences new service to Afghanistan

Emirates started its newest service to Kabul the capital of Afghanistan. Kabul is the 138th destination on the Emirates route network, and Afghanistan is the 78th country it serves. Onboard was a VIP delegation including: H.E Dr Najibullah Mojadidi, Afghanistan Ambassador in UAE; H.E. Atiqullah Atifmal, Afghan Consul General in Dubai, and Yousif Ali, UAE Ambassador to Afghanistan; Abdullah Suwaidan - Deputy Director, Inward Missions - Dubai Department of Tourism and Commerce Marketing; Adel al Redha, Executive Vice President and Chief Operations Officer, Emirates Airline; and Majid Al Mualla, Divisional Senior Vice President Commercial Operations - Centre, Emirates.

"Emirates is always striving to connect people", said Adel Al Redha, Executive Vice President and Chief Operations Officer, Emirates. "This new route launch today presents a new opportunity for the population of Afghanistan to access new travel opportunities and destinations thanks to our extensive global network across six continents. It will also provide an opportunity for the many Afghans living overseas to visit home again whilst experiencing Emirates renowned service and product."

The route is operated by an Airbus A340-500 configured in a 3 cabin configuration. EK 640 will depart Dubai daily at 09.55 hours and arrive in Kabul at 13.15. The return flight, EK 641 will leave Kabul at 15.30 hours and arrive back in Dubai at 18.00.



GLOBAL NEWS

Ethiopian Airlines becomes Bombardier's Authorized Service Facility



Mike Arcamone (Center L), President, Bombardier Commercial Aircrafts, welcomes HH Sheikh Zayed Bin Sultan Bin Khalifa Al Nahyan to the Bombardier C-Series Pavilion at the Dubai Airshow

Bombardier Aerospace celebrated its growing support network in Africa by welcoming one of the continent's leading carriers, Ethiopian Airlines of Addis Ababa, as yet another Authorized Service Facility (ASF) for commercial aircraft on the continent. The airline can now perform line and heavy maintenance on Q400 and Q400 NextGen turboprop aircraft under the Bombardier ASF banner.

Ethiopian Airlines operates a fleet of modern aircraft, and performs complete aircraft, as well as engine and component overhaul and repair services from facilities at Bole International Airport in Addis Ababa.

"Ethiopian Airlines is one of Africa's most respected airlines and a valued Bombardier customer. Their commitment to excellence both in

operations and maintenance services will benefit our operator base in the region and beyond, as a part of our network," said Éric Martel, President, Customer Services and Specialized and Amphibious Aircraft, Bombardier Aerospace.

"Ethiopian Airlines' NextGen turboprops are proving their high value by delivering excellent passenger experience, operational flexibility and economics," said Tewolde Gebremariam, Chief Executive Officer, Ethiopian Airlines. "As a newly appointed facility for Q400 and Q400 NextGen aircraft, we welcome the opportunity to expand our relationship with Bombardier, and to provide maintenance services to other carriers as an increasing number of these modern turboprops take to the skies in our geographically diverse continent."

Q400 NextGen airliners, as well as the first full-flight simulator for Q400 turboprops installed in Africa. Ethiopian also recently announced a new strategic partnership with Malawian Airlines that will see the upstart airline leverage Ethiopian-sourced aircraft, including the NextGen turboprop.

Nordisk begins delivery of ULDs to Vietnam Airlines

AAR announced its Nordisk Aviation Products division has begun delivery of 900 Nordisk lightweight cargo containers to Vietnam Airlines, which currently has around 2,000 Nordisk containers already operating in its fleet. The containers, also known as Unit Load Devices or ULDs, improve operational efficiency, storage and transport of air cargo and luggage.

"We are pleased to provide Vietnam Airlines with products, services and solutions that lower their total cost of ULD ownership while ensuring safe and reliable cargo handling for their

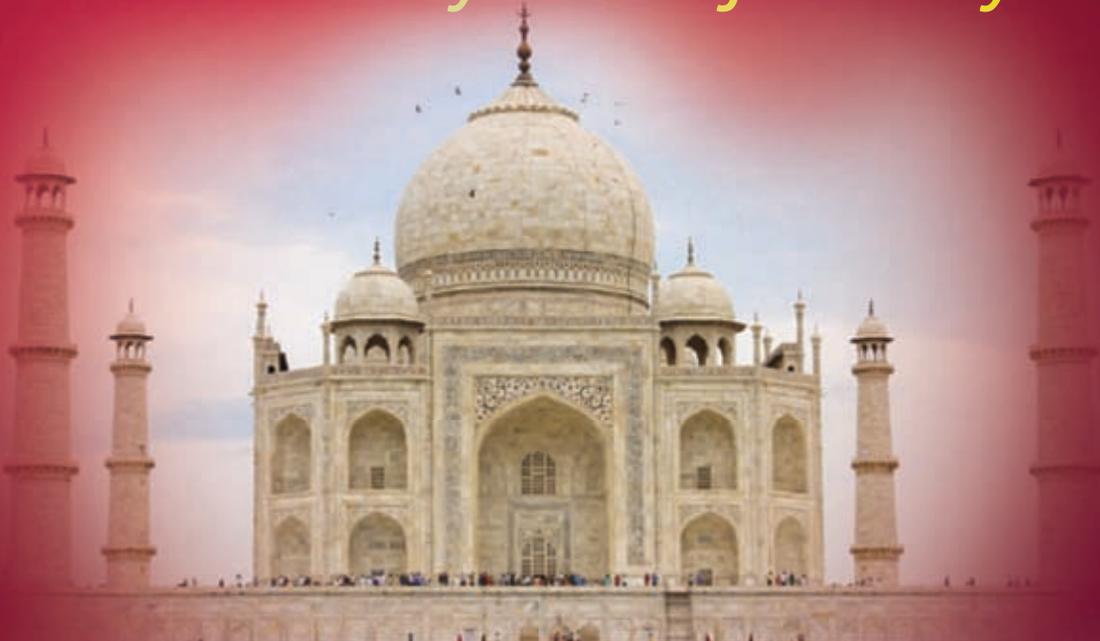
customers," said Boon Yang Sim, Nordisk's Vice President of Sales, Asia and the Pacific. "Our dedicated after-sales support team in Asia is committed to supporting Vietnam Airlines and ensuring that its Nordisk units enter operation on schedule."

Nordisk offers the widest range of ULDs in the industry. With more than 200 customers worldwide, and more than 650,000 ULDs sold in the global aviation market, Nordisk products are used by virtually every airline operating wide-body aircraft, enabling vast

amounts of cargo and baggage to be transported safely and securely. AAAR, with its Telair and Nordisk subsidiaries, offers a full line of main-deck and lower-deck cargo systems and a variety of baggage handling and

freight solutions that enable increased payload and fuel savings. From the lightest-weight containers in the industry to a patented Sliding CarpetR baggage loading system to specialized pallets, containers and air mobile shelters, AAR offers products with excellent strength-to-weight performance.

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A large photograph of an airplane's wing and engine at an airport tarmac. The wing is in the foreground, and the engine is visible below it. The background shows other aircraft and airport infrastructure under a clear sky.

India's sluggish air cargo growth to rebound soon

The air cargo sector is going through a sluggish period but the experts believe that the momentum will pick up and the sector will grow at a moderate pace



By the end of 2013, both the International Monetary Fund (IMF) and the World Bank slashed India's economic growth forecast for the current financial year (2013-14) and for 2014-15. The World Bank has made a downward revision of the growth forecast from 6.1 per cent to 4.7 per cent, while IMF has pegged it at 3.75 per cent. For the following year, the growth percentage is expected to go up marginally.

While India's growth potential is high, it is currently strapped due to high inflation, escalating current account deficit and rising pressure on fiscal balances from the depreciation of the rupee. Industrial production has been affected and investment flows are only trickling, and import and export are adversely impacted.

At present, India is awaiting General Elections, likely to be held in April-May 2014, and till such time a new government is in

“ *The logistics sector in India is engulfed in several complexities and they include inefficiencies in transport, poor condition of storage infrastructure, a complex tax structure, low rate of technology adoption and poor skills of the logistics professionals.* ”



COVER STORY



place, the economic woes are likely to continue. The industry across sectors is complaining of policy paralysis and all hopes are pinned on formation of a stable and forward-thinking government.

Growth at moderate pace

Consequently, the air cargo sector is going through a sluggish period, though the Airports Authority of India (AAI) Chairman Agrawal believes that the momentum will pick up and the sector will grow at a moderate pace.

The AAI expects international cargo to grow at an average growth rate of 13.7 per cent till 2019-20. Based on these projections, the amount of cargo being handled at Chennai airport will be 927,502 MT per annum in 2020. With the recent commissioning of Phase III of the new international cargo terminal, the annual handling capacity of international cargo at Chennai airport has gone up to 1,102,723 MTs per annum, which is sufficient until 2020.

The cargo terminal at Kolkata airport, as against available capacity of 303,293 MTs per annum, utilisation of handling capacity is 43,980 MTs per annum, which as per projections will be sufficient until 2020 when the cargo is likely to grow 102,507 MTs per annum. So also the other

airports under AAI are taking note of the cargo potential and factoring that in airport development activity.

However, in 2012-13, airports across the country handled 1477.85 thousand metric tonnes (International 949.35 and domestic 528.50 thousand metric tonnes respectively), compared to the previous year when the airports handled 2279.99 thousand metric tonnes. For 2012-13, the actuals were lower than the estimates (see table).

It must be mentioned that there has been a general traction of the overall economic growth on the air cargo sector. In the last 15 years, the total cargo handled at Indian airports has grown 3.5 times from 0.68 million metric tonnes (MMT) in 1995-96 to 2.39 MMT in 2010-11 i.e. a compounded annual growth rate (CAGR) of 8.7 per cent.

Domestic cargo handled has grown four times from 0.22 MMT in 1995-96 to 0.89 MMT in 2010-11 i.e. at a CAGR of 9.7 per cent. Similarly, international cargo handled at Indian airports has grown 3.2 times in the same period from 0.46 MMT to 1.5 MMT i.e. at a CAGR of 8.2 per cent.

According to the Ministry of Civil Aviation forecasts, the total cargo throughput at Indian airports is expected to grow 7.6 times in the next 20 years (CAGR of 11.2%). Domestic cargo throughput is expected to grow 7.8 times in the same period (CAGR of 10.4%). International cargo throughput is expected to grow 7.5 times (CAGR of 11.7%) as the trans-shipment segment has significant market potential. It is assumed to grow to 5% by 2015-16, 10% by 2020-21, 15% by 2025-26 and 20% of international cargo by 2030-31.

Freight (in '000 tonnes)	2011-12 (April to March)	012-13 2 (April to March)
International	1467.90	949.35 (Estimated 1424.03)
Domestic	812.09	528.50 (Estimated 792.75)
Total	2279.99	1477.85 (Estimated 2216.78)



COVER STORY

Infrastructure creation

Despite the slow pace of growth, there seems to be serious thinking among the stakeholders that speedier creation of infrastructure would help push the air cargo sector further. Accordingly, the AAI has been expanding cargo handling capacities at airports. It has already simplified the processes and implementation of EDI, thus speeding up transactions.

The Ministry of Civil Aviation and the Ministry of Commerce have mandated AAI to install air cargo community system for single window cargo clearance. There has been a demand to have air cargo community system to link all community partners such as airlines, banks, cargo custodians, break bulk agents etc. Also the ministry understands the importance of developing 'cargo freight city' in major locations. This is being thought of on two counts – decongestion of airports with off-airport facilities like air cargo villages, air freight stations etc; and developing the cargo potential in the region.

Low performance

While these initiatives have yet to take off on a large scale, India continues to slip in the 2012 World Bank's Logistics Performance Index. In 2012, it came down to 46th rank from 39th five years ago. The logistics cost in India is high at 13-14 per cent of GDP compared with 7 to 8 per cent in developed countries.

According to Srinath Manda, Programme Manager, Transportation and Logistics Practice, Frost and Sullivan — South Asia, Middle East and North Africa, the situation becomes more of a concern when India's performance is evaluated along with the other BRIC countries - Brazil, Russia and China. Each of the other nations has enhanced its rank, while India has declined. China improved its rank from 30 in 2007 to 26 in 2012; Brazil from 61 to 45; and Russia from 99 to 95.

The logistics sector is engulfed in several complexities and they include inefficiencies in transport, poor condition of storage infrastructure, a complex tax structure, low rate of technology adoption and poor skills of the logistics professionals. There is still no multimodal solution. Warehousing is still considered as a real-estate than a logistics service.

Furthermore, there is a significant untapped market for air-cargo in India. An indication of the same can be gauged from the fact that the total air-cargo volume of 2.3 million MT handled in FY-11 by all Indian airports put together is less than that handled by individual airports like Dubai, Hong Kong, Memphis, Shanghai, Incheon, Anchorage and Paris.

But there exists huge potential that is waiting to be tapped and multi-modal transportation can be a key-enabler of India's economic growth. This is dawning upon the decision makers and logistics is getting importance.



Drivers of Air Cargo

India is on the cusp of transformation as an economic powerhouse. The aviation industry is expected to see phenomenal growth, though there are persistent problems. In view of the potential, Boeing revised its projections upwards of the number of planes India requires by 2031 to 1,450 aircraft. There will be considerable rise in passenger and air cargo traffic within the country and outside.

Another driver has been that India has signed Free Trade Agreement (FTA) with south-east Asian countries like Japan, Malaysia and South Korea and the likely India-EU FTA is expected to give a big boost to improve trade between these regions. The government hopes to double exports from \$225 Billion to \$450 Billion by 2014 and the National Manufacturing Policy 2011 announced by the Ministry of Industry and Commerce, aims to enhance share of manufacturing in GDP to 25 per cent by 2020 from current level of 15 per cent.

Express industry

Express industry is certain to grow manifold in future as they provide end to end solutions, which are fast, reliable, on demand, integrated and door to door and can be tracked and controlled throughout the journey.

The size of India's express service and supply chain management (SCM) industry in 2007 was pegged at around US\$4 billion and in 2012 the Express and SCM transportation was estimated at US\$13 billion. India's express service industry is largely fragmented with nearly 3,000 entities. In terms of strength, the organised segment consisting of a few players control about two-third of the industry revenues.

All said and done, the air cargo sector (including Express service industry) needs proper push irrespective of the models the industry may adopt. The need for massive investment in air cargo infrastructure creation will be at the core of the development of the industry, per se, and the economy in general.



Landmark opening of

Al Maktoum International Airport passenger terminal

Hungarian Wizz Air is the first airline to start operations at the new airport in Jebel Ali, Dubai



FEATURE



As a landmark event, Al Maktoum International Airport in Dubai, opened to passenger planes on October 27, 2013. The Hungarian Wizz Air was the first airline to start operations at Al Maktoum International Airport with a flight from Budapest carrying 100 passengers.

Al Maktoum International Airport is named after the late Ruler of Dubai His Highness Sheikh Maktoum bin Rashid Al Maktoum. The airport is located at the heart of Dubai World Central (DWC) and currently has the capacity to hold up to 7 million passengers per year and is serviced by one A380 capable runway, 64 remote aircraft stands and food and beverages facilities.

Expected to cost more than £20 billion when it is complete, Al Maktoum International will have five runways capable of handling 160 million passengers a year.

The airport is located close to the holiday, residential and business developments of Arabian Ranches, Dubai Marina, Dubai Media City and Palm Jumeirah, making it an attractive, alternative, time-saving travel proposition for passengers located in or travelling to these areas.

Jazeera Airways and Gulf Air also started operating from the new airport last year. So far, six airlines - Condor, Gulf Air,

Expected to cost more than £20 billion when complete, Al Maktoum International Airport will have five runways capable of handling 160 million passengers a year

Jazeera Airways, Qatar Airways, Wizz Air and Wizz Air Ukraine - have signed up to use the airport.

According to forecasts, over 17.5 million people will flock from around the world to visit Expo 2020 in Dubai, or up to 300,000 every day. This is not to mention exhibitors from more than 180 nations.

Infrastructure

Phase 1 of the Dubai World Central (DWC) Al Maktoum International Airport is completed and fully operational. The international airport currently has the capacity to handle 600,000 tonnes per annum and operates 24 hours a day on an A380-compatible, 4.5 km runway. Facilities include 64 aircraft stands (10 of which are Code F), a state-of-the-art ATC Tower, fire stations, line maintenance services, a fuel farm and a 66,000 square meter, single-level passenger terminal.

Built for the future, the airport once completed will have the capacity to handle 12 million tonnes of annual cargo and 160 million passengers. The infrastructure required to accommodate four additional CAT III-certified runways capable of handling four superjumbo aircraft landings simultaneously, 24 hours a day, is already in place.

Phase 2 of the airport, which includes the construction of an additional two automated and one non-automated cargo terminals, is currently under way. This is expected to increase the total cargo capacity at Al Maktoum International Airport to 1.4 million tonnes per annum.

Cargo terminal

DWC started its first phase of operation when the airport opened for cargo operations in June 2010. The project consists of 5 parallel runways, 3 passenger terminals, more than 240 aircraft contact stands as well as several concourses for passengers connected to the terminals via the Automated People Mover (APM). It also has ones of the largest Logistics Cities in the world equipped with cargo terminals and warehouses, a major executive private jet center, an air show complex, an aircraft maintenance centre, an aviation school and a flight training academy. Dubai Airshow 2013 was held at the new airshow complex. Once completed, the airport will have four passenger terminals.



FEATURE

The construction of the first of the 16 cargo terminals has been completed, and in line with the plan of all 16 terminals having a total annual capacity of 12 million tonnes. The cargo terminal has a capacity of 200,000 tonnes and is spread over 41,000 sq m.

On 27 June 2010, Emirates SkyCargo Boeing 777F was the first to land from Hong Kong. The flight was a test for several functions such as air traffic control, movement of aircraft on the ground and security. According to Emirates the flight was an "unmitigated success".

"Looking forward into 2014, Emirates SkyCargo operations will move to Dubai World Central Al Maktoum International Airport which is set to become the home of its freighter operations from April 2014," the airline reported.

With the Emirates and Qantas partnership that began in March 2013, Emirates SkyCargo and Qantas freight cooperated on cargo capacity on each other's passenger services offering cargo capacity to a combined total of over 200 ports across six continents.

However, cargo services are also being improved at the Dubai International Airport by providing a road feeder services between the two terminals.

"The planned move of our freighter operations from Dubai International Airport to Dubai World Central Al Maktoum Airport is the next step in Emirates SkyCargo's overall expansion and growth programme," said Emirates cargo division's senior vice-president, Nabil Sultan.

At the time of its inauguration, only three cargo service airlines served Al Maktoum International Airport, including RUS Aviation, Aerospace Consortium and European cargo services.

One of the world's leading international air cargo carriers Cathy Pacific Airways has also announced to move its freighter operations from Dubai International Airport to Al Maktoum International.

Transit hub

Dubai is Cathay Pacific's transit hub for its European destinations including Amsterdam, Frankfurt, London, Manchester, Paris and Milan. The airline operates 7 weekly freighter service and 14 weekly passenger services in Dubai. While the freighter operation will move to DWC, the passenger operations will remain at Dubai International.

"Dubai is an important market and a major transit point for Cathay Pacific. Delivering services and operational excellence to our customers has been the core of our business for decades. DWC is designed to support logistics well into the



future and we believe the move will better serve us and bring our service level to a new high," remarked Cathay Pacific's Country Manager Brian Yuen.

According to aviation circles, more international and regional airlines are planning to shift their operations to DWC in future. The airport is expanding its capacity to 100 million by 2020.

Al Maktoum will be a busier facility in 2014 as many airlines may be temporarily shifting their operations to the new airport because of scheduled runway maintenance work at Dubai International," an aviation analyst predicted.

According to news reports, Dubai International Airport will partially suspend its runway operations for 80 days due to runway maintenance work. The southern runway will be closed from May 1 to May 31, 2014, while the northern runway will be out of operation from May 31 to July 20, 2014. Currently, 15 freighter and 28 passenger airlines have applied to fly from Al Maktoum International Airport during the runway repair.

Recent reports also quote that low budget airlines such as flydubai and Royal Brunei will also be shifting part of their operations during the runway repair period. Airlines are being offered large discounts to shift operations to Al Maktoum International when runway repairs cut capacity at Dubai International later this year.

Aviation is big business in Dubai, and at present accounts for 28 per cent of gross domestic products at nearly £14 billion a year. Much of this revenue comes from Dubai International, the fourth busiest in the world, serving around 57 million passengers last year.

The future of Dubai's aviation industry is linked with Dubai World Central. With Dubai's aviation sector projected to contribute \$44.5 billion or 32% of GDP, and generate 372,900 jobs by 2020, this forward-looking development has been designed to be future-proof. With the entire area of 140 sq km dedicated to supporting the aerotropolis model, DWC ensures that Dubai will always have the capacity, infrastructure and resources necessary to stay ahead of the demand and maintain its leading market position.

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SUPPORTERS





Cochin

International Airport - First Greenfield project on continued growth path

The airport is credited to be the foremost cargo centre in India running on single service provider concept, offering a one-stop shop for all the logistics needs through air



When India first opened up its airports for private investments, Cochin International Airport Limited (CIAL) became the country's first Greenfield airport. Subsequently, a number of airports have come up across the Indian sub-continent, expanding connectivity and thus boosting domestic and international trade.

In the southern part of the country, CIAL is one of the leading international air cargo centres, having commenced operations at the new Air Cargo Centre from 1 December 2000. It is credited to be the foremost cargo centre in India running on single service provider concept, offering a one-stop shop for all the logistic needs through air.

Cochin Airport has a dedicated cargo centre on the eastern side of the complex with a total floor space of 120,000 sq. ft on 50 acres of land. In 2012-13, the airport handled around 46,000 metric tonnes, registering a growth of over 25 per cent. The facility has warehouse area space dedicated for cargo operations and as capacity continues to expand substantial investments are being made to consolidate and streamline cargo movement at the airport.

From April to December 2012, the airport handled 34,305 tonnes of cargo, against 32,950 tonnes in the same period a year ago. Of this, international cargo accounted for 28,660 tonnes (exports 21,265 tonnes and imports 7395 tonnes) and domestic cargo 5,645 tonnes. General cargo including electronic goods, spices, rubber products, textiles and ayurvedic medicine, now account for 35-40 per cent of the total volume.

Domestic cargo

CIAL has a separate centre with an area of 10,000 sq. ft for handling and storage of domestic cargo. It has a separate strong room facilities for valuable and vulnerable cargo, including a separate area for handling dangerous goods.

CIAL – Booming growth in traffic

Sector	2011-12	2012-13
Domestic Passengers (Nos.)	21,35,361	19,65,970
International Passengers (Nos.)	25,88,032	29,34,017
Import Cargo (Tonnes)	14,457	15,551
Export Cargo (Tonnes)	28,387	30,980
Domestic Aircraft (Nos)	22,817	21,252
International Aircraft (Nos)	18,324	20,286

Presently, there are three complexes in the cargo village – the Centre for Dry Cargo (CDC), the Centre for Perishable Cargo (CPC) and the Trans-shipment cargo complex.

Centre for Dry Cargo

The CDC with an area of 50,000 sq ft has dedicated warehousing facility and air-customs inspection facility for both import and export. Separate warehouse area allocated for storage facilities, inspection areas and two work stations for unitization with four delivery lines. It has strong room facilities for valuable and vulnerable cargo and a dedicated storage area for Dangerous Goods. There are separate walk-in coolers for imported perishable cargo. The airport has put in a place a hi-tech security system including explosive trace detector (ETD). CCTV with 24X7 recording facility installed at strategic areas monitored by the security personnel.

Centre for Perishable Cargo

The CPC, said to be the largest dedicated cold storage centre for perishable goods in the country with a floor area of about 22,000 sq ft, can handle approximately 25,000 metric tonnes of cargo. It was commissioned in 2008 at a cost of US\$6.1 million jointly by CIAL, Government of India through Agricultural and Food Promotion Export Development Authority (APEDA) and the Government of Kerala. The entire facility is maintained at an ambient temperature of +18c and relative humidity. Cool rooms with three chambers of different temperatures range, each 15MT capacity are



FEATURE

Considering the huge potential for cargo movement from the southern part of India, CIAL has been contemplating further expansion and the Cargo Village is to have separate centres for marine products, couriers and express cargo, valuable and vulnerable cargo.

provided from 100 to 00C (1st Chamber); 100 to 00C (2nd Chamber); and 00 to -100C (3rd Chamber). The temperature controlled area inside the centre is earmarked for storage facilities, inspection areas and area of unitization.

Focus on non-perishable goods helped Cochin Airport register a five per cent increase in the volume of cargo handled during the first nine months of the current fiscal (2013-14). Traditionally, airports in Kerala handle perishable goods such as vegetables, fruits, fish and flowers, mainly for export to Gulf countries. "Our efforts to diversify to general cargo helped us maintain this marginal growth in volume," said a senior official of CIAL.

Earlier, more than 70 per cent of the international cargo handled by the airport included perishable items such as vegetables, fruits, raw fish, flowers and frozen shrimp. The official said CPC is expected to help improve cargo volume in this category, too. The centre would be beneficial to agricultural and seafood exporters in the region. Establishment of plant quarantine station at the airport recently also enabled quick turnaround of perishable cargo

Trans-shipment Cargo Complex

The Trans-shipment Cargo Complex is a dedicated warehouse allocated for trans-shipment cargo. The import and export cargo from the customs warehouses in the catchment area, as well as from airports like Chennai, Bangalore, Coimbatore, etc., are handled and stored at this centre for export. Over 100 cargo companies are based there. The import cargo from various airports like Mumbai, Chennai, Bangalore and other centres are transferred through RFS to the trans-shipment centre and customs cleared at Cochin Airport. The Customs bonded truck operators are doing the RFS for the various carriers for the to and fro transits of cargo through Cochin Airport.

Busy cargo airport

To offer superior cargo centre services to airlines, forwarding agents, shippers and consignees, CIAL has been fine tuning

procedures to meet the ever-changing demands and challenges of the constantly evolving air cargo industry. It is one of the southern regions, biggest and busiest air cargo airports, which can easily accommodate long-haul direct and non-stop International/Domestic traffic.

Located at Nedumbassery, Cochin (COK), the airport is just 20 KMs from the Cochin Sea Port, 15 km from the Cochin Economic Zone and 10 km from the Industrial and Commercial capital of Kerala. The Tirupur – Coimbatore cargo hub (ready-made garments and engineering goods) which is key cargo market for South India is only 225 km from this Airport.

The entire International air cargo centre is designated as a Customs Bonded area. It is equipped with modern automated and computer-controlled cargo terminals. Over 15 scheduled and non-scheduled carriers with over 80 aircraft movements daily reach hundreds of cities worldwide and the airport accommodates all aircraft loading; both narrow- and wide-body upper deck and narrow-body belly. The highlights of the cargo terminal are that it handles cargo in ready for carriage condition; Physical storage handling including build-up and break-down of ULD's; Dedicated handling of freighter operations; Special storage handling for precious hazardous and perishable cargo; Ware House Management; Custodian under customs act; Access Control; Security functions for all Carriers; and a Dedicated business development unit.

Expansion

Considering the huge potential for cargo movement from the southern part of India, CIAL has been contemplating further expansion and the Cargo Village is to have separate centres for marine products, couriers and express cargo, valuable and vulnerable cargo. Exclusive freighter bay and introduction of EDI MES will give further boost to operations. Once the Vallarpadam International Container Terminal at Cochin Port is ready, it would become a multi-modular operation point with sea, air and land inter-connected.

CIAL partners

The following airlines have joined hands with CIAL in developing cargo movement from the southern State. The international airline operators include Air Arabia; Air India; Air India Express; Air Asia; Bahrain Air; Emirates; Etihad Airways; Gulf Air; Indian Airlines; Jet Airways; Kuwait Airways; Oman Air; Qatar Airways; Saudi Arabian Airlines; and Silk Air. The domestic airline operators are Air India Express; Go Air; Indian Airlines; Indigo; Jet Airways; JetLite and SpiceJet. Considering the general trend in air cargo traffic, a five per cent increase in volume is reasonable, the official pointed out. The highlight of CIAL is that it is a major connection to the Middle East, considering that a large number of Indian expatriates lives in the region.

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Is cargo theft globally affecting the industry?

Food, electronics, apparels are known to be amongst the most vulnerable amenities for cargo theft





INSIGHT

The movement of large shipments from place to place is a tedious job and it requires lengthy procedures for clearance. Business and consumer demand has increased for a faster and efficient shipment of goods over the past 30 years. Although a slow economic growth has affected air cargo shipping considerably over the past two years, the Federal Aviation Administration (FAA) of the US has forecast an improvement in the growth in air cargo movement over the next 10 years. It is likely to increase by about 1.3% annually on domestic and 4.7% on international routes.

According to Boeing Commercial Airplanes, worldwide air cargo traffic rebounded in 2010 and it is forecast to triple over the next 20 years, with an estimated annual growth of 5.9%. In 2009, around US\$26.09 billion (approx. Dh 100.606 billion) worth of international air cargo transported to and from U.S. passenger aircraft plays a vital role in transporting air cargo internationally.

The air cargo industry consists of various complex distribution network linking manufacturers, shippers and air freight forwarders. A good freight forwarding service guarantees that products will reach their required destination on time. Benefits for using the services of freight forwarding companies include handling of the complex paperwork that will enable a smooth cargo clearance.

Though only a small fraction of cargo shipment consists of fragile and valuable items, some airlines advise their passengers not to pack fragile items in their checked luggage rather it accepts them as carry-on baggage or as checked baggage. And if a passenger still chooses to pack valuable and fragile items, the airline claims not to be responsible for any loss, damage or delay in delivery.

Annual losses in 2013

Although it is difficult to reach reliable and official figures on the theft and loss incidents that took place in the Middle East or the Gulf Cooperation Council, both the airlines and government authorities have been taking the issue seriously and implementing several measures to protect the cargo.

But, agency reports in the US indicate that cargo theft has increased and reached a record high in 2011. A U.S. report says that cargo theft increased 8.8% since 2010 with average region loss of \$139,000. Recent reports indicate a decline in cargo theft most probably due to increasing awareness of the shippers to protect their goods while in transit. In the third quarter of 2013, 195 cargo theft incidents were reported according to the Supply Chain Information and Analysis Centre.

According to the J.J. Coughlin, the chairman of Southwest Transportation Security Council (SWTC), there have been high theft rates reported during the Christmas period. 'It is

too early to tell, however, whether the latest trend quarter figures indicate a sustained trend,' Coughlin said.

Cargo theft is becoming a serious problem in the U.S. According to the Freight Watch International, it results in an annual loss to shippers of \$35 billion. Food, electronics, base metals and apparel are the most vulnerable categories, according to the 54% of all reported incidents. The average loss per load in the year 2013 was \$126,000, but it can reach up to millions where electronics, tobacco or pharmaceuticals are concerned.

Erik Hoffer, vice president of CSA, says someone must design a logistical plan in order to create that chain of custody and have as few hand-offs as possible: 'There is always going to be a point where nobody is watching the store. Without having the ability to have a chain of custody throughout the different modalities, you're not going to get anywhere. You're just going to have a problem always.'

Hoffer adds that without a plan to create a chain of custody, the carrier or trucking company doesn't know that a box contains valuable cargo, and they may not protect it in the appropriate way.

Screening the staff

Oliver Evans, chief cargo officer at Swiss International Airlines, suggests that companies should screen all the staff on duty involved in the supply chain. Employers typically check police background but he stresses the importance of screening staff as they enter and leave the premises.

Hoffer also says thieves are less likely to snatch high value cargo than general cargo because logistical hubs keep jewelry, cash and documents locked. People take general cargo that is left unattended, he says. He emphasizes over the Ipad mini theft at JFK as an example of unattended cargo.

Theft also represents another dilemma. If someone can get access to the cargo in order to steal it, that person can also put unwanted objects in the flight in order to prevent air freight theft. Beading talks about supply chain design, physical security and information sharing, such as where the cargo is in real time and the identity of people handling the cargo.

Thomas Neumann says many companies believe that if they experience a security issue, it must remain a secret. But theft and security aren't company-specific issues; they affect the entire supply chain: 'Security is everyone's responsibility. Security should not be a competition within our industry because we all face the same challenge every single day.'



According to the above third quarter survey, California had approximately 69 incidents of theft, 4 more incidents than Florida, the state with the second-most cargo theft occurrences.

Cargo theft prevention tips

Viable and effective air cargo screening technologies are an essential part of a multilayered, risk – and threat-based approach to air cargo security, says a new position paper from the Global Air Cargo Advisory Group (GACAG), which is an industry advisory group formed in November 2010 to ensure the air cargo industry has a strong unified voice in its dealings with worldwide regulatory authorities and other bodies whose decisions directly impact the cargo. Cargo companies have taken a number of steps to reduce cargo theft. The following tips from Bill Anderson, group director, global security, for Ryder Systems Inc, can help prevent and mitigate losses associated with cargo theft:

- **GPS SYSTEM** – Tracking tools can help determine the stolen vehicle's location and send a security alarm if a vehicle travels outside the prescribed area or enters a restricted area.
- **Vehicle immobilization** – Vehicle immobilization technology can be used to remotely disable a stolen vehicle and aid in its recovery.
- **Locks** – Locks can be used to tightly secure the vehicle and its cargo, such as king pin locks that prevent the tractor and trailer from being separated, air brake valves locks that prevent brake release, and glad hand locks that lock the trailer's air line.
- **Seals** – Seals help in limited intrusions and create an alert that doors have been tampered with.
- **Surveillance** – Care should be taken that your facility is

not being watched, e.g. individuals making video or taking pictures/ notes outside the facility.

- **Report of suspicious activity** – Immediately report any of the suspicious activity being done within or outside the premises. Frequent 'false alarms'-including attempted facility entries or break-ins may be a sign that suspicious individuals are testing the facility's security system and law enforcement response times.
- **Monitoring delivery schedules** – Know your conveyor and driver who are on duty and verify their identity before you release the load. Monitoring delivery schedules and routes, and be suspicious of overdue shipments or out-of-route journeys.
- **Site security review** – Keep trucks locked and parked in an organized manner in a well-lit facility. Ensure all the security systems are working properly.
- **Rigorous pre-employment screening** – Cargo theft are mostly crafted within the facility. Rigorous pre-employment screening will help weed out those most likely to steal merchandise from a warehouse, loading dock or truck.

Lastly, GACAGA emphasizes on screening technology to be effective, fast, reliable, automated and capable of screening different types, sizes and volumes of cargo. Future equipment design should also take into account the air cargo supply chain process and constraints. GACAG also promotes the development and approval of appropriate protective and tamper-evident technologies to ensure that suitable cargo security solutions are available. It also encourages cargo screening technology manufacturers to continue innovating and provide solutions for technical screening, including screening of Unit Load Devices (ULDs) containing different types of cargo.



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Impact of new widebody aircraft on struggling air freight business

The entry of new planes capable of carrying large loads of cargo such as the Boeing 770-300ER and Airbus A330-300 at a time when the cargo demand was already weak and with capacity growing, competition was forcing yields down and also slowing down the recovery in the struggling air freight business, the International Air Transport Association (IATA) had recently commented.

Air Cargo Update spoke to industry experts to find out how the air cargo sector has been faring over the past year and in what manner the sector has been impacted due to the entry of new widebody passenger aircraft, and the measures they are taking to deal with this and other issues in the current scenario.

While the passenger demand has been showing robust growth, the air cargo sector has been in a slump. Among the major reasons for air freight's underperformance and rather flat air cargo growth since 2011 are the economic downturn resulting in general weakness in international trade, modal shift from air to sea by shippers along with high fuel prices, says Nabil Sultan, Emirates' Divisional Senior Vice President – Cargo. However, Emirates SkyCargo continues to buck the soft market conditions and posting 8% growth in FTK (freight ton km), for the first half of the financial year 2013-14.

The CEO of Saudi Airlines Cargo Co. Nabil Khojah states the growth in passenger planes has resulted in an abundance of available capacity to ship cargo: "In a market where supply exceeds demand it is very common to see pressure on and price yields and load factors with so much additional cargo



"We have not seen definite signs of a total recovery yet, but we hope that 2014 will be a little better as there are some encouraging indications. We are currently seeing positive signs out of the Gulf, Middle East and Africa regions where some markets have been robust. Europe remains soft, but we are carrying reasonable export volumes and the US market is recovering."

Nabil Sultan, Emirates' Divisional Senior Vice President – Cargo



New widebody aircraft, growing capacity and competition slowing down air freight business, but industry outlook remains positive, argue experts

MD-11 Freighter

capacity coming online. Globally we have also started to see some developing trends towards the use of multimodal logistics by shippers to try and find lower cost alternatives to transporting their cargo, shifting from air freight to the less expensive sea and rail freight. Although it is still early days for this phenomenon to have an impact, it shows us in which direction the market could potentially be headed."

For Lufthansa Cargo AG "2013 was a roller coaster ride" says Michael Göntgens, Head of PR & Internal Communications at the company. "In fact, the year remained far behind our expectations. Demand in the air cargo markets worldwide was rather poor in most traffic regions. That didn't change until the end of the year, where we have seen some signs of improvement – especially in Asia. The fact that we are one of the few cargo airlines operating at a profit in this environment is a sign of our strength."

On the IATA Director General's recent comment that the entry of new planes capable of carrying large loads of cargo such as the Boeing 770-300ER and Airbus A330-300 at a time when the cargo demand was weak and with capacity growing, competition was forcing yields down further slowing down the recovery of air freight business, the CEO of Saudia Cargo says, "In general the introduction of these new widebody aircraft and their high capabilities has created an abundance of belly capacity which has slowed down the requirement for freighters." However, he says, the situation differs from market to market and sector to sector as well, as per the availability of capacity, and that some markets still have higher demand for freighter capacity because there are

special types of loads that cannot be carried by belly.

Michael Göntgens agrees. "No doubt, we experience problems of overcapacity frequently in our industry and for sure that is one reason for the difficult situation of many carriers. One driver is of course the



"For Lufthansa Cargo AG, 2013 was a roller coaster ride. Demand in the air cargo markets worldwide was rather poor in most traffic regions. That didn't change until the end of the year, where we have seen some signs of improvement – especially in Asia."

Michael Göntgens, Head of PR & Internal Communications, Lufthansa Cargo AG



massive cargo capacities of the Middle-East carriers that receive new wide body passenger aircraft almost every day.”

Nabil Sultan says passenger and cargo load factors are consistently high across the Emirates network, reflecting the strong demand for their services. “Our customers are tapping on our global connectivity, efficient hub, and cutting-edge systems. We continue to invest in our wide-bodied fleet to meet capacity requirements and future growth. Emirates SkyCargo carried 2.1 million tonnes of cargo across its network during 2012-13 financial year and was ranked number one amongst the top airlines for scheduled freight tonne kilometres flown internationally, according to the latest World Airline Transport Statistics published by IATA.”

Better business prospects

“We continue to grow our belly capacity as part of Saudia’s fleet expansion plans on the passenger side. We also continue to grow our freighter capacity on routes where additional capacity is required and/or where freighters serve as an advantage to our customers. Additionally, as a major airline in one of the largest importing economies within the region, we believe we are perfectly placed geographically with the ability to span the globe in all directions,” states Saudia Cargo’s Nabil Khojah.

Emirates’ freighters, coupled with the belly-hold capacity of all their wide-bodied passenger fleet and vast route network of over 130 destinations, gives them extensive global reach

and greater flexibility, the benefit of service frequency, and speed to market, comments the Divisional Senior Vice President, Cargo. “These factors, together with our investment in the latest technologies, will continue to be the pillars of our business.”

Emirates SkyCargo now operates 12 freighters, 10 B777 Fs and two B747-400 ERFs which currently serve 43 destinations around the world. The Boeing 777F aircraft is one of the most modern, technologically advanced freighters available and has the lowest fuel burn of any comparable sized aircraft, he says. The aircraft is capable of carrying 103 tonnes of cargo and its main cargo deck is the widest of any freighter aircraft at 3.7 metres, which enables it to uplift oversized cargo and carry larger consignments.

In Michael Göntgens’ view, “What we can do is steer our own capacity very flexibly and according to the demand. And we continue to focus on highest quality in order to convince and satisfy our customers. Our market position is clear: we, Lufthansa Cargo, stand for top quality, reliability and innovations. We will never be the cheapest airline – but we will and must deliver the best quality. We are making huge investments – for example in new IT, modern aircraft and a highly efficient logistics center.”

Middle East in air cargo recovery

In Nabil Sultan’s opinion, the Middle East region is performing well. “The ongoing investment in infrastructure and



INSIGHT



“The growth in passenger planes has resulted in an abundance of available capacity to ship cargo. Globally we have also started to see some developing trends towards the use of multimodal logistics by shippers to try and find lower cost alternatives to transporting their cargo, shifting from air freight to the less expensive sea and rail freight. It shows us in which direction the market could potentially be headed.” -

**Nabil Khojah,
CEO Saudi Airlines Cargo Co.**

Industry outlook 2014

The air cargo industry seems to be optimistic despite the flat growth rates in recent times and there are positive signs in certain regions where the market has remained more stable.

development projects across the region is driving the need for materials and goods, thereby supporting the continued flow of cargo volumes both into and through the key markets in the Middle East. This is particularly noticeable in the UAE, Saudi Arabia and Qatar. The continued expansion and development of airport facilities across the region is also driving growth, particularly in the countries mentioned, and also in Oman and Jordan. There are also long term opportunities that will be seen in Iraq.”

A thriving and growing consumer base with disposable income to invest and spend on luxury items, as well as more standard consumable items, along with a growing tourist industry and the growth in hotels, brings with it a demand for material, food items and goods to be moved into the region by air. All signs point to on-going positive momentum for growth, he explains.

Saudia Cargo’s CEO believes “the Middle East is in a great position to capture more cargo volumes from the global cargo market. This doesn’t necessarily mean the market itself will grow significantly, but volumes may shift to Middle Eastern players as they continue to expand their networks.”

The Middle East carriers are major players in the future of air cargo, says Michael Göntgens. “Nevertheless we focus on our own strengths and on the requirements of our customers. We are convinced that volatility will remain high and thus flexible capacity management stays crucial. Transparency will become even higher than today and the need to deliver highest quality will further increase, especially for special products such as temperature sensitive shipments. We will therefore invest in the quality and attractiveness of our products.”

Emirates’ Nabil Sultan says, “We have not seen definite signs of a total recovery yet, but we hope that 2014 will be a little better as there are some encouraging indications. We are currently seeing positive signs out of the Gulf, Middle East and Africa regions where some markets have been robust. Europe remains soft, but we are carrying reasonable export volumes and the US market is recovering. Asia-Pacific is up and down but the volumes started to pick up in September. The oil price remains volatile and we also hope that it will stabilize going forward, as this will help the industry in a big way.”

In Nabil Khojah’s view, the market could possibly bounce back, but it is too soon to predict. “The air cargo industry in general is feeling the effects of excess capacity; most of the players have now become conservative and want to avoid risks. This unfortunately can slow down the recovery.”

Göntgens says they have seen some good development at the end of 2013 and hope that the trend will continue. “We are prepared for growth and did our homework in 2013. We had made a lot of progress with our future programme “Lufthansa Cargo 2020”, for instance by introducing the Boeing 777 freighters. We want to continue on this path, remain profitable, deliver highest quality and drive the change in our industry.”

Touching upon the current challenges and changes required for establishing better market conditions, he says the industry as a whole needs to become faster and more modern. “The best example is the digitisation of our processes. At Lufthansa Cargo we are making progress in this area. But we can only ensure our long-term success if all partners in the value chain accompany us on this path.”



Wearable computing

– part of the airport of the future



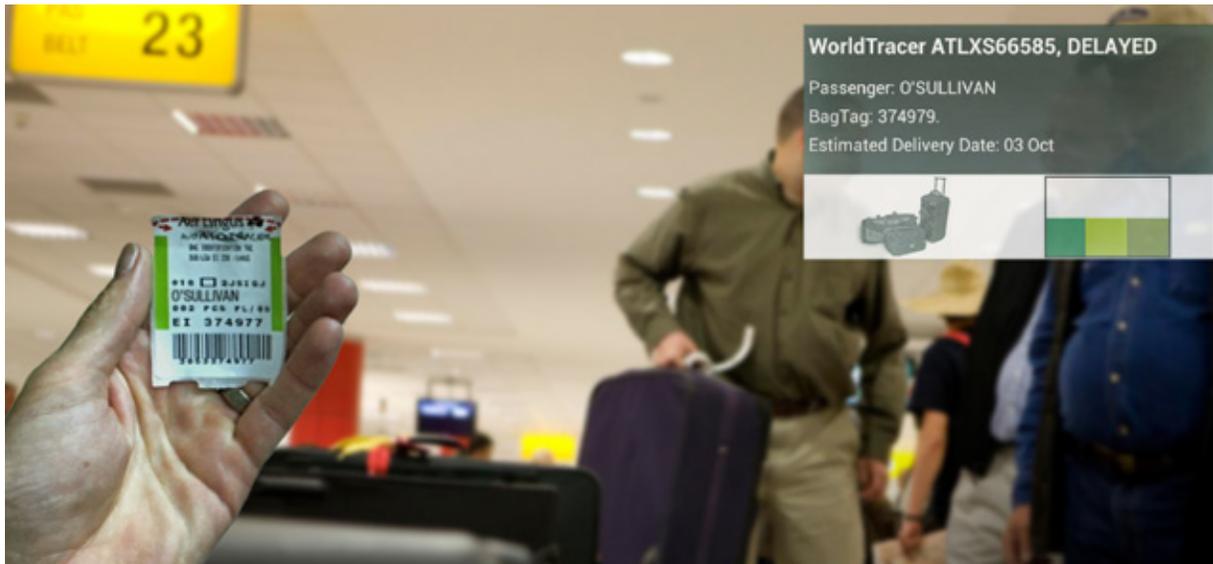
Smart watches, smart glasses and other wearable computing devices will be part of the airport of the future, according to the latest findings from SITA Lab. The technology research team of the air transport industry's IT provider SITA has conducted the earliest trials into the use of wearable computing at airlines and airports and issued its findings in a paper.

Technology observers are touting wearable computing as the next big thing that could re-define how we use and interact with information. The biggest buzz is around smart watches and smart glasses, helped by launches from high profile consumer giants, Sony, Samsung, and Google. It is estimated that more than 1.2 million smart watches were shipped in 2013.

A less-developed wearable market until very recently has been smart headgear. However, Google grabbed the

headlines in early 2013 with the launch of a head-mounted display device called Google Glass to a select group of users. SITA Lab was one of a few selected developers to receive both the Google Glass and Vuzix M100 devices before their public launch, in order to evaluate them. It carried out tests for a variety of uses in airline and airport settings.

Jim Peters, Chief Technology Officer, SITA, speaking at the Europe Aviation ICT Forum in Vienna, said: "Wearable devices like Google Glass offer new opportunities to mobilize staff, keeping their hands free, while keeping them connected to the traditional check-in and reservation systems. Interaction can be via video analysis of what a staff member is looking at, like a boarding pass or bag tag, or voice recognition, or a combination of both."



"It is no major surprise that our research into this developing technology shows that there are issues to address. This is inevitable with any new technology. SITA Lab saw some of the same challenges when testing the first smartphones several years ago."

As part of its testing, SITA Lab developed an application called SWIFT Boarding using the smart headgear's built-in camera as a scanner and the heads-up display. The aim was to allow agents in the boarding area to securely scan and verify both a boarding pass and passport simultaneously wearing smart glasses. Both documents are held side by side while the app matches the two to ensure they belong to the same person. As a proof of concept the SWIFT application was a success.

Travel documents and loyalty cards can be scanned by smart glasses. However, the devices are not fast enough yet to be able to meet the high speed passenger processing requirements needed at airports. Matching the documents takes longer than the industry's one second benchmark making it unviable as an alternative to existing systems, until more powerful smart glasses are developed.

Peters added: "Specifically, our research at SITA has shown that for any type of use in the air transport industry the technology needs to be more robust to avoid breakages and the cost will have to come down. The camera quality will also need to be enhanced. Currently it requires near perfect light conditions within the airport for scanning documents to be successful. Other areas to be addressed include bandwidth for widespread use, battery life and of course the cultural and social issues both for passengers and employees."

Many of these same issues were identified by SITA Lab in the early days of the smartphone and the expectation is that they will disappear as new devices are released over the next 12-18 months. When that happens the potential that wearable



computing promises may lead to new and innovative uses by the air transport industry. Early experimentation such as this research by SITA Lab is a key process to discover what new technologies can offer to the industry.

SITA is a leading specialist in air transport communications and IT solutions. SITA's portfolio includes managed global communications, infrastructure and outsourcing services, as well as services for airline commercial management and passenger operations, flight operations, aircraft operations and air-to-ground communications, airport management and operations, baggage operations, transportation security and border management, cargo operations and more.

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EVENTS

Expo 2020 will spur airport investments boom in UAE



Investments in airports expansion in the Arabian Gulf's aviation heartland is due for a biggest push with the selection of Dubai as the host city for Expo 2020- the third biggest event after Olympics and FIFA World Cup- thereby offering vast growth opportunities for the global aviation industry as the city-state accelerates

its drive to enhance the airports capacity and facilities.

A significant portion of the government investments planned for infrastructure development in the emirate will be for the aviation industry with airports sector being the top priority. The global aviation industry will benefit immensely with new

investments in the run up to the event which will attract 25 million tourists to the economically-vibrant region.

Dubai is expected to invest over US\$8.1 billion in new infrastructure to host Expo 2020. Total spending related to the Expo, including private sector projects, could reach \$18.3 billion, HSBC estimated. As much as US\$43 billion in infrastructure projects would need to be developed in preparation for the event, Deutsche Bank estimated. Aviation has established itself as a vital contributor to the UAE's economy, contributing more than AE145 billion or 14.7 per cent to the national Gross Domestic Product (GDP).

His Highness Sheikh Ahmed bin Saeed Al Maktoum, President of Dubai Civil Aviation Authority, Chairman of Dubai Airports, Chairman and Chief Executive of Emirates Airline and Group, and Chairman of Expo 2020 Preparatory Committee, said: "The required costs would not be problematic as it makes sense and has a business case. The World Expo in Dubai would present opportunities and leave a lasting legacy."

Dubai Trade to announce winners of ESEA

Dubai Trade announced its commencement of finalizing the winners' list for the 6th E-Services Excellence Award (ESEA) after closing the competition by the last day of 2013. The winners of the award will be announced and rewarded in a ceremony that will be held in February 2014 under the patronage of HH Sheikh Maktoum Bin Mohammed Bin Rashid Al Maktoum, Deputy Ruler of Dubai, and with the presence of senior officials and private sectors.

on precise criteria that reflects their preserved growth in e-Services adoption on the Dubai Trade Portal during the year of 2013. The primary selection criteria will evaluate factors such as company's overall online adoption to be at the minimum of 80% in 2013, followed by the total number and volume of e-transactions through the portal.

For this award, Dubai Trade will be acknowledging nine of the highest adopters of various key e-Services. The categories are: Importer of the Year, Exporter of the Year, Re-Exporter of the Year, Shipping Agent

of the Year – Containerized Cargo, Shipping Agent of the Year – General Cargo, Freight Forwarder of the Year, Clearing Agent of the Year, Haulier of the Year and Free Zone Company of the Year.

ESEA Award aims at recognizing best e-Services adopters in trade and logistics activities. It also aims at encouraging e-transformation and building customer loyalty by rewarding the most active companies that use Dubai Trade online services as well as spreading awareness about Dubai Trade portal as a single window for trade facilitation in Dubai.



Intersec's growth underlines importance of security to region



With safety and security continuing to be a high-priority issue in the region, it is not surprising that Intersec 2014, the region's foremost trade event addressing the safety, security and fire protection industry, is set to open

on 19 January, larger and more widely representative than ever before.

Intersec 2014 takes up a sprawling 44,000 sq m of exhibition space in the Dubai International Convention and

Exhibition Centre, which is expected to see around 25,000 trade visitors, key decision makers and industry professionals attending.

Intersec's continuous growth over the years underlines the growing importance of the industries it serves in the Middle East markets. It also points to the exhibition and conference's success in projecting regional needs and requirements onto the international stage. The show's success in attracting top international players is underscored by the fact that Intersec 2014 will showcase almost every one of the leading international security brands.

"Apart from being the leading trade platform that showcases the latest international safety and security trends and developments to the region, Intersec 2014 also promotes healthy industry interaction and stimulates discussion between international experts and regional thought leaders on hot button issues that impact the industry as a whole," said Ahmed Pauwels, CEO of organiser, Epoc Messe Frankfurt. Intersec 2014 will comprise of four main focus areas: Commercial Security

AIME underlines regional aviation growth

Extraordinary growth and rapid development will be the watchwords at this year's Aircraft Interiors Middle East (AIME) taking place 5-6 February 2014 at the Dubai World Trade Centre (DWTC).

Boeing's Current Market Outlook (CMO) 2013-2032 report predicts Middle East Airlines will require 2610 new aircraft worth an estimated US\$550 billion over the next 20 years. "Dubai is actually a focal point for air traffic" says Mario Schisa, CEO of returning exhibitor Aviointeriors, the

Italian aircraft seating manufacturer, which will use AIME 2014 to launch their new international business class seat.

Ahead of the event, HH Sheikh Ahmed Bin Saeed Al Maktoum, President of Dubai Civil Aviation Authority, Chairman of Dubai Airports, and CEO and Chairman of Emirates Airline & Group said: "Gulf airlines have been driving many developments in the aircraft interiors market as they take advantage of new aircraft orders to introduce and optimise

technologies that enhance the passenger experience by providing the latest in comfort and innovation. AIME promises to be an important business event for the aviation sector, regionally and globally."

AIME also features a dedicated inflight entertainment and connectivity (IFEC) pavilion in partnership with HMG Aerospace; which is set to be a major differentiator in an increasingly competitive market and attendees will be able to interact with various exhibitors.



EVENTS

Multi-billion dollar deals signed at Bahrain International Airshow



HE Engineer Kamal bin Ahmed Mohammed, Minister of Transportation and Acting Chief Executive of the Economic Development Board confirmed that over US\$2 billion worth of business agreements have been confirmed at the end of day two of the Bahrain International Airshow. His Excellency made the announcement following several meetings with visiting dignitaries and exhibitors to the event.

Day two also saw a visit from UAE Vice President, Prime Minister and Ruler of Dubai, His Highness Sheikh Mohammed bin Rashid Al Maktoum and His Highness Shaikh Nasser bin Hamad Al-Khalifa who took a tour of the range of displays at the airshow.

Announcements included the signing of a commercial agreement between the Sudan Airport Holding Company and China Harbour Engineering Company for the Phase 2 development of the Khartoum New International Airport and four deals connected to the modernization program and maintenance of the Bahrain International Airport, totaling US\$58 million. Once the program is complete, the newly modernized and expanded airport will have increased capacity of 50 per cent to take a total of 13.5 million passengers per year.

Welcoming the deals, His Excellency said: "The first two days of the expanded, third Bahrain International Airshow have been a great success with several large deals already agreed. For Bahrain, the agreements made by Bahrain Airport Company are a significant move to expedite the airport modernization program, which will herald an airport that fully matches the demands of Bahrain's economy."

Central to the day's proceedings were business meetings with the major companies at the airshow, including French companies, Safran and Thales, Italian giant Finmeccanica, and US manufacturer Boeing. These meetings were also attended by Mohammed Al Binfalah, CEO of the Bahrain Airport Company and Mr Husain Al Shuail, Ministry of Transportation Assistant Under-Secretary of Security and Safety.

Shaun Ormrod, Chief Executive for Farnborough International Ltd said, 'Yesterday saw over 13,000 people attending the trade event and today's business attendance is equally as pleasing. BIAS is very much about participants and exhibitors taking the opportunity to meet with existing and potential customers in the Middle East and the last 48 hours have perfectly demonstrated this.'

Falcon Aviation Services joins Abu Dhabi Air Expo



Falcon Aviation Services (FAS) will be a Diamond Sponsor for the Abu Dhabi Air Expo taking place from 25-27 February 2014. The third consecutive Expo will be held at Al Bateen Executive Airport, Abu Dhabi Airports' dedicated business airport. FAS will be showcasing its fleet of Embraer Lineage 1000, Legacy 600, Gulfstream 450, Bell 412EP, Agusta 109S & Agusta 109SP, & Eurocopter EC 130.

Alongside Falcon Aviation Services' display of its fleet and services, over 100 aircraft representing a range of models from ultra-light to heavy business jets, including the VIP Airbus corporate jet and the TBM 850, will be on hand to be explored by aircraft enthusiasts and businesses searching for the best aircraft and aviation-related services.

HH Sheikh Zayed bin Sultan bin Khalifa Al Nahyan, Falcon Aviation Services Chairman and CEO, commented: "The result that Falcon Aviation Services received from last year's Abu Dhabi Air Expo was the motivator behind supporting this important industry event again. Abu Dhabi Air Expo enables FAS to connect with potential partners and demonstrate its offerings to the rapidly growing global general aviation industry, and the Company look forward to working with the Al Bateen Executive Airport's team again to maximise our attendance."

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AIRPORT

Freight volumes up at **Dubai International**



According to the monthly traffic report issued by Dubai Airports, Dubai International handled 223,195 tonnes of cargo in November, an increase of 11.6 per cent compared to 200,060 tonnes recorded during the same month in 2012. The year to date freight volumes reached 2,217,429 tonnes compared to 2,077,676 tonnes handled during the corresponding period last year, an increase of 6.7 per cent.

On the passenger side, Dubai International is set to surpass the traffic forecast for the year. With traffic in November reaching 5,337,544, up 9.5 per cent compared to 4,875,003 in the corresponding period in 2012, the airport has registered 12 consecutive months with monthly traffic exceeding 5 million passengers. The year to date (November) totalled 60,384,407 passengers compared with 52,363,589 recorded during the same period last year, an increase of 15.3 per cent.

“The growth in passenger traffic has been nothing short of phenomenal this year with a monthly average of 5.4 million customers and we are set to exceed our target of 65.4 million for the year. Dubai International’s total capacity increased to 75 million passengers per year when Concourse

A was opened in January 2013 and this will be followed by the opening of Concourse D in early 2015 – we continue to focus on improving our facilities and customer service as our infrastructure development programme keeps pace with our healthy traffic growth,” remarked Paul Griffiths, CEO of Dubai Airports.

In November, Western Europe recorded the largest increase in total passenger numbers (+97,637 passengers), followed by the Indian subcontinent (+56,732), the AGCC (+56,711), Australasia (+51,151), and Africa (+46,731).

The strongest markets in terms of percentage growth were Eastern Europe (+56.5 per cent) driven by flydubai’s services to 15 destinations in 10 countries across Europe, followed by Australasia (+33.4 per cent), and Russia and CIS (18.8 per cent).

Aircraft movements in November increased by 6 per cent to 31,525 from 29,749 recorded during the same month in 2012. The year to date movements totalled 337,121, up 7.6 per cent compared to 313,300 movements between January and November 2012.

Sales at **Dubai Duty Free** reach **US\$1.8 billion**

Dubai Duty Free (DDF) announced record-breaking sales for 2013 of Dhs6.65 billion (US\$1.8 billion), representing an 11.4 per cent increase over the previous year. The sales in December reached a new monthly sales record of Dhs700 million (US\$192 million).

On the operation’s 30th Anniversary Day on December 20th, DDF recorded 215,000 transactions while sales reached Dhs111.88 million (US\$30.65 million) in the 24-hour period, which was 40 per cent higher than the former anniversary day in 2012. The operation recorded a staggering 25,973,819 sales transactions in 2013, which average at 71,161 sales transactions per day.

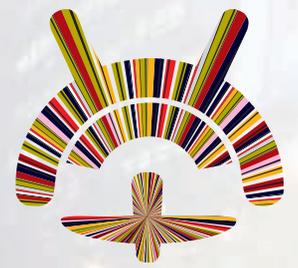
Colm McLoughlin, Executive Vice Chairman said: “We are thrilled to announce such a positive year in 2013, which marked our 30th anniversary. The operation went from strength to strength with the opening of Concourse A in Terminal 3 in January and Al Maktoum International in October, with overall sales soaring to a new high. I thank our Chairman, H.H. Sheikh Ahmed bin Saeed Al Maktoum for his ongoing support and I join His Highness in thanking our great team of staff, our suppliers and of course our customers, who are fundamental to our continued growth.”

From a category point of view, Perfumes retained its position as the best-selling category with an increase of 16 per cent year-on-year. Sales of Perfumes reached Dhs1.06 billion (US\$289 million), an increase of over Dhs148 million (US\$41 million) over the previous year. Perfumes now contribute 16 per cent towards total sales at Dubai Duty Free sales.

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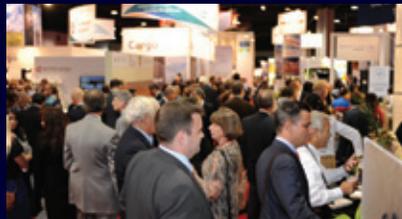
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AIRPORT

Gulf Air

launches first flight
to Al Maktoum
International Airport

Gulf Air, Bahrain's national carrier, launched its first flight to the new Al Maktoum International Airport at Dubai World Central (DWC), becoming the first full service carrier to commence operations to the new airport. GF578 took off from Bahrain International Airport at 0930 landing in Al Maktoum International Airport at 1145, carrying Gulf Air delegations and members of the media from the Middle East.

"We are delighted to be strengthening Gulf Air's Middle East network, which remains one of the largest to date. Adding Al Maktoum International Airport to our route network supplements the airline's offering, increasing passenger convenience – which is our ultimate goal." Captain Nasser Al Salmi, Chief Operations Officer commented at the event.

The airport's is located close to the holiday, residential and business developments of Arabian Ranches, Dubai Marina, Dubai Media City and Palm Jumeirah, making it an attractive, alternative, time-saving travel proposition for passengers located in or travelling to these areas. Furthermore, the addition of Al Maktoum International provides passengers with greater travel options and seamless connections through Bahrain to over 30 destinations.

The new service is an addition to the airline's current operation of 51 flights per week into Dubai International. Gulf Air will be operating its new A320 aircraft on all of its flights between Bahrain International Airport and Al Maktoum International. The aircraft are equipped with the latest in-flight entertainment technology.

Bavaria's

hub reports nearly
39 million passengers in 2013



Lufthansa and its partner airlines replaced many turboprop aircraft, each with an average of 70 seats, with significantly larger jets such as the Canadair CRJ-900 and Embraer 195, which can carry 90 to 120 passengers.

In the airfreight segment, the results at Munich Airport in 2013 were close to the previous year's levels. Total airfreight turnover amounted to about 270,000 tons. Combined with airmail, the volume of flown airfreight was approximately 288,000 tons.

The increase in passenger figures in Munich in 2013 mainly resulted from gains in international traffic. Services within Europe were used by nearly 23.4 million passengers. This represents a year-on-year gain of over 2 percent.

With some 5.8 million passengers, the intercontinental segment showed a nearly 2 percent increase over 2012. By contrast, traffic from Munich to destinations within Germany was down by approximately 3 percent to 9.4 million passengers.

Some of the strongest gains in 2013 were seen on services to Spanish destinations, which carried a total of 2.9 million passengers – 180,000 more than in 2012. At the same time, the number of travelers flying on Russian routes increased by 90,000 and topped the one million mark for the first time ever. Also in heavy demand last year were flights between Munich and North America, which saw a year-on-year rise of more than 100,000 to approximately 2.7 million passengers.



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TECHNOLOGY

SMEs

 can solve security needs with **Panasonic systems**


Medium-sized and large enterprises across the Middle East and Africa can solve their security needs thanks to new IP video management systems. Panasonic's WV-ASR500 system provides an IP-based video surveillance system that is ideal for medium-sized to large enterprises. This new open platform also facilitates third party cameras which can be integrated with other access controls systems.

Furthermore, the WV-ASR500 features an open, flexible, scalable, and easy-to-use architecture that can support up to 64 network cameras per server – providing viewing on desktops and mobile devices, recording, alarms, searching, and additional management features.

“With corporate security risks at an all-time high, companies cannot put off the protection that they need for their office or campus. Our complete solution for Control Room including the WV-ASR500 Series, the WV-ASC970 and the WV-ASM970 features all the functionality required for recording and video management for today's and tomorrow's business

needs, and is seamlessly integrated with IP video system and fire alarm system,” said Mr. Y Yamasaki, General Manager, Systems Solutions Department, Panasonic Marketing Middle East & Africa.

The new WV-ASR500 software recording solution offers extensive versatility as an expandable Windows® server-based video recorder, providing customers with the flexibility required to build a powerful surveillance recording and monitoring installation around a single scalable software-based platform.

The ASR500 system serves as a complete video management solution (VMS) featuring broad support for IP cameras and encoders as well as integration with third-party security hardware and access control systems from a wide range of leading manufacturers.

The WV-ASR500 surveillance recording solutions will be offered in a Pro-Series edition in both 32 and 64 IP channel configurations along with upgrade options that expand capacity to up to 128 IP channels.

Wireless tire pressure system approved for **Boeing aircraft**

Crane Aerospace & Electronics, a segment of Crane Co., has announced the approval of its SmartStem® Wireless Tire Pressure System for use on Boeing 737NG aircraft. Crane's patented technology offers a means to check tire pressure quickly, accurately and without gas loss, improving efficiency and safety. Each system consists of high-accuracy SmartStem sensors, which replace the existing standard wheel fill stems, and the Handheld Reader, which electronically reads and stores tire pressure and temperature.

Rick Jones, Aerospace Group Senior Vice President for Crane, said, “We've found that the simplicity of the SmartStem system promotes daily tire pressure checks, resulting in extended tire life.” Operators now have the ability to access tire inflation data for preventative maintenance, helping to avoid in-service issues related to low tire pressure and improve dispatch reliability.

Crane is currently working together with aircraft manufacturers and the FAA to secure certifications that enable retrofit solutions. SmartStem technology is also certified for a variety of existing aircraft including the 747-400, 777 and 787 Boeing aircraft and numerous business and regional jets. Crane Aerospace & Electronics is a major supplier of systems and components for critical aerospace and defense applications. Product and service offerings are in solution sets, and include Cabin Systems, Fluid Management, Landing Systems, Microelectronics, Microwave, Power and Sensing & Utility Systems. Products are manufactured under the brand names ELDEC, Hydro-Aire, Interpoint, Keltec, Lear Romec, Merrimac, P.L. Porter and Signal Technology.



Cool Chain Europe to feature Tyvek® Air Cargo Covers



Tyvek® Air Cargo Covers from DuPont will be on display at Cool Chain Logistics Europe 2014 in Luxembourg from 27 - 29 January, 2014. These products provide a dependable and affordable means of complying with the new EU GDP for pharmaceutical

products.. High performance, triple action Tyvek® Air Cargo Covers provide pharmaceutical companies and their logistics providers with multi-threat thermal protection for goods in air transit. The covers provide a reliable and affordable means of protecting

controlled room temperature (CRT pharma products, +15°C to +25°C) in accordance with the mandatory new EU GDP (Good Distribution Practice) which took effect on 7th September 2013.

Tyvek® Air Cargo Covers have been specifically developed to address the heat flow mechanisms that are at work in the fluctuating air temperature scenarios typically found in air cargo logistics. Made from low conductivity Tyvek® fabric, they work through a combination of three complementary operating mechanisms; the white micro-fibre exterior surface of the covers providing a highly reflective barrier to external solar gain whilst the metallised inner surface of the covers presents a 'low-e' radiant barrier to help maintain core package temperatures.

BEUMER products ensure reliable intralogistic processes

BEUMER Group Customer Support has experts on board worldwide who ensure a high level of system availability. The sustainable and reliable high-capacity sortation and distribution systems of BEUMER Group are used for a variety of goods such as postal items, textiles, drugstore articles as well as baggage sortation at airports.

Machine malfunctions and breakdown can cause long downtimes, especially in intralogistics, causing production and delivery coming to a complete halt. High-quality systems can prevent these costly consequences beforehand, however, ongoing maintenance and service is still required - such as sortation and

distribution system at airports or in logistic centres.

"Installing the systems and putting them into operation, is only the beginning of the process", says Kornelius Thimm, head of the Customer Support for BEUMER. For him and his team the real work starts now, as the demands on modern sortation and distribution systems are constantly increasing and as the material distribution technology becomes more complex, systems are required to be more flexible to handle different tasks or be able to adapt to changing local conditions. "A recent example is the mail-order business, which offers the supply of products that until now were difficult to convey", explains Thimm.



The NIKE China Logistics Center (CLC) in Taicang, Jinagsu is the largest distribution centre of sporting goods manufacturer in Asia. All of the clothes and shoe consignments for the Chinese mainland are handled in this 200,000 sq m plant. For NIKE it was very important to meet the global commitment for sustainability and environmental protection. Therefore, corresponding high-speed sortation systems of Crisplant were installed.



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APPOINTMENTS

Etihad Airways appoints new GM for Bangladesh



Etihad Airways has appointed Hanif Zakaria as its General Manager for Bangladesh. Hanif joins Etihad Airways from Safi Airways, where he held a number of senior sales positions in the Gulf region. Hanif started his career with British Airways in the airline's Saudi offices. He then went on to become the Branch Manager of Saudi Tourist and Travel Bureau before moving on to Emirates Airlines where he spent 20 years of his career working mainly in the field of airline trade management.

Hanif has an excellent track record of working in the commercial aviation environment. His key responsibilities will be to increase awareness of the Etihad Airways brand and develop and further grow the airline's relationships with the key travel trade and corporate customers across Bangladesh.

Peter Baumgartner, Chief Commercial Officer of Etihad Airways, said: "Hanif brings to Etihad Airways more than 30 years of aviation and commercial management experience. His extensive contacts within the Bangladeshi travel industry will also be invaluable as he continues to strengthen our presence in this market.

New senior VP for Safety and Flight Operations at IATA

The International Air Transport Association (IATA) recently appointed Kevin Hiatt as Senior Vice President, Safety and Flight Operations. Hiatt is to join IATA on 17 February 2014 and be based at the Association's headquarters in Montreal. He will succeed Guenther Matschnigg, who is retiring from IATA. Hiatt joins IATA from the Flight Safety Foundation (FSF) where he has been President and CEO since 1 January 2013, having joined FSF in 2010 as Executive Vice President. He was subsequently promoted to the position of COO. Hiatt previously served as Vice President for Corporate Safety and Security for World Airways, and was with Delta Air Lines for 26 years in various positions.

"Kevin will lead IATA's work on our top priority - safety. He brings to this position a proven track record of both leadership and innovation at FSF and within the airline industry. IATA has an ambitious agenda for safety with our Six Point Safety Program. Kevin will be a strong addition and will enable us to work even more closely with safety partners such as FSF," said Tony Tyler, IATA's Director General and CEO.

Matschnigg has led IATA's efforts on safety and flight operations since 1999. "Guenther's achievements are far too many to list. Among the highlights is that he conceived and led the development of the IOSA program. As the program celebrates its 10th anniversary the performance of airlines on the IOSA registry clearly shows that it has improved safety. In the spirit of constant improvement he has also overseen the launch of Enhanced-IOSA—which strengthens the program through constant quality management. We all owe Guenther an enormous debt of gratitude for his strong leadership in the areas of safety, operations, security and infrastructure during his 14 years with IATA," said Tyler.

TIACA gets new board members from Europe and Asia



The International Air Cargo Association (TIACA) has welcomed two new members from Europe and Asia to its Board of Directors, representing independent freight forwarders and transport and distribution.

David Yokeum is President & CEO of WCA, the world's largest network of independent freight forwarders with over 5,110 member offices in 190 countries. He founded WCA in 1998 as the world's first worldwide non-exclusive neutrally-owned network and, today, WCA is managed and operated to benefit every member company. David is based in Bangkok, Thailand.

Sebastian Scholte is CEO of Netherlands-based Jan de Rijk Logistics, a leading provider of transportation and distribution services that operates a diversified fleet of 700 vehicles across Europe and has 25 offices in 15 countries. It also provides warehousing services, intermodal solutions and retail distribution. Sebastian is also Chairman of the Cool Chain Association.

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