

air cargo update

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



Lufthansa Cargo Building A Pragmatic Future

Peter Gerber
Chairman of the Executive Board
Chief Executive Officer



The Lounge



Sanjeev Gadhia
Founder & CEO, Astral Aviation



28 French aerospace strengthens foothold in the Middle East



32 Pakistan shifts to digitization



38 Volvo FH with I-Save rolls out in Europe

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EDITORIAL

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Middle East, Africa, Asia & beyond

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Editor's Note

Marching cautiously

The first quarter of the year is gone. And though the numbers aren't as high as most companies in the air freight industry would like to achieve, there is growth.

Major global events in February such as the Chinese New Year and Valentine's Day mainly drove the demand for more cargo volumes in many parts of the world in Q1.

What lies ahead in the next three months are unknown let alone the entire 2019 with political and economic uncertainties again undermining the industry's strength and growth.

For some companies, this is a time to evaluate where they can cut costs, streamline operations and spend for the right investments—facilities, infrastructure, systems, people, route network, among other things—to realize future gains.

In this edition, we'll share with you Lufthansa Cargo's resolve to build a sustainable future. The Frankfurt-based company has decided to invest on improving its existing facilities costing EUR400 million as well as modernize its fleet with more fuel efficient and faster planes. The German freight carrier aims to get rid of all of its old aircraft by 2025.

We'll also bring you the latest in Pakistan, which under a new administration, is trying to catch up in the global market after lagging behind for decades. The country's flag carrier, Pakistan International Airlines (PIA), is among the first government entities to undergo massive transformation with its passenger systems digitalized and cargo systems next in line.

The nuclear-powered country of 207 million people is undergoing economic liberalization marked with the privatization of all government corporations, modest government spending and more foreign direct investment.

The multifaceted US\$60 billion China-Pakistan Economic Corridor and the multi-billion Silk Road Project are fueling much growth to the country with about 60 percent of global imports and exports linked to China. Add to that are billions of money that Saudi Arabia and the United Arab Emirates are pouring in to the country envisioned to bring about economic growth.

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

Gemma Q. Casas
Editor-in-Chief



CONTENTS



24

Cover Story

Lufthansa Cargo Building A Pragmatic Future



06 The Lounge

The Indian entrepreneur who would like to spend a weekend with the Dalai Lama & an hour with Jack Ma, Jeff Bezos and Elon Musk



08 Global News

Turkish Cargo lifts priceless artifacts from the Topkapı and Dolmabahçe Palaces to Japan

28 Feature

French aerospace strengthens foothold in the Middle East



38-Volvo FH with I-Save rolls out in Europe



32-Pakistan shifts to digitalization

43 - Airlines

Air France's first female CEO & Board Chairperson vow to promote gender equality

The Arsenal Showaround: Players get a taste of Dubai with Emirates

48 - Airports

63% of DXB passengers in 2018 in transit

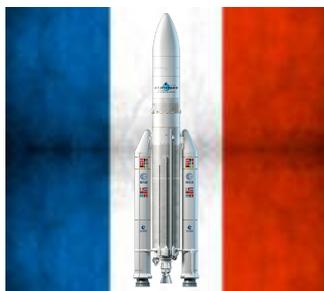
49 - Technology

Abu Dhabi launches USD142 million 'Hub71' to support tech startups

50- Executive Moments

Saudia Cargo appoints new executive director for worldwide operations

54 - Upcoming Events



49 - China plans to build world's first deep sea AI colony



52 - Photo Gallery:

The World Cargo Symposium, 12-14 March 2019, Singapore



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The LOUNGE

The Indian entrepreneur who would like to spend a weekend with the Dalai Lama and an hour with Jack Ma, Jeff Bezos and Elon Musk

Sanjeev Gadhia was born in Kisumu in the lakeside town of Western Kenya. He was educated in Bangalore, India before moving to London to earn his university degree.

As a student in London, Sanjeev got his first job working for an uncle's travel company at age 17 specializing in selling holiday packages to the US and Canada.

By 25, Sanjeev had returned to his birthplace and found his niche in entrepreneurship. He built from scratch Astral Aviation, one of the leading cargo carriers in Kenya and East Africa, which he dreams of turning into a Pan African airline with hubs in West and Southern Africa "so that we can offer a solution to every country in Africa."

"I am a banker by profession, however, was unable to resonate with my profession in Kenya, hence, started my entrepreneurial journey, specializing in the procurement and logistics of humanitarian cargoes, which led to the formation of Astral Aviation, to meet the air-logistics requirements of the aid and relief sector," Sanjeev shared with *Air Cargo Update*.

"My interest in aviation was in the glamorous passenger business, however, on my return to Kenya, I felt the need to specialize in air-cargo due to the lack of freighters in East and Horn of Africa, to meet the humanitarian requirements of the UN," he added.

Nearly two decades since he formed Astral Aviation, Sanjeev still takes a hands-on approach on its day-to-day operations with an open-door-policy. He starts his day at 6:30 am followed by an 8-hour shift at their office at the AFS Terminal at Jomo Kenyatta International Airport in Nairobi.

"I have an open door policy and I don't have a secretary, which encourages anyone from the office to meet me at short-notice. Decision making is decentralized, hence, I have the opportunity to focus on strategy," he said.



Sanjeev Gadhia
Founder & CEO, Astral Aviation

Read on the rest of our Q&A with the founder and CEO of Astral Aviation who remains modest despite his obvious success.

How do you handle stress in a very competitive industry?

I rarely get stressed, as I am spiritual by nature, as I accept that everything happens for a reason, and sometimes I don't have the power to control my present circumstances or what the future holds for me. I believe in doing my best with honesty and sincerity, and don't believe in giving up regardless, of the challenge I am facing at that moment.

How do you spend your free time?

I enjoy reading and recently downloaded Blinkist which is an excellent app. I enjoy playing golf with my friends or my two sons. Due to the nature of my travels, I value every moment I am at home, and find that my best moments are the ones with my wife and sons.

What is your dream vacation like?

I enjoy an activity based vacation with my family as we take at least two holidays in a year. My idea of a vacation is based on a destination where we can experience culture, fine food and hospitality. South Africa, India, England and Thailand are some of our favorite destinations.

If you were given the chance to meet someone, who would it be and why?

A weekend with Dalai Lama for spiritual enlightenment; An hour with Jack Ma, Jeff Bezos and Elon Musk will be awesome experience in entrepreneurship; A day with Narendra Modi will be a fulfilling experience. My regret is not having the opportunity of meeting Nelson Mandela.

What is your favorite book and why?

Anthony Tjan's book "Good People" restates the case for goodness in the cutthroat world of business. By redefining and practicing Goodness, we can be better leaders, mentors and human beings.



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GLOBAL NEWS

Turkish Cargo lifts priceless artifacts from the Topkapı and Dolmabahçe Palaces to Japan



ISTANBUL: Using 56-high-security wooden cases, Turkish Cargo successfully carried from Istanbul to Tokyo 186 priceless artifacts from Turkey's Dolmabahçe and Topkapı Palaces aboard its B777 freighter as part of treasures on display at "The Ottoman Empire and Tulip Culture" Exhibition in Japan's capital.

Adjudged as the "Year of Turkish Culture" across Japan, 2019 will see

lots of cultural exchange between the two countries that will require Turkish Cargo's expertise in handling high-value sensitive goods.

The mission involved careful packaging of the artifacts with protective materials to shield their texture and structure before they were placed in the high-security wooden boxes. Turkish Cargo said it used a wide-body B777-F to carry the 8 tons historical relics with no other cargo onboard due to the

delicate nature of the operation.

The artifacts carried include the "Bed of Suleiman the Magnificent", "Kaftan of Sultan Osman II", "Ceremonial Flask" along with the artifacts in Dolmabahçe Palace such as "Yusen Shippo Vase", "Wooden Writing Table" and "Bamboo Mirror" which were gifted to Sultan Abdulhamid II by Emperor Meiji of Japan.

Acting with utmost care, Turkish Cargo successfully carried the 186 artifacts to Tokyo, an added feat to its growing stature as the preferred carrier for high-value sensitive goods, especially those with historical value. In the past, it had carried the missing pieces of the 'Gypsy Girl Mosaic' back to its home, carrying more than 50 masterpieces, displayed at the Louvre Museum in Paris, to Tehran, as well as the 'The Tomb of Heracles', dating back to the Roman era, between Istanbul to Geneva.

The Turkish artifacts will be displayed at the National Art Center, Tokyo (March 20-May 20) and at the National Museum of Modern Art, Kyoto (June 14 - July 28).

WFS wins Qantas three-year handling contract for Dallas/Fort Worth

DALLAS: Worldwide Flight Services (WFS) has reinforced its position as the largest provider of ground and cargo handling services at Dallas/Fort Worth International Airport by winning a new three-year contract from Qantas.

WFS will handle some 3.4 million kilos annually for Australia's flag carrier, which operates seven A380 passenger flights per week from the airport to Sydney as well as a weekly Boeing 747-400 freighter service.

The new agreement covers ground handling services for Qantas' passenger operations and cargo and ramp handling for its freighter flights. WFS already provides cargo handling services for the airline in Los Angeles.

WFS's client base of leading international and domestic airline customers at Dallas/Fort Worth also includes AirBridgeCargo Airlines, Air

China, Air France-KLM, Avianca, British Airways, Cargolux, China Airlines, Emirates Airline, Frontier Airlines, Lufthansa Cargo, Korean Air, Nippon Cargo Airlines and USPS.

"Qantas' decision to award us this important new contract reflects the reputation we have established as the premier service provider for leading airlines at Dallas/Fort Worth due to our operational processes, priority focus on safety and security, business transparency and technological advances," said Ray Jetha, Senior Vice



President, Sales & Business Development at WFS.

Founded in 1971 and headquartered in Paris, WFS is the world's largest air cargo handler and one of the leading providers of ground handling and technical services with annual revenues of over EUR1.2 billion.

Virgin Atlantic Cargo to launch freighter flights to South America for the first time



LONDON: Virgin Atlantic Cargo says it will be launching flights between London Heathrow and São Paulo, Brazil in 2020, offering customers Virgin Atlantic's second global route announcement in 2019

Flying daily a Boeing 787 service between London Heathrow and São Paulo Guarulhos International Airport, the new route represents Virgin Atlantic's first foray into South America and will give customers direct access into the continent's largest import and export market.

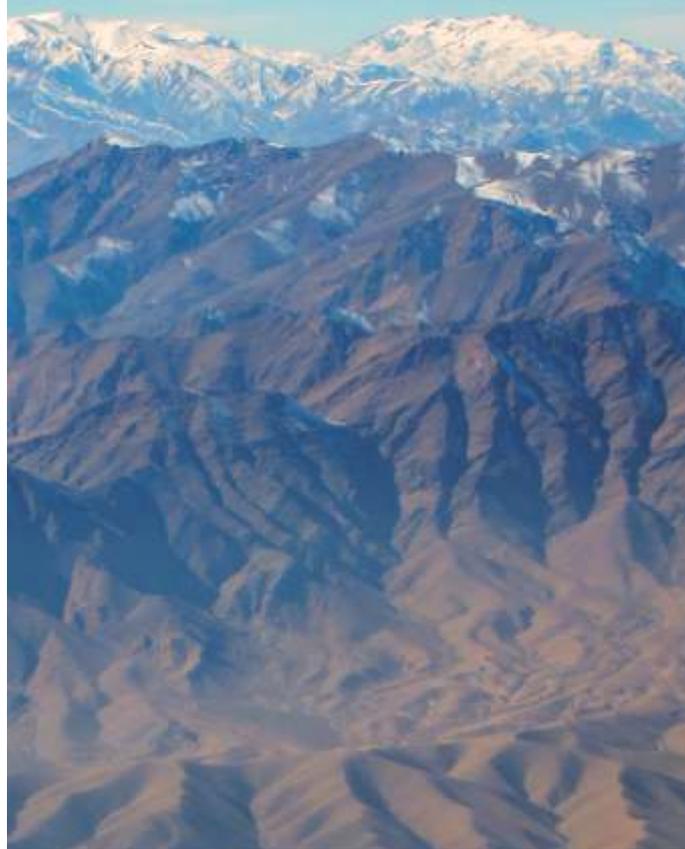
The new service aims to capitalize on the fast-growing Brazilian economy and São Paulo's standing as the country's commercial capital and one of the top 20 global economic cities. The airline expects to carry regular shipments of car parts, pharmaceuticals, food and agricultural products.

São Paulo, the largest city in the Americas after New York for companies with multi-national offices, is Virgin Atlantic's second global route announcement in 2019 following the airline's confirmation it will begin daily Heathrow-Tel Aviv flights on 25th September this year – another prime cargo route for imports and exports.

"São Paulo is a fantastic route for our cargo customers, with high demand for both import and export capacity. Brazil is the Powerhouse of South America and we are excited to be flying to this continent for the first time. Alongside the launch of Tel Aviv services in September, this new phase of growth for Virgin Atlantic means we are giving customers more choice to two of the world's most dynamic cargo markets at a time when both are enjoying increasing prosperity, driven by their thriving business and consumer communities," commented Dominic Kennedy, Managing Director, Virgin Atlantic Cargo.

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GLOBAL NEWS

Babcock calls on Volga-Dnepr & Panalpina's expertise for chopper 'switchover' between Scotland & Australia



LONDON: Volga-Dnepr Airlines, the world leader for heavy and outsize air cargo deliveries with its longstanding logistics partner Panalpina helped Babcock International swap two helicopter types between companies located on the opposite sides of the globe – UK and Australia.

The objective of the transportation was straightforward but required precise planning and consistent coordination between all the global teams involved to manage the deliveries of two AugustaWestland AW139 helicopters from the UK to their new home in Melbourne,

Australia, and the transfer of two Sikorsky S-92 in the opposite direction from Darwin, Australia, to Aberdeen in Scotland.

With its 29 years of expertise in global helicopter deliveries, and an average of 40 such transportations every year, Volga-Dnepr Airlines' aerospace logistics specialists were brought in to make the exchange as seamless and timely as possible.

Working in partnership with Panalpina, Volga-Dnepr proposed the most

efficient solution to meet Babcock's requirements using one of its iconic Antonov 124-100 ramp-loading freighters for the connections between the UK-Australia-UK, an aircraft capable of accommodating up to 12 helicopters in its cargo hold depending on their size and weight.

Due to airport specification requirements, Glasgow Prestwick was chosen as the UK point of departure for the AW139 helicopters as well as for the arrival of the S-92's. In the first stage of the project, two 5.5 ton, 16.7-metre long AugustaWestland AW139 helicopters – safely wrapped and with

dismounted blades – were delivered by road from Aberdeen to Prestwick, where Volga-Dnepr's team of experts oversaw the precise loading process into the An-124-100 using only the aircraft's ramp.

After unloading in Melbourne, the Antonov 124 departed to Darwin, where the two 7-ton S-92 helicopters were ready for loading ahead of their journey to join up with Babcock's business unit in Aberdeen. This second flight was performed at the lower altitude of 8,000 meters to maintain the cargo hold pressure level requested by the customer. All dismantled parts were delivered together with the helicopters.

"Over almost three decades, Volga-Dnepr Airlines has accumulated vast experience and knowledge from the deliveries of more than 40 types of helicopters. Our team of professionals has organized and performed the transportation of over 5,000 machines of various manufacturers for humanitarian missions, medical, fire-fighting, law enforcement, tourism and other civil purposes, as well as for aerospace exhibitions and airshows, and they know the special transportation requirements of each of them," said Rinat Akhmetov, Commercial Executive, Volga-Dnepr Airlines.

American Airlines Cargo launches 'All Eyes On' campaign

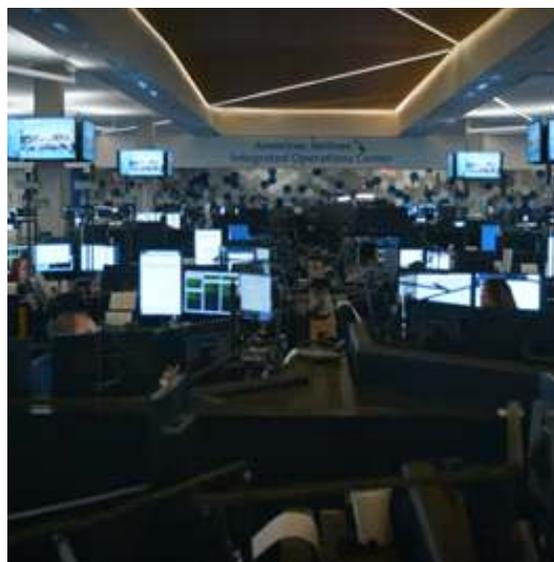
DALLAS/FORT WORTH, TX: American Airlines Cargo has launched its "All eyes on" campaign to promote its Critical PPS product.

Powered by an inspiring video created by a local filmmaker, American says the campaign explores how cargo seamlessly fits into the American Airlines Integrated Operations Center and how, through that integration, it's able to provide a proactive monitoring process that provides an industry-leading level of support.

Critical PPS, which was launched in May 2018, engages a process that

monitors vital, sensitive shipments from start to finish. It mobilizes a team to keep eyes on the most sensitive and irreplaceable shipments.

The product provides priority boarding, the fastest transit time, proactive shipment monitoring, proactive notifications, and a 100 percent money-back service guarantee of freight charges.





Raya Airways adds to Hactl's global reach



HONG KONG: Malaysian's national cargo carrier Raya Airways has named Hong Kong Air Cargo Terminals Limited (Hactl) as its ground handler in Hong Kong.

The airline operates 5 times weekly between Hong Kong and its home base of Sultan Abdul Aziz Shah Airport, Subang, utilizing a B767F. This provides capacity for contracted integrator traffic, supplemented with general

cargo outbound, and perishables inbound.

Hactl is providing Raya Airways with a one-stop service including ramp handling, terminal handling and documentation.

"We are delighted to entrust our entire Hong Kong cargo handling operation to Hactl. Their renowned efficiency and comprehensive capabilities will provide strong support

in our drive to offer the very best possible customer experience," said Francis Antony, Raya Airways Commercial Director.

Hactl Executive Director Vivien Lau said the company warmly welcomes Raya Airways, noting: "Their direct services to Subang are a valuable addition to our portfolio, providing interesting new interline opportunities, and enabling Hong Kong's forwarder community to reach yet another global destination direct via Hactl."

As the designated national cargo carrier of Malaysia, Raya Airways has access to all the bilateral traffic rights provided for by the Malaysian government. It also offers ad hoc charters in addition to its scheduled flights, with a fleet comprising B767, B757 and B737 freighters.

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6 centuries old pianos make historic voyage from Perth to London via Dubai



DUBAI: In January 1788, a square piano made by Frederick Beck, one of the leading piano makers of the time in London, became the first keyboard instrument to arrive on Australian soil.

The 'First Fleet Piano' landed in Sydney on board the HMS Sirius, one of the 11 First Fleet ships that sailed from England to Australia, after an eight-month voyage that took it from Portsmouth to Rio de Janeiro, then on to Cape Town before reaching Sydney.

Fast forward 231 years, and the First Fleet Piano, now in the collection of Edith Cowan University, Perth, once again embarked on an epic journey-travelling to its historic home in England. This time, however, the itinerary lasted a mere 21 hours from Perth to London through Dubai thanks to Emirates SkyCargo.

The First Fleet Piano was joined in its

historic flight from Perth by five other musical instruments, three of which are rare pieces produced in the 18th and 19th centuries. The instruments were packed in specially crafted insulated flight cases with sensors to track temperature and movement.

These cases were then loaded carefully in the cargo hold of Emirates' A380 aircraft from Perth to Dubai. Once in Dubai, the piano cases were then rapidly transferred to the connecting flight to London.

Once in London, the instruments will be showcased in a bespoke salon performance at the Australia House on March 26. The First Fleet Piano will then undergo extensive restoration work before returning to Edith Cowan University's Western Australian Academy of Performing Arts where it will continue to inspire musicians and

students for generations to come.

"Emirates SkyCargo has always prided itself in its role as a connector of people's lives and economies. With the transport of these historic pianos from Edith Cowan University's collection of rare musical instruments, we have also played a role in a cultural project that connects two nations through music and heritage. Our modern aircraft and facilities combined with our expertise in handling precious cargo ensured that the pianos travelled safely from their origin to destination," said Ravishankar Mirle, Emirates Vice President, Cargo Commercial, Far East & Australasia.

"The restoration of the First Fleet piano has firmly placed Edith Cowan University at the centre of worldwide efforts to create research and education programs on how to conserve and restore prized historical instruments. We are confident that our precious Founding Pianos collection will be in safe hands travelling with Emirates SkyCargo," said Professor Steve Chapman, Vice-Chancellor, Edith Cowan University.

Every year Emirates SkyCargo transports a large volume of precious cargo- including historic artifacts and artwork across its network of over 155 destinations. The carrier recently moved a hand crafted digital church organ from the UK to the U.A.E. for the mass celebrated during Pope Francis' visit to the country.

Dubai Customs optimistic for more growth

DUBAI: Dubai Customs is optimistic the emirate is going to see more economic activities and growth this year with the government's stimulus package of AED50 million last year and more incentives offered to businesses.

The United Arab Emirates' GDP is projected to expand to 3.5 percent this year compared to 2.8 percent in 2018.

At the recently held first quarterly meeting of the Dubai Customs Consultative Council, Dubai Customs Director Ahmed Mahboob Musabih reaffirmed the body's commitment to strengthen Dubai's future economic

strategies and roadmaps.

"I am optimistic we will have another productive and happy year in 2019. The UAE's GDP will expand 3.5 per cent this year compared to 2.8 percent in 2018, thanks to a AED 50 billion stimulus package announced last year and host of measures taken for the ease of doing business in each emirate across the country," said Musabih.

Dubai non-oil trade maintained its levels against a backdrop of economic turmoil and global conflicts and the vague British position on Brexit. Europe is one of Dubai's main trading partners comprising nearly 20 percent

of the total trade.

China maintained its position as Dubai's biggest trading partner in 2018 with AED139 billion worth of trade. India came in second with AED116 billion worth of trade, followed by the USA in third place with AED81 billion. Saudi Arabia continued to be Dubai's largest Arab trade partner and its fourth largest global trade partner with AED55 billion, followed by Switzerland in fifth place with AED49 billion.

More than 18,000 companies are based on 24 free zones and 37 customs warehouses in Dubai.

Almajdouie Logistics wins Mohammed bin Rashid Al Maktoum Business Innovation Award



Almajrouie Logistics CEO Baheej Al Biqawi, center, receiving the MBR Business Innovation Award from His Highness Sheikh Ahmed bin Saeed Al Maktoum, President of Dubai Civil Aviation Authority, and Chairman & Chief Executive of Emirates Airline & Group. Supplied Photo

DUBAI: The Dubai Chamber of Commerce and Industry has honored Almajdouie Logistics with the Mohammed Bin Rashid Al Maktoum (MRM) Business Innovation Award for its commitment to ingenuity and continuous improvement.

Sheikh Ahmed bin Saeed Al Maktoum, President of the Dubai Civil Aviation Authority, Chairman of Emirates Group, and Chief Executive of the Emirates Group presented the award to Almajdouie CEO Baheej Al Biqawi on February 26 at the Dubai Opera where more than 1,700

delegates, including dignitaries, government officials, and business leaders from the UAE and GCC attended.

MRM Business Awards covered several categories, namely construction, finance, services, manufacturing, trade, re-export and transport & logistics. The awards recognize and celebrate businesses for outstanding practices and achievements in innovation, which contribute to the development of their country's economies and serve as an inspiration for like-minded companies across the GCC.

"This incredible accomplishment, which reflects the efficacy of our Spark idea submission platform, would not have been possible without the dedicated efforts of our entire team and the valued support of our clients. The win inspires us to work even harder to improve our high standards of quality, innovation, and business excellence," Almajdouie said in a statement.

AIR FRANCE KLM MARTINAIR Cargo: More flights and bigger aircraft this summer

AMSTERDAM: AIR FRANCE KLM MARTINAIR Cargo says it will have more flights and bigger aircraft this summer—March 31 through October 27.

With 164 long-haul passenger aircraft and 6 full freighters at its disposal, the company said its capable of making 1,100 weekly services to 124 unique destinations across its global network out of its two hubs—Paris Charles de Gaulle and Amsterdam Schiphol.

"We are committed to expanding our network each season with attractive new opportunities. For this summer, we are proud to announce again the start of some highly

attractive new scheduled services," the company announced.

AIR FRANCE KLM MARTINAIR Cargo Summer Schedule:

- ✦ NEW to the USA from Amsterdam Schiphol (AMS): Boston (BOS) 4x/week and Las Vegas (LAS) 3x/week.
- ✦ NEW from Paris Charles de Gaulle (CDG): Quito (UIO) 3x/week, Dallas (DFW) 5x/week and a second flight (3x/week) to Toronto (YYZ) to 10x/week.
- ✦ More frequencies and/or bigger aircraft from AMS to e.g.: JFK (20)*, LAX (13), SFO (12), ORD (7), SLC (3), NRT (10), PVG (12), ATL (777-300), YVR (777-300), JNB (777-300).

- ✦ More frequencies and/or bigger aircraft from CDG to e.g.: SFO (14), IAD (14), ORD (7), YUL (21), YYZ (10), LIM (7), NBO (5), IAH (777-300), PEK (777-300), JNB (777-300).

"In cooperation with our joint venture partner Delta Cargo, we offer ample cargo capacity on their North Atlantic routes to/from Europe. Through our global interline partnerships, we are also able to offer various destinations on top of our own network," the company added.

AIR FRANCE KLM MARTINAIR Cargo is the Air France KLM Group's dedicated air cargo business. In 2018, the firm transported 1.1 million tons of cargo.



GLOBAL NEWS

Hungary-China strengthens business alliance



BUDAPEST: Hungary and China are further strengthening their business alliance this year through improved flight frequencies and cargo capacity.

Officials from both countries and industry executives recently held a joint logistics and air cargo forum in Budapest in the framework of the "One Belt, One Road Initiative."

At the meeting co-organized by the Hungarian Investment Promotion Agency, the Consulate General of Hungary in Shanghai and Budapest Airport, the delegates agreed to forge better cooperation in logistics, air freight and aviation.

Shanghai Airlines is launching the first Shanghai-Budapest flight on June 7, 2019 and ticket sales have

begun as early as February. The flight offers about 15 tons of belly cargo for all kinds of goods between China and Hungary.

With 23 million people, Shanghai is also one of the largest logistics hubs in the world and is viewed as a major air freight gateway to China and to the rest of Asia.

Budapest Airport said the opening of new direct flights between Shanghai and Budapest also gives a boost to its plans of positioning another cargo distribution center in the CEE region known as the Cargo City.

"2019 marks the 70 years anniversary of establishing diplomatic relations between Hungary and China, and launching

the direct flight between Budapest and Shanghai in this year will provide further impetus in enhancing relations in all fields, especially tourism and logistics. I see a great business demand for the cargo capacity of this newly established flight we have been working on for a long time, and I believe there is a strong potential for Budapest to become a regional logistics hub for Chinese enterprises," said Szilárd Bolla, the Consul General of Hungary in Shanghai.

René Droese, Director for Property and Cargo at Budapest Airport, added there are lots of opportunities between China and Hungary.

"We see more and more interest among Hungarian export-oriented sectors like the automotive, pharmaceutical, and electronics industries in the development of air cargo in Hungary, and it is our mission to support this drive with further developments. We strongly believe in our great potential for more air cargo capacities between Budapest, Shanghai, and other Chinese logistics gateways," he said.

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Finnair Cargo moves head of global sales from Finland to Shanghai



HELSINKI: Strategically located in eastern China with short trucking distance to many other Chinese megacities and just a short flight from Japan and South Korea, Finnair Cargo has decided to move its head of global sales from Finland to Shanghai early this year.

Fredrik Wildtgrube, Head of Global Sales, Finnair Cargo, says their work is not tied a place or a location but rather on their ability to connect with customers and deliver on time.

"This is the reason we are spreading our leadership team more efficiently across our network, rather than locating everyone at our headquarters in Finland. The natural way to kick this off is by moving the head of global sales to Shanghai, so that's where I live since the start of 2019," said Wildtgrube on Finnair Cargo's website, adding that the move seals the company's commitment to grow its presence in China and Asia.

Finnair Cargo and Shanghai's partnership has been running for over 15 years now.

Tomi Asikainen, Finnair Cargo's Sales Director for Asia described Shanghai as "the most international city in China" with strong potentials for growth.

"It's a lively, active city, always on the move, and it's hugely important for us," said Asikainen, who's been in the city for the past 14 years though

he manages sales from Mumbai over to Tokyo and from Beijing down to Auckland, since 2004 he has lived and worked in Shanghai.

"The volume of cargo we ship to and from Shanghai is the greatest of any city we serve in the People's Republic of China," Asikainen explains. "Some cities are known for one particular thing: in Chongqing, for example, it's laptop computers because several of the world's biggest laptop makers have manufacturing facilities there. But the Shanghai cargo is much more varied."

With the largest expatriate population of any city in China and with increasing numbers of Chinese now travelling overseas, Shanghai provides a high volume of passengers for the Helsinki route, but Asikainen notes that passengers and cargo follow different patterns.

"Passengers tend to book their tickets weeks or even months in advance. With cargo, lead times are quite tight: 48 hours before a flight, we're still empty. Then the orders start to roll in: high tech, garments, pharmaceuticals, commodities from A to Z – from aspirin (aspirin) to zixingche (bicycles). It can get a bit crazy," he says, adding that there are certain circumstances that are simply beyond control.

Last year, Shanghai became the third biggest point of sales for Finnair Cargo network.

India flies 27 tons of high-value shipment to Indonesia's oil & gas sector

MUMBAI: A charter flight carrying high-value equipment for Indonesia's air and gas sector were successfully delivered in recent weeks from India to Jakarta.

Express Global Logistics (EXG), a member of the Worldwide Project Consortium (WWPC) network in India, handled the delicate shipment

Transporting the high-value 17 packages weighing 27 tons was a challenge in itself because of complex handling, special permissions for equipment in the airport, meeting the deadlines and arranging timely delivery, the companies said.

Oil-rich Nigeria imports gas from China

NIGERIA: Gas cargo from China in the oil-rich Nigeria continues to flow with potential for more growth with the biggest Chinese gas exporter, PetroChina, successfully setting up its office in the country last year.

Government data showed China exported 51,000 mt of gas to Nigeria in January, the first for the country which ironically is rich with oil and gas reserves.

Mozambique and South Africa are the top clients of Chinese gasoline receiving 147,000 mt and 82,000 mt, respectively. Likewise, Togo is becoming an important export for China.

In Asia, China's biggest gas exports go to Singapore followed by Malaysia.



GLOBAL NEWS

LATAM Cargo Brazil aims for 33% more perishable volumes with new hub



BRAZIL: The construction of LATAM Cargo Brazil's new perishable hub continues to be on track and once completed would allow the air freight carrier to increase cargo volumes for Brazil's most sought after main exports of fruits, nuts, vegetables and other food items.

The new perishable hub is designed to increase LATAM Cargo's capacity to store perishables by as much as 33 percent. The new facilities will have 17,620 square feet, out of which 8,880 ft² (50% of the space) will be coolers

with two main areas: one storage cooler of 5,242 ft² set at 32-36°F, and other with 3,638 ft² set at 36-55°F for storage and re-palletizing purposes.

LATAM Cargo said the new coolers will keep Brazil's main exports—salmon, asparagus, mangoes, cherries, berries, southern hake, flowers, among others—in their natural state before they reach their final destinations.

"Building a new cooler facility focused on connecting perishable traffic in our main hub enables us to

boost our strategic position. We can now offer our perishable customers a growing number of O-D pairs while maintaining the high quality standards associated with our value proposition. Furthermore, the increased flexibility gained with this facility enables us to work on a more efficient fashion," said Andrés Bianchi, CEO LATAM Cargo.

One of the main benefits of having this facility is that LATAM Cargo will be able to reduce the time exposition of the cargo, since the re-palletizing process will be done under a temperature-controlled environment.

In addition, with all the cargo stored at the same location, the preparation and transportation process to the aircraft will be more efficient. Additionally, the time the perishable products are out of the temperature-controlled area is minimized, thus, maintaining the freshness of the cargo longer.

More than 45 percent of LATAM's cargo volumes are perishables with about 24,000 tons in transit through GRU.

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1000 join ECS Group #NexGenLeaders challenge



PARIS: ECS Group's #NexGenLeaders global challenge drew a thousand participants of more than 50 different nationalities proposing innovative solutions to the freight industry.

Launched in January, the project generated much interest worldwide and before the closing date for the first stage of the challenge, March 3, the participants totalled 1,000, ECS Group said.

The submitted projects then underwent an initial selection process in which 50 innovative solutions (24 teams of students, 16 teams of startups and 10 teams of employees) were chosen to receive a month and a half of coaching from VIP Mentors (experts from our industry) and ECS Group Managing Directors.

"This challenge has been more successful than we could ever have hoped and we're so excited about it. Our industry is always on the lookout for innovation. By opening its doors, we've

made it even more appealing, and we're extremely proud of our contribution to the sector's development," said Adrien Thominet, CEO of ECS Group.

The VIP Mentors who dedicated their time for the project include: Maaïke van der Windt (Head of Aviation Marketing, Cargo & Customer Experience, Amsterdam Airport Schiphol), Camilo Garcia (Director of sales, marketing and product, IAG Cargo), Stavros Evangelakakis (Chairman, Cool Chain Association), Reji John (Editor, STAT Media Group), Svilen Rangelov (Co-Founder & CEO, DRONAMICS), Emir Pineda (Manager, Aviation Trade & Logistics, Miami-Dade Aviation Department), Patrick Jasper Fehring (Aero Business, International Airport

Rio de Janeiro) and Franco Nanna (Director Global Logistics Services, Cargolux Airlines).

The coaching will take place until the final selection stage in early May, following which 10 projects will remain in the running. The Grand Jury will then choose the three best teams and reveal its choice at a Gala Awards Ceremony in Munich on 5 June.

The Grand Jury is made up of industry stalwarts such as Ingrid Raj (Vice President Aviation, DHL Express – AP), Adriana G. Diener-Veinott (Managing Director - Global freight & Logistic, ACCENTURE), Carlos Herrera (Head of Cargo, Aeromexico), Valérie Marchand Battard (Head of Corporate Communication, WFS), Lucas Kuehner (Global Head of Air Freight, Panalpina), Eric Wilson (Managing Director, Global Cargo Sales, Delta Air Lines), Guillaume Halleux (Chief Officer Cargo, Qatar Airways), Sebastiaan Scholte (Chairman of TIACA), Steven Polmans (Head of Cargo and Logistics – Brussels Airport Company), Norman Bamford (Director & part-owner, Azura International), Adrien Thominet (CEO, ECS Group), Cédric Millet (Chief Strategy & Digital Officer) and Audrey Serdjabi (Head of Marketing & Communication, ECS Group).

Cargolux inks partnership with Sonoco ThermoSafe

LUXEMBOURG: Cargolux sealed last month a new partnership agreement with Sonoco ThermoSafe, a leading global provider of temperature assurance packaging, for the leasing of the PharmaPort 360 temperature controlled bulk shipping container.

Cargolux says the move will provide its customers the best service possible and the latest available technology in transport solutions, especially when it comes to sensitive and time-critical shipments such as pharmaceuticals.

The state-of-the-art PharmaPort 360 containers are smart active containers, distinguished as the only active temperature controlled

containers in the industry that include a fully integrated, FAA-approved telemetry system. They enable the provision of real-time, cloud-based data on payload and ambient temperature and key mechanical components, precisely synchronized with GPS location.

"These containers go one step further in the secure and smooth transportation of sensitive commodities. Their cutting-edge features will strongly contribute to enhancing our service offering and confirm our position as leading airline for the transport of pharmaceuticals," said Franco Nanna, Cargolux's Director Global Services.

Christopher Day, Director of Global



Business Development for Sonoco ThermoSafe's Leasing Services division, said the company is delighted with its partnership with Cargolux, the world's first GDP certified airline.

"Given Cargolux's unique global reach, this partnership further enables the pharmaceutical supply chain to cost-effectively ship PharmaPort 360s across the Americas, Africa, Europe and Asia-Pacific regions," said Day.



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dnata opens state-of-the-art cargo facility at Brussels Airport



Arnaud Feist, CEO of Brussels Airport Company, right, and Erik de Goeij, CEO, dnata The Netherlands and Belgium. Supplied Photo

BRUSSELS: dnata, one of the world's largest air services providers, has opened up a new state-of-the-art cargo facility at Brussels Airport as part of its long-term global expansion project.

dnata's expansion into the Belgian capital costs an investment of EUR 8 million and creates up to 100 local jobs with the company. Its new facility, covering an area of 14,000 m², substantially increases cargo capacity in the Benelux states allowing airline customers to enhance their operations in the region.

The facility also includes 4,500 m² warehouse space and is capable of processing 125,000 tons of cargo annually. It is equipped with the latest technologies and complies with the highest industry standards ensuring efficient and safe handling of all types of cargo, including perishables, pharmaceuticals, dangerous goods, live animals, aircraft engines and vehicles.

dnata has been already providing cargo and ground handling services to 25 cargo and 8 passenger airlines at Amsterdam Airport Schiphol. The company said it will ensure a close cooperation between its Amsterdam and Brussels teams to leverage synergies and deliver the highest possible value for its customers at both airports.

"We are thrilled to establish operations at another important cargo hub. Our best-in-class facility at Brussels Airport significantly increases our cargo handling capacity in the region, which we expect to stimulate the local cargo industry. We see solid

demand for our quality services and are confident that this strategic expansion will bring significant benefits to our stakeholders," said Erik de Goeij, Chief Executive Officer, dnata The Netherlands and Belgium.

"dnata is renowned for its customer-oriented approach, reliability and uncompromised focus on safety at all airports it operates across the globe. We all share a passion for excellence and will work hard to provide the best possible services to our Brussels customers, every day."

"We are most pleased to welcome dnata at Brussels Airport as our third cargo handler," said Arnaud Feist, CEO of Brussels Airport Company. "dnata has already positioned itself as a key cargo player at our airport with a dedicated infrastructure for pharmaceuticals and an active participation in our cargo community Air Cargo Belgium, consistent with Brussels Airport's strategy to provide specialised infrastructure for vital sectors in our country, and to work towards mutual goals through collaboration."

dnata's first customer in Brussels is Singapore Airlines, which operates eight weekly flights with an annual capacity of 45,000 tons of cargo between Brussels and Singapore, using the 747-400 F aircraft.

Including Brussels Airport, dnata now provides quality and safe ground handling and cargo services at 88 airports in 14 countries. Every day, dnata's dedicated employees handle over 1,900 flights and move more than 9,000 tons of cargo.

Brussels Airport and MVD Free Airport seal cooperation pact

BRUSSELS: Bent on developing new pharma certified lanes, Brussels Airport and MVD Free Airport have signed a Memorandum of Understanding formalizing their friendship and cooperation.

The agreement calls for sharing know-how, best practices apart from developing new pharma certified lanes for both airports that operate as air cargo hubs of regional importance apart from operating facilities for passengers.

The two airports have worked on several initiatives in the past which the launching of a GDP compliant route between Brussels and Montevideo to facilitate regional distribution to Brazil, Argentina and the rest of South America via Uruguay.

"We've felt identified with what Brussels Airport Company has been doing for quite some time" mentioned Bruno Guella, Managing Director at MVD Free Airport. "The way they've positioned themselves as a pharma gateway with state-of-the-art infrastructure, pharma-oriented processes and internal quality standards up to par with the most demanding has definitely helped shape our mission and vision. We are happy to be in continuous collaboration with Brussels Airport Company and very excited for what is to come."

Nathan De Valck, Cargo Development Manager at Brussels Airport Company, added: "It is great to see companies such as MVD Free Airport who operate in very challenging regional contexts strive for greatness and help pave the way for a safer, reliable and standardized pharma distribution."

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Rhenus acquires World Net Logistics to set its own network in Africa

BERLIN: The Rhenus Group took over the South African freight forwarding and logistics specialist, World Net Logistics (WNL), headquartered in Johannesburg, as the company positions its own network in the region.

In addition to having a dense network of business sites in South Africa, the company also has several branches and partners in Asia and Germany. The takeover is still subject to approval by relevant cartel authorities.

The World Net Logistics Group not only involves WNL in South Africa, but also the national companies known as WNL Germany with business sites in Bremen and Frankfurt/Main as well as WNL Asia with companies in Hong Kong, China, Malaysia, Taiwan, Thailand and Singapore.

The core business activities of World Net Logistics involve air and sea freight operations. One major focus lies in providing air freight connections between South Africa and Germany as well as maritime links between South Africa and China, Germany and Great



In March 2019, Rhenus acquired the South-African based freight forwarding and logistics specialist World Net Logistics. Photo Credit Rhenus SE & Co. KG.

Britain.

WNL also has its own vehicle fleet for overland services as well as warehouse capacity in Johannesburg, Cape Town, Durban and East London. WNL's customers mainly come from the automotive, electronics, health care, FCMG and retail sectors.

"The takeover of World Net Logistics marks an important step for us in

establishing a network in South Africa and other African countries. WNL's presence in Asia and Europe also strengthens our global network with additional intercontinental connections. We are confident that we will grow further together and that within the Rhenus Group, WNL will continue to develop sustainably," says Tobias Bartz, a Rhenus Board member.

Kuehne + Nagel mulls higher dividends for shareholders

SCHINDELLEGI: Global transport and logistics company Kuehne + Nagel International AG says it will propose a dividend of CHF 6 per share (previous year: CHF 5.75) when the Board of Directors convene for their Annual General Meeting on May 7, 2019.

Traded as KNIN on SIX Swiss Exchange, Kuehne + Nagel posted growth on all of its business units—sea freight, air freight, overland and logistics.

Dr. Detlef Trefzger, CEO of Kuehne + Nagel International AG, said: "2018 was another successful year for Kuehne + Nagel. Despite the market weakening at the end of the year, we succeeded in increasing our net turnover, gross profit and EBIT once again. The consistent implementation of our business strategy was decisive for this success. By introducing additional digital platforms, with new highly specialised solutions and targeted acquisitions, we reached important milestones last year and will

continue to pursue our journey."

On sea freight, the company posted a 7.7% growth in volume, strengthening its position as a global market leader. It handled 4.7 million standard containers (TEU) last year, representing an increase of around 335,000 TEU. Strong growth was recorded in the Asia-Europe trade & in US imports, particularly from Asia.

The company's airfreight also significantly grew in 2018 handling 1.7 million tons, up by 11%. Industry-specific solutions for the pharma & healthcare and aviation industries played an important role in this growth, according to Kuehne + Nagel.

Overland, Kuehne + Nagel's also performed well during the period with net turnover growing by 13.1% and gross profit by 14.3%. Business in European groupage and less-than-truckload shipments were the primary growth drivers, as well as intermodal shipments & transport management for major customers in North America,

the company said.

In contract logistics, the company increased net turnover by 9% and gross profit by 8.8%, seeing significant growth in the USA and Asia. Growth rates of more than 40 percent were achieved in e-commerce fulfilment.

Two acquisitions strengthened the company's position as a leading international logistics provider for China's automotive industry and expanded its e-commerce offering in Indonesia.

"The Kuehne + Nagel Group achieved a net turnover of CHF 20,774 million in 2018, an increase of 11.7 percent compared to the previous year. This increase comes from the growth in volume in all business units. Net turnover increased by 17.0 percent in the Americas (North, Central and South America), by 13.5 percent in Asia-Pacific and by 9.3 percent in EMEA (Europe, Near/Middle East, Central Asia and Africa)," the company said.



LOGISTICS NEWS

time:matters extends Sameday Air network in Bordeaux

NEU-ISENBURG, GERMANY: High performance and special speed logistics company time:matters has extended its network for same-day transports in Bordeaux bringing to seven its total stations in France.

The company said Bordeaux will now be served by several direct flights each day from/to Frankfurt and Paris. The 50 weekly flights between Paris and Bordeaux will minimize the need for time-consuming and expensive road transports.

Numerous companies from various industry sectors, including aerospace, electronics, pharmaceuticals, automotive manufacturing, food and maritime, are located within the conurbation and will benefit from the new routes. There are now seven stations within France connected to the global Sameday Air network – Bordeaux, Nantes, Paris, Lyon, Nice, Marseille and Toulouse.

“Our company attaches great importance to growing with its customers. The local presence of some of our customers in various industrial sectors, including aviation,

was an important factor in our decision to open the station,” explained Alexander Kohnen, CEO of time:matters Holding GmbH. “We aim to offer customers the best combination of comprehensive network coverage and seamless service. Opening a Sameday Air station in Bordeaux plays a major role in this.”

The network expansion means reduced handling times for customers shipping goods weighing up to 200 kg based on standardized pricing logic. The direct apron access at the hubs, combined with physical monitoring of all import, export and transit shipments, ensures not only speed and flexibility but also superb quality.

Looking at the global picture, more than 100 Sameday Air stations in



Europe and Israel, 15 stations in the US and one station in Mexico as well as 21 partner airlines can now be combined with Bordeaux in the Sameday Air network.

Shipments can also be picked up and delivered on request, and customs formalities can even be taken care of outside of normal opening hours. Customers can use the time:matters online booking portal to book and track their own shipments or contact customer service at any time, 24/7, to get expert advice.

EGA signs agreement with Maersk for worldwide aluminium shipping



EGA Chief Marketing Officer Walid Al Attar, right, with Maersk executives.

ABU DHABI: Global shipping company A.P. Moller – Maersk and the Abu Dhabi-based Emirates Global Aluminium (EGA) have signed a volume commitment extension agreement for 2019 to haul some of EGA's metal exports across the world.

EGA works with 20 different shipping

lines to ship its products, transporting metal to over 70 global ports. Maersk is one of its most significant shipping partners with their business partnership dating back to 1992.

EGA exports to customers in more than 60 countries worldwide and makes more than 11,000 shipments each year

using over 100,000 containers. EGA's aluminium is the biggest made-in-the-UAE export after oil and gas, the UAE government said.

“EGA has a track record stretching back decades as a reliable supplier of high quality aluminium worldwide for our customers. Meeting our customers' expectations depends on both the quality of our production and the efficiency of getting the metal to them, so I am pleased to sign this agreement today with one of our most important shipping partners, Maersk,” said Walid Al Attar, EGA's Chief Marketing Officer, during the contract signing in March.

For his part, Christopher Cook, Managing Director for Maersk in UAE, Oman and Qatar, said, “EGA is a long-standing key customer of Maersk, and we are grateful for their continuing trust. As the global integrator of container logistics, this agreement enables us to continue to partner with EGA to ensure their aluminium reaches their customers as fast and as cost-effectively as possible.”



MARKET INSIGHTS

Gohar Ali Shah, Sharjah Airport's Business Development Executive for Cargo, shares his views about the volatile yet dynamic air cargo industry in this edition of Market Insights. Shah is a commerce graduate from Pakistan with MBA from the International Islamic University in Islamabad.

Congruent Growth: eCommerce & air freight

Bob Willett, former President of Best Buy International says, "The sooner we drop the 'e' out of 'eCommerce' and just call it commerce, the better."

Recent growth trends in eCommerce proved that statement at 20% increase year-on-year. Projected online global sales for the year 2019 are \$3.45 trillion. In 2018, it went up by 23.3 percent.

In the Middle East, eCommerce trade over the past 10 years had exponentially increased by 1500 percent, and the UAE is leading that growth, generating as much as 50 percent of eCommerce sales in the region.

eCommerce & air freight

eCommerce is a growth driver for the air freight industry, creating significant opportunities for air cargo. For cross-border eCommerce, airfreight is the prime option. As online shopping is pushing demand for parcel delivery services worldwide, consumers want to get their goods delivered fast at their doorstep. Customers demand speed, predictability of delivery times and visibility.

In a strategy paper published in July 2017, the International Air Transport Association (IATA) emphasized the need for a paradigm shift in the airfreight sector in order to benefit from the changed market environment – for instance, with fast and punctual delivery across all



national borders and end-to-end track & trace technologies.

The challenges

eCommerce is a great contributor to air cargo volumes but it comes with challenges in terms of air transportation and handling.

Studies shows cross-border eCommerce is mainly for low cost and lightweight products: 81% are below 2 kg (and 45% are below 500 grams) and 36% cost less than 25 euros. It is therefore relevant to:

- Revisit the business models of the air cargo players, pricing structures, chargeable principles and align border regulations impacting traditional airlines, integrators and postal operators to ensure fair competition.
- Another interesting fact is that footwear, apparel and

consumer electronics represent more than 50% of all online shopping excluding services such as travel, entertainment and financial products. Educating-online retailers will be the key to ensure safe packing, correct labeling and declaration of shipments with dangerous goods (specifically lithium battery shipments) and other regulatory compliance obligations.

- Network coverage, frequency of flights, tracking capabilities and flexible and varied final mile delivery solutions are therefore critical to serve e-commerce customers
- Processing all Airway Bills electronically, thereby expediting the handling process

The Future of eCommerce

The growth of eCommerce has been astonishing, according to sources. By 2021, online retail sales are expected to upsurge to \$4.88 billion, indicating a doubling in volume in five years. By then, its total global retail sales are projected to be up by 17.5%, from only 7.4% in 2015. This will have a positive impact on air freight business and volumes will grow considerably.

For cross-border parcel deliveries, e-commerce and air cargo are imperative and complementing each other. eCommerce customers require digital logistics, safety, security and simplified processes and these measures will guaranty growth of both sectors, i.e, e-commerce and air cargo, in symphonic order.

Disclaimer: Views and expressions on this page do not necessarily reflect that of Air Cargo Update.



Lufthansa Cargo

Building A Pragmatic Future

By Gemma Q. Casas



"We will continue to systematically drive digitization along the entire transport chain. We are the first cargo airline in the world to offer our customers completely paperless booking and handling for standard cargo. With our new, fully digital PreCheck process, we will now significantly accelerate and simplify handling processes for our customers. And we will also continue to roll out the eGD electronic dangerous goods declaration so that even more customers and shippers will be able to benefit from this digital solution."

Peter Gerber, CEO & Chairman Executive Board Lufthansa Cargo



COVER STORY

Frankfurt-based air freight carrier Lufthansa Cargo handled about 8.9 freight-ton-kilometers in 2018 valued at EUR2.7 billion, up by 7 percent compared to 2017, making it still one of the world's best and biggest in the industry.

And despite political and economic uncertainties in many parts of the world that inevitably affects the movements of goods and the overall throughput of the air cargo industry, Lufthansa Cargo remains optimistic for growth in the horizon with improving economic demographics in emerging markets that require air freight services.

That optimism translates to investments of about EUR400 million to expand the Lufthansa Cargo Center (LCC) with the backing of the Supervisory Board of Deutsche Lufthansa AG, according to Peter Gerber, CEO and Chairman of the Executive Board.

While there is still enough land around Frankfurt Airport for LCC expansion, German engineering and technology would come into play with vertical and modular developments planned for existing facilities.

Construction in Frankfurt is scheduled to begin next year. Once completed in 2024, Lufthansa Cargo is convinced its investments would pay off with the facilities able to offer better capacity yields and quality. In Munich, Lufthansa Cargo is also investing on a new Cool Center

Revenue Growth

At its annual press event held at the Lufthansa Aviation Center, Gerber pointed out the company's 2018 profit grew to EUR268 million (adjusted EBIT), the company's second best result in its history since it was founded on November 30, 1994.

"Our employees have shown full commitment and done an amazing job for our customers. The result gives us additional momentum for new investments in the future," Gerber pointed out.

Dr. Martin Schmitt, Board Member for Finance and Human Resources who is also Lufthansa Cargo's CFO, said the profit that the company generated would be used to modernize its means of production and that includes modernizing its fleet and embracing more digitalization.

"We managed to increase our revenue per unit and lower our unit costs last year. We will use the profit to modernize our means of production, which will further enhance our cost efficiency," said Schmitt.

Digitalization

Gerber said Lufthansa Cargo's e-AWB penetration has reached 73.9 percent, based on December figures.

The company has also introduced the fully automated "Rapid Rate Response" specifically targeting clients seeking immediate bookings or online transactions such as through cargo.one which

2.7 €bn Revenue 268 €m Adjusted EBIT

T046 KEY FIGURES LOGISTICS

Table with 5 columns: Metric, Unit, 2018, 2017, Change in %. Rows include Revenue, Adjusted EBITDA, Adjusted EBIT, EBIT, Adjusted EBIT margin, Adjusted ROCE, EACC, Segment capital expenditure, Employees as of 31.12., and Average number of employees.



Lufthansa Cargo, which currently has 12 McDonnell-Douglas MD-11F and 6 Boeing 777F, is moving ahead with its fleet modernization plan.

Last month, it received the first of two brand-new B777 that it ordered from Boeing as replacement for 2 MD-11F which will be retired. The company's entire MD-11F fleet will gradually be phased out through 2025



COVER STORY



Dr. Martin Schmitt, Lufthansa Cargo Board Member for Finance and Human Resources, standing on the right, explains to the media the company's financial performance in 2018.

offers spot pricing tools.

Lufthansa Cargo is also working to fully digitalize its Global Revenue Management, including the "check-in process" for air freight to speed up the process. Staff's work places as well as training courses are also planned to be more digitalized to make them more accessible and flexible to people.

"We will continue to systematically drive digitization along the entire transport chain. We are the first cargo airline in the world to offer our customers completely paperless booking and handling for standard cargo. With our new, fully digital PreCheck process, we will now significantly accelerate and simplify handling processes for our customers. And we will also continue to roll out the eDGD electronic dangerous goods declaration so that even more customers and shippers will be able to benefit from this digital solution," said Gerber.



Modernizing its fleet

Lufthansa Cargo, which currently has 12 McDonnell-Douglas MD-11F and 6 Boeing 777F, is moving ahead with its fleet modernization plan.

Last month, it received the first of two brand-new B777 that it ordered from Boeing as replacement for 2 MD-11F which it intends to retire. The company's entire MD-11F fleet will gradually be phased out through 2025.

The new plane had since been flown to transport cargo between

Frankfurt, Beijing and Shanghai. The new Boeing freighters are intended to be generally used for Mexico City, Sao Paulo as well as to Osaka, Chennai, Hyderabad, New Delhi, Atlanta and Chicago.

The Boeing 777F aircraft are said to be more fuel efficient, tailored for long-haul flights and have more space to haul more cargoes.

"The Boeing 777F is not only the world's most powerful, efficient and environmentally friendly freighter, it is also a visible sign of our modern-ization strategy," Gerber said when he announced the acquisition of the planes. "With the growth of our Boeing 777 freighter fleet, an important milestone has been reached on our way to forming a company for the next generation."

The Boeing 777F has a full payload capacity of 103 tons and can stay in the air for 10.5 hours covering a distance of over 9,000 km non-stop.

Optimism prevails

The ongoing trade dispute between the US and China is taking its toll on the global air freight industry, Gerber pointed out. Add to that are the uncertainties that Brexit has created with Britain's withdrawal from the European

Union that creates ambiguities on the movement of goods to and from the country to the European bloc made of 27 countries.

"So far, we have no clear view on how 2019 will develop," Gerber told the press emphasizing that it's hard to predict what lies ahead in the near term due to volatile global situations.

But he noted there are reasons for optimism on the horizon based on presumptive facts such as the growing middle class in many emerging markets that raises people's income and generating more economic activities in many parts of the world.

"If you ask me, what happens in the next three months, I honestly don't know. But in the next five years there will be considerable growth," he said.

According to the nonprofit organization World Data Lab, half of the world's population is now considered middle class with the rapid growth taking place in Asia. By 2030, their number is projected to grow to 5.3 billion and will have significant and political impact to global trade and economics.

Among the emerging markets that Gerber has high hopes is Africa where its partner, Brussels Airlines Cargo, is fully integrated. "Brussels Airlines Cargo was fully integrated in our company, making us much stronger in Africa," he said.

The Lufthansa Cargo CEO also pointed out the company has also widened its business alliance with other major carriers in Asia and elsewhere such as with ANA Cargo, United Cargo and Cathay Pacific Cargo.

Peter Gerber: Steering Lufthansa Cargo into new heights



Peter Gerber was born in Gießen on 1 March 1964. After passing his university entrance exams in 1983, he studied law and business management in Gießen and Hagen. In 2008, he additionally completed the Senior Executive Program of Columbia University, New York.

Gerber joined Lufthansa in 1992, starting his career in human resources and the law department. His main responsibilities were to develop a new pension scheme and the Miles & More program. This was followed by various assignments within the Group, including "Programm 15", Lufthansa's strategic cost-saving project.

In 1997, he was put in-charge of intercompany transfer pricing, fees and charges with focus on airport and air traffic control costs, as well as relations with the federal state authorities. From 2001 to 2004, Gerber was responsible for and directed the Group-wide "D-Check" program, which aimed to consolidate corporate earnings.

From June 2003 to August 2011, Gerber was the Lufthansa spokesman for the "Air Transport Initiative for Germany". In addition, he had responsibility for strategic corporate development in 2004.

From December 2004 to May 2009, Gerber was in charge of corporate industrial relations and social security within the Lufthansa Group. In June 2009, he was appointed to the Executive Board of Lufthansa Cargo AG with responsibility for Finance and Human Resources.

In June 2012, Gerber switched to the Executive Board of Lufthansa Passage Airlines, where he was responsible for the Human Resources, IT & Services division. He has been the Chairman of the Executive Board and CEO of Lufthansa Cargo AG since May 2014.

Gerber is also Chairman of the Supervisory Board of Albatros Versicherungsdienste GmbH and holds a seat on the Supervisory Board of Fraport AG. He is married with two children.



French aerospace industry strengthens foothold in the Middle East

France is the third largest aerospace supplier to the UAE. Bilateral trade between the countries stood at nearly US\$5 billion in 2016, the second largest in the Gulf after Saudi Arabia.



The French Pavilion stood out as the only official national delegation at the Middle East's leading trade fair for aircraft maintenance and interiors, the Aircraft Interiors & MRO Middle East, held in February in Dubai.

It's the 8th year in a row that the French firms collectively participated in the show with support from BUSINESS FRANCE, the national agency promoting international development and exports for the French economy.

"France has a strong reputation when it comes to aircraft interiors and aerospace maintenance. French specialists are able to supply products and services perfectly suited to the needs of airlines and MRO centers," Samantha Douarin, Aerospace Project Manager at BUSINESS FRANCE, pointed out.

Globally, the French economy is ranked 6th and its aerospace industry is significantly contributing to its growth with €64 billion in sales in 2017, €43.3 billion of which are consolidated export revenues.

According to the French Embassy in the UAE, France is the second investor in Abu Dhabi, and the 3rd investor in Dubai. Similarly, the UAE is France's second biggest investor from the Gulf, representing 35 % of the investment stock from the region.

The UAE is home to more than 600 subsidiaries of French companies, and more than 75% of the CAC 40's firms are located in the Federation.

Growing Industry

In 2017, France was ranked as having the second biggest aerospace industry with total sales of about €64 billion after the United States which had revenues of over US\$131 billion.

Overall, the value of aerospace exports rose by an average 3.4% for all exporting countries since 2013. Total aerospace exports by country in 2017 totaled US\$326.4 billion.

The Groupement des industries françaises aéronautiques et spatiales (GIFAS), the French Aerospace Industries Association created in 1908, said France is living in historic times with so many commercial planes manufactured in the country. The French aerospace industry is the most



important industrial sector, followed by automotive and pharmaceuticals.

French firms at the AIME & MRO Middle East highlighted the following:

- In aerospace maintenance: in-flight monitoring / predictive maintenance, swift and efficient parts replacement, process improvement through new technologies, digitization of documentation and monitoring, use of big data, virtual training, etc.
- In aircraft interiors: material weight reduction, differentiation through the customization of interiors, optimal space utilization, in-flight entertainment and communication systems, etc.

AEROBAY, the first totally free BtoB selling gateway for the trading of used & new parts which is sort of like an eBay for aerospace parts and spares, said business is good and the trend is likely to continue with more people opting to travel by plane or have goods carried over air freight.

BUSINESS FRANCE said the French aerospace market's highly varied offerings are very well placed to meet the requirements of Middle-Eastern airlines which are constantly upgrading fleet to keep up with the rapid increase in air travel demand regionally and internationally.

At the event, French firms showed keen interest in establishing or strengthening ties with the region's decision makers while presenting their

products, technologies and innovations.

Dr. George Kanterakis, Research & Innovation Director of GMI-Aero, a leading innovator and a key provider of solutions and products for advanced process control used in the composite material manufacturing and repair, which works with the world's largest aircraft manufacturers, MROs and airlines, said technology and innovations will dictate the future of the aerospace industry.





FEATURE



Other French firms that participated at the event include

- ➔ **AAA** : Offers a wide range of services in aircraft maintenance, cabin services and customer assistance via work packages designed in accordance to the needs.
- ➔ **ADHETEC** : Designs, manufactures and distributes products and services in the field of adhesive film technologies & solutions.
- ➔ **AD'OCC** : The Regional Development Agency of the Occitanie Region, located in Toulouse, Southern France.
- ➔ **AMC AVIATION** : Delivers high standard tailor made services related to Aviation activities and to provide various consulting services.
- ➔ **BOLLORE LOGISTICS** : A global leader in international transport & logistics.
- ➔ **CREATION & IMAGE PARIS** : Manufactures and distributes high-standing uniforms.
- ➔ **DEDIENNE AEROSPACE** : Worldwide leading company specialized in GSE and precision maintenance tooling for civil and defense markets.
- ➔ **EQUIP'AERO** : EQUIP'AERO INDUSTRIE's Group has two principal activities: EQUIP'AERO SERVICES which specializes in MRO and EQUIP'AERO TECHNIQUE, an OEM.
- ➔ **ESTERLINE SENSORS SERVICES** : The aftermarket arm of Esterline Advanced Sensors, provides global MRO support and services.
- ➔ **LATECOERE** : Offers dedicated tailored solution for any Airborne Video System addressing external, cargo and cabin surveillance, passenger entertainment and assistance to operations.
- ➔ **MANITOU** : Develops dedicated access solutions for aircraft maintenance purposes currently in use in the civil and military aviation sectors.
- ➔ **MAPAERO** : Develops, manufactures and markets aircraft coatings according to customer specifications, with a specialty on water-based and other advanced environmentally friendly coatings.
- ➔ **REEL** : An industrial group specializing in complex lifting and handling systems as well as integrated systems solutions.
- ➔ **REVIMA GROUP** : A Leading independent provider, specialized in APU and Landing Gear MRO, as well as a sheet metal activity for the repair of main engine components.
- ➔ **SIMAIR - IMAGINAIR** : Provides commercial and CJ galleys, privacy compartments, monuments, stowages, dividers, partitions as well as security cockpit doors.
- ➔ **TESTIA** : An AIRBUS company in the field of Non-Destructive Testing, Quality Inspections and Training in Aerospace.
- ➔ **UUDS AERO**: Offers a full range of quality services including: cabin interior equipment; sanitary and various chemical treatments; a wet cleaning process for exterior aircraft.
- ➔ **WEARE GROUP** : Offers all types of detail parts and cabin interiors and Aerostructure assemblies manufacturing.
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PAKISTAN SHIFTS TO DIGITALIZATION:

A prelude to the nuclear-powered nation's ambitious plan to open up for global business



After being stuck to antiquated systems of operations for 18 years, Pakistan International Airlines had recently successfully digitalized its passenger systems and is now focusing on MRO and cargo systems to reinvigorate the country's ailing economy.



PIA IT Chief Kashif Rana, right, with Project Manager & Business Analyst M. Osama Sheikh, center, and Asad Bukhari, PIA General Manager, discussing other projects in the pipeline. Supplied Photo

Pakistan continues to undergo political and economic reforms with the election of former international cricketer Imran Khan as the nation's new Prime Minister in 2018. The Oxford-educated politician vowed to bring prosperity and opportunities for all by opening up the once feared nation for global business and more foreign investments.

In close ties with China, the nuclear-powered country of 207 million people is undergoing economic liberalization marked with the privatization of all government corporations, modest government spending and more foreign direct investment.

Poverty in Pakistan fell by more than 50 percent to 29.5% in 2014 from 64.3% in 2002 and experts believe the country is heading to major economic transformations that will change its standard of living for the better.

The multifaceted US\$60 billion China-Pakistan Economic Corridor and the multi-billion Silk Road Project are fueling much growth to the

country with about 60 percent of global imports and exports linked to China.

In the Gulf, the United Arab Emirates and the Kingdom of Saudi Arabia pledged investments and loans of US\$20 billion each to Pakistan over the next five years—money designed to reinvigorate its economy.

Saudi committed at least US\$10 billion of the money to be invested in a refinery and oil complex to be built in the strategic Gwadar Port on the Arabian Sea, the site of the multi-billion-dollar China-Pakistan Economic Corridor.

Digitalizing PIA

Pakistan International Airlines, the country's national carrier, is among the first public entities to benefit from the new government's policy to implement major economic reforms.

After 18 years of using the old Passenger Services System (PSS) and Global Distribution System (GDS), the airline successfully digitalized its systems within just four months, according to M. Osama Sheikh, PIA Project Manager & Business Analyst.

"Recently, we delivered PSS & GDS migration projects successfully in record four months' period – it was the biggest transformation project in PIA in the last 18 years," said Sheikh, a telecom engineering graduate with MBA from the Institute of Business Administration (IBA), the oldest business school outside of North America established with support from Wharton School and the University of Southern California.

Established in 1946, PIA was among the first airlines to serve in the Middle East and South Asia but due to politics and mismanagement, it was left behind by other new carriers. Its fleet is only 32 aircraft, serving just 43 destinations. In contrast, Emirates which made its historic flight to Pakistan in 1985, has 258 planes and serves hundreds of destinations.

"When we talk about PIA, it has a great legacy to carry along, PIA helped major industry leading airlines to stand on their feet including Emirates, Singapore Airlines and many others. Unfortunately, PIA lost its path due to externalities and politicization. But



FEATURE



We are now focusing on MRO project and Cargo systems along with many others in the pipeline,” he said. Over the past 15 years, PIA was investing about 1 percent of its annual budget but there was no long-term IT strategy and roadmap. That had since been changed with the airline successfully devising a comprehensive digital transformation plan and increasing its budget for such to 4 percent annually. -M. Osama Sheikh

the current leadership under President & CEO of PIA Air Marshal Arshad Malik has great focus in transforming airline. We have controlled our processes to a great extent and have reduced various financial overheads,” Sheikh explained.

“Now, focus is on a long-term strategic framework and business model for the sustainable PIA. We have developed new apps and various digital platforms to streamline our customer’s journey. Our emphasis is on enhancing our customer experiences. So far, my experience in PIA is a roller coaster ride every day I face new challenges, new dilemma’s and new learnings,” he added.

System Change

Just like other government-owned airlines in South Asia, PIA has incurred losses in the billions and the bleeding continues with no adequate roadmap on how to rehabilitate them.

But Sheikh said digitalization will make PIA’s systems more efficient and cut bureaucracy that stalls its growth.

PIA IT Chief Kashif Rana who to his credit successfully instituted digital transformations at companies he worked for like GE, Coca Cola, Etihad Group, among others, along with the airline’s General Manager and Head of Projects Asad Bukhari and Sheikh were tasked to carry out the digitalization project as swiftly as they can.

“Over the couple of years, PIA has incurred numerous losses and had to revamp its overall strategy and systems. We believe we can control financial overheads, operational efficiencies and new venues for revenue additions. To achieve these targets and to get out of challenging situation digitalization across the organization is inevitable,” shared

Sheikh.

“PIA current Chief of IT Kashif Rana who joined PIA a year back....devised the strategic roadmap of PIA digital journey to bring state of the art technological tools to automate the operations and bring efficiency throughout the organization through collaboration with world leading companies. Our core strategy is to bring technology which is sustainable, efficient in processes, reduces financial overheads and above all that improves customer experience,” he added.

The IT and business analyst said PIA managed to migrate its PSS and DGS in record time despite financial constraints and limited resources without canceling a single flight.

“It was a challenging task for us with lots of financial constraints, time and resource limitations but we were able to deliver on time without canceling a single flight. The new system taken from Turkish based company called HITIT CS, which will give savings of more than 70% of our existing PSS cost in next five years,” said Sheikh who credited Bukhari and Rana for making the project possible.

Good Results

With digitalized PSS, new website and mobile app, PIA’s efficiency drastically improved, satisfying customers and generating new sales as well.

Sheikh said the digitalization project’s results are encouraging as it increased the company’s direct sales to 60 percent from only 5 percent in just one month. PIA is now focusing its sights on the airline’s MRO and cargo systems, among other related projects, to generate more revenues and effectively serve customers.

“We are now focusing on MRO project and Cargo systems along with many others in the pipeline,” he said.

Over the past 15 years, PIA was investing about 1 percent of its annual budget but there was no long-term IT strategy and roadmap. That had since been changed with the airline successfully devising a comprehensive digital transformation plan and increasing its budget for such to 4 percent annually.

“I think it’s a major step forward towards the airline long-term strategy of digitalization and bringing innovation in customer experience. Also, as you know the margins are very thin in airlines, so we are focusing to reduce our operational overheads so the company overall bottom line will increase,” said Sheikh.

Additionally, PIA also took the initiative of embracing the paperless cockpit concept and having the mandatory requirements for the cockpit crew digitalized.

“It will not only improve the operational efficiency but will also give big savings,” Sheikh described the measure.

The airline is also collaborating with the International Air Transport Association (IATA) to introduce a comprehensive national database related to immigration and traveling.

“Similarly, we have been working on IATA initiatives of ONE ID along with our national regulator NADRA to implement first of its type system to integrate traveler’s data with the

“

M. Osama Sheikh,
PIA Project Manager & Business Analyst

The new PSS (Passenger Services System) has not only improved the airlines' efficiency but drastically improved the customer experience as well. We have put in a situation where we have to build our direct sales platform in a shortest one-month time and we delivered it to more than 1800 agents in over a week. Our direct sales increased to 60% from 5% in record one month. Along with that, PIA has launched its new website and mobile app. We are now focusing on MRO project and cargo systems along with many other projects in the pipeline.



National Database of country to enhance the customer experience and ensure the security of travelers as well. It will open new venture for revenue as well as to provide customized services to our valued customers," said Sheikh.

Engineering operations at PIA is also gradually being transformed to digital, the MRO in particular to increase productivity, cut costs, among other savings.

"We are also transforming our engineering operations by collaborating with MRO partner (contract signing is in finalization phase), here we are also moving towards paperless environment. It's

not only environment friendly but will increase operational expertise and efficiency; we will be able to analyze operational challenges in-depth and can come up with better solutions as well," Sheikh explained.

Hopes For Prosperity

While digitalization is just one important component of the massive economic reforms planned for Pakistan under Khan's administration, Sheikh said there are high hopes for its dynamic positive impact in the country's overall economic growth.

"Well, the people of the country including me have very high hopes with new government. Change doesn't

come radically in a single day but its evolving; we are getting an increase in Foreign Direct Investment (FDI). Government encouraging foreign investments in the country to improve overall GDP, this FDI will also result in the increase of foreign travelers to come to Pakistan, on the other hand tourism sector is also booming," said Sheikh.

"As per global trends Northern areas of Pakistan are on top list for travel destinations. PIA being largest player in aviation sector in Pakistan has no other option but to improve the services by providing best customer experience and digitalization will lead to refurbishing the entire customer journey," he added.

PIA's digitalization is not only expected to boost passenger traffic but cargo volumes as well with high-value goods preferred to be flown via air freight.

"Pakistan has varied portfolio of import and export both, though its bit stagnant from couple of years but with new government policies for foreign investment has improved and global large manufacturers are considering Pakistan for the new facilities," said Sheikh.

"We are expecting increase in overall trade traffic to and from the country, considering all these aspects, we have already kicked off the project for new cargo system rollout to increase and improve our cargo services to cope up with upcoming traffic," he added.



Mozambique gets help

from Deutsche Post DHL Group, UN, MSF, others

Deutsche Post DHL Group was among the first private groups to help the victims of Typhoon Idai in Mozambique deploying its Disaster Response Team (DRT) immediately to provide assistance at the local airport in Beira.



Mozambique, one of the poorest countries in the world, was pounded with heavy rains and winds for two days (March 14 & 15) by Cyclone Idai, causing its two major rivers, the Buzi and the Pungue, burst their banks, submerging entire villages, leaving more than 550 dead and undetermined number of people still missing.

The destruction also caused more than 1.8 million people in Mozambique displaced without shelter, food, water and electricity.

Its neighboring countries of Zimbabwe and Malawi were also not spared by the strong cyclone that caused widespread damage and destruction not seen in decades.

There were extensive damage to the countries' infrastructure, such as communications systems, electricity supply and roads, with Mozambique suffering the most.

The situation is making it extremely difficult to provide humanitarian help and logistics, according to people on the affected areas.

DHL's GoHelp lends a helping hand

Deutsche Post DHL Group was among the first private groups help the victims of Typhoon Idai in Mozambique deploying its Disaster Response Team (DRT) immediately to provide assistance at the local airport in Beira.

The DRT advises airport personnel and coordinates incoming humanitarian aid for non-governmental organizations (NGOs). The DRTs are part of DPDHL Group's GoHelp disaster management program, which it has operated in partnership with the United Nations (UN) since 2005.

Through this partnership, the Group provides the UN and national disaster management agencies with pro bono access to its core logistics expertise, and the logistics skills of more than 500 specially-trained employee volunteers worldwide who can deploy within 72 hours after a natural disaster.

Since the partnership was launched, the DRTs have completed more than 40 deployments for different natural disasters in over 20 countries – most recently the team helped the victims of the earthquake and tsunami in Palu, Indonesia in October 2018.

Volunteers at work

This first DRT deployment to Africa is headed by Chris Weeks, Director for Humanitarian Affairs at Deutsche Post DHL Group. He is accompanied by a team of DHL volunteers from the United Arab Emirates, Mozambique and South Africa.

The UN and other humanitarian organizations have also deployed staff to Beira. Many of the helpers are still at the airport and are organizing safe options for onward transport.

“There isn't much aid coming in right now,” Chris Weeks explains, “but we expect that to change as the UN has allocated US\$20 million to provide humanitarian help.” The Disaster Response Team is cooperating closely with national and international humanitarian aid organizations, and with the responsible airport personnel to provide logistical support.



NEWS FEATURE

“

It's hard to estimate the full extent of the damage and destruction caused. We'll no doubt see follow-on effects over the next few days – such as outbreaks of diseases like malaria, which is fostered by stagnant water and increases the need for medical supplies. Our team is standing by to help.

-Chris Weeks, Director for Humanitarian Affairs at Deutsche Post DHL Group.



“In the wake of a natural disaster, logistical coordination of relief supplies is crucial,” says Weeks. “As logistics specialists with vast experience in disaster management, our skills and expertise can help save lives. We help airport personnel to process relief supplies quickly so that they reach the victims of the cyclone in the fastest possible time.”
“We have been here since the start of the week. One and a half weeks after the disaster, conditions in this part of Mozambique remain critical. The rain hasn't let up, the floodwater can't drain away and the river continues to rise,” says Weeks. “Right now, the

airport in Beira is one of the few places in the city that is dry and has functioning infrastructure.”
The airport is currently receiving most of the incoming aid such as water, food, tents, fuel, medical supplies and technical equipment. These are sorted and distributed in Beira as well as in rural areas and other places affected by the cyclone.
“It's hard to estimate the full extent of the damage and destruction caused. We'll no doubt see follow-on effects over the next few days – such as outbreaks of diseases like malaria, which is fostered by stagnant water and increases the need for medical

supplies. Our team is standing by to help,” says Weeks.

Help for Malawi & Zimbabwe

With rivers breaking their banks due to heavy rains and winds from Cyclone Idai, Malawi also reels from massive destruction. The poor African nation lost many agricultural products from massive flooding that also destroyed tens of thousands of homes.

Malawi Ministry of Agriculture Spokesman Hamilton Chimala said around 420,000 metric tons of maize had been lost, about 12 percent of the country's forecast output of 3.3 million metric tons this farming season. Food shortages are feared as a consequence.

Official figures confirm about 60 deaths in Malawi with thousands displaced from their homes severe flooding.

The nonprofit group Medecins Sans Frontieres (MSF) said its teams have launched an emergency intervention in Makhanga, in the worst-affected East Bank of Nsanje area, which is only accessible by boat or helicopter.

“We are supporting Makhanga health centre with supplies, cleaning, and human resources. We are also offering strengthened surveillance and referral systems, along with outreach clinics and health promotion activities in the evacuation centers. Water and sanitation activities and distributions of non-food item kits are being planned to affected households,” MSF said.

The supplies were also air flown and required special logistical support due to the dire difficult situation of the affected villages.

Zimbabwe President Emmerson Mnangagwa has declared a national emergency in the country with many bridges and roads destroyed and farming lands affected. More than 30 Zimbabweans died from the cyclone.

Red Cross Britain, the Adventist Development and Relief Agency, among other cause-oriented groups, have mobilized help for the survivors of Cyclone Idai in all three affected countries.



Volvo FH

with I-Save rolls out in Europe

The global truck manufacturer founded in Sweden says its new truck model will cut fuel costs by up to 7 percent





“

Volvo FH with I-Save is our answer to this challenge. It is a complete solution that combines our latest technology to substantially bring down fuel consumption in long-haul operations. And this is without compromising drivability,” said Roger Alm, President of Volvo Trucks.

In the trucking industry, fuel accounts for the biggest single expense of any trucking company at nearly 40 percent, with about 20,500 gallons of fuel consumed per commercial truck on average in one year, according to studies. Add to that are costs related to maintenance, repair, insurance, among others.

If fuel prices are on the rise, that puts a dent on company revenues, which also often lead to increased costs for consumers, especially in the freight industry.

The emergence of electric and hybrid trucks offering lesser fuel costs, maintenance expenses and lower CO2 emissions are, thus, a welcome relief for the global trucking industry, especially in Europe where more stringent environmental regulations must be followed.



TRUCKING



The Volvo FH with I-Save

In March, Volvo Trucks rolled out for orders for the first time in Europe the Volvo FH with I-Save which the global Sweden-based truck manufacturer pledges to scientifically cut fuel costs by up to 7 percent in long-haul operations without compromising drivability.

Volvo said this model was designed to answer the customers clamor for more fuel efficient trucks, especially during winter.

The company said the demand for transportation across Europe is growing and trucks are covering increasingly longer distances while transport operators are faced with rising diesel prices putting pressure on profitability.

"Volvo FH with I-Save is our answer to this challenge. It is a complete solution that combines our latest technology to substantially bring down fuel consumption in long-haul operations. And this is without compromising drivability," said Roger

Alm, President of Volvo Trucks. At the core of Volvo FH with I-Save is the new, state-of-the-art D13TC – Volvo Trucks' most fuel-efficient longhaul engine to date. It features pistons with a patented wave-shaped interior that improves combustion and increases efficiency by guiding heat and energy to the centre of the cylinders.

Excess energy in the exhaust gases is then used to power the engine through an additional turbine in the exhaust flow, called the Turbo Compound unit.

The D13TC engine produces up to 300 Nm extra torque, which means less acceleration and fuel is needed to keep a steady speed in highway traffic. It is the ideal solution for long-haul customers.

Engineered for longhaul driving

Other features of I-Save include new fuel-efficient rear axles, an updated map-based I-See system that analyses and adapts to gradients

ahead and includes gear-shifting software optimised for long-haul applications.

The combined efficiency gains of all these products and services can result in fuel-cost savings by up to 7% compared to a D13 Euro 6 Step D engine.

"We have tailored every aspect of I-Save to suit

long-haul operators, especially those that typically drive more than 120,000 km per year,"

said Mats Franzén, Powertrain Strategy Director at Volvo Trucks.

"The longer they drive, the more they can potentially save. It is a powerful engine which delivers a highly fuel efficient and smooth driving experience."



Roger Alm

EU to regulate CO2 emission from heavy duty vehicles

Responding to the EU's decision to regulate CO2 emissions from heavy-duty vehicles, Volvo said it continues to invest

heavily in more climate-friendly transport solutions. But, it cautioned, additional measures are needed to stimulate demand for vehicles with low CO2 emissions.

"Cutting climate emissions from heavy-duty vehicles is an incredibly important task, and it's fundamental to our initiatives in sustainable transport. At Volvo Trucks, we're well-positioned to take on this challenge. It's natural for the EU to now introduce limits on CO2 emissions. In order to speed up the transition, we would however also like to see stronger financial incentives for the customers who take the lead and choose more climate-friendly vehicles," said Alm.

Volvo Trucks said electric trucks can contribute to reducing CO2 emissions. It launched its first truck models with electric powertrains in 2018 and will start series production this year.

"We're at the stage where the technology will soon be ready for wider applications in heavy-duty transport. If demand is stimulated and the new charging infrastructure network is expanded, the volume will also be able to increase at a faster rate than would otherwise be possible," said Lars Mårtensson, Director of Environment and Innovation at Volvo Trucks.

Other climate solutions include natural gas and biogas. Running a Volvo FH LNG on natural gas cuts CO2 emissions by about 20 percent compared to diesel. With biogas, the tank-to-wheel emissions can be cut by 100 percent.

At the same time, Volvo Trucks is continuing to develop the diesel trucks that currently make up the absolute majority of its sales.

Since the early 1990s, the fuel usage and CO2 emissions of a typical long-distance Volvo truck have decreased by about 20 percent, and there is room for additional improvements with more efficient powertrains, lower rolling resistance, and better aerodynamics. Each truck needs to be optimized for its specific transportation task.

While the emission limits imposed by the EU set a clear timetable for vehicle manufacturers, the goal – improving fuel efficiency and reducing the climate impact – has been a top priority for the industry for some time now, in part because fuel usage makes up about one-third of the costs for a transport company.

"Our ambition has always been to be able to offer our customers the optimal, energy efficient comprehensive solution for the transport task at hand," said Mårtensson.

"New technologies that contribute to cutting CO2 emissions need to be able to enter the market rapidly. Fast-tracking the reviewing and certification process by the authorities would speed up the introduction of new innovations within the transport sector," he added.



QUICK FACTS

Every feature of I-Save has been designed to cut fuel costs. Included in the Volvo FH with I-Save:

- ✦ **D13TC (Turbo Compound) 460 hp (2 600 Nm) or 500 hp (2 800 Nm) engine**
- ✦ **New, highly fuel-efficient rear axles**
- ✦ **Engine idle shutdown**
- ✦ **I-Cruise with I-Roll, which adjusts speed to keep down fuel consumption**
- ✦ **Power Steering Pump with Variable Displacement**
- ✦ **Updated I-See**
- ✦ **Updated I-Shift with long-haul optimized software**

Source: www.volvotrucks.com



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Air France's first female CEO & Board Chairperson vow to promote gender equality



Air France CEO Anne Rigail

PARIS: Air France's first female CEO, Anne Rigail, and Anne-Marie Couderc, chairwoman of the Air France-KLM Board of Directors, vowed to promote gender equality in the French national flag carrier as well as to boost a positive dynamic in the regions where it operates.

The two made the statement on March 8, the International Women's Day. Air France is one of few companies with top women management—a Chairwoman of the Board of Directors and a female CEO.

"Beyond the exception and the symbol, I am convinced that companies that are committed to gender equality are the most competitive, attractive and innovative companies. Our responsibility is to be fully involved and to make commitments. This is the role of the many actions carried out by Air France," said Couderc, a lawyer politician before she was called to serve the board.

Rigail, who became Air France CEO in December 2018, said she has never particularly campaigned for women's rights until now.

"As head of Air France for a few months now, this combat is very important to me. Over the past few

years, we have introduced an ambitious plan for gender equality in the workplace. Beyond the broad statements of intent, our company is now subject to an obligation of results. It is measurable, concrete and binding. We can be proud of it," said Rigail who turned 50 on March 8.

"We have also recently signed a charter with thirty other companies to fight "ordinary" sexism at work. Different correspondents will be appointed within Air France. For young women, we have a partnership with the association "Elles bougent" (Girls on the move) to encourage young girls, principally high school students, to enter technical and often predominately male professions," she added.

The CEO said their efforts to break the status quo on gender equality will continue in terms of future recruitments.

Rigail is a graduate of the Mines Paris Tech University. She joined Air France in 1991. Working hard, she climbed up the corporate ladder assuming key management positions, including as EVP In-flight Services, in charge of cabin crew and in 2017 as EVP Customer.

airBaltic will launch 13th direct line out of Tallinn Airport



TALLINN: airBaltic is scheduled to open its 13th direct flights out of Tallinn Airport this December between Estonia's capital and Salzburg targeting Estonians who are planning for their ski holidays.

Eero Pärasmäe, commercial director of Tallinn Airport, the direct line is mostly targeted to the Estonian people who are planning their skiing holidays for next winter.

"Salzburg is situated logistically in a very good location from where it is convenient to move on to the skiing resorts in Austria as well as Italy," the director said.

Flights between Tallinn and Salzburg will take place once a week. The line will be served by aircraft Airbus A220-300.



AIRLINES

The Arsenal Showaround: Players get a taste of Dubai with Emirates

DUBAI: Arsenal first team players Mesut Ozil, Bernd Leno, Ainsley Maitland-Niles and Shkodran Mustafi arrived here last month on a specially-branded Emirates A380 Arsenal aircraft and embarked on a tour of the city's latest attractions and legendary landmarks dotted with striking architecture and impressive skyline.

The players who were picked up on a hop-on-hop-off City Sightseeing bus made their first stop at the Dubai Frame which boasts panoramic views of both old and new Dubai at 150 metres high.

The players stepped onto the glass bridge in the transparent viewing deck, and even showed off their fancy footwork to the delight and amazement of the other visitors at the

Dubai Frame. Dubai's latest architectural landmark is a giant rectangular frame situated in a unique location that offers views via its 93 metre bridge observatory. The players then continued to Burj Khalifa, and also passed the Dubai Canal during their sightseeing tour.

Arsenal played a friendly match with Al Nasr Sports Club at Al Maktoum Stadium on 26 March. They also took part in training sessions to prepare for the final weeks of the 2018/19 football season.



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Global ban on B-737 Max fleet continues as Boeing finds safety solutions



CHICAGO: The indefinite global ban on Boeing 737-Max fleet continues with even Boeing backing the move as proactive safety measure as investigation unfolds on why two planes of the same type crashed shortly after takeoff in Indonesia and Ethiopia less than six months apart.

"Boeing continues to have full confidence in the safety of the 737 MAX. However, after consultation with the U.S. Federal Aviation Administration (FAA), the U.S. National Transportation Safety Board (NTSB), and aviation authorities and its customers around the world, Boeing has determined -- out of an abundance of caution and in order to reassure the flying public of the aircraft's safety -- to recommend to the FAA the temporary suspension of operations of the entire global fleet of 371 737 MAX aircraft," said Dennis Muilenburg, President, CEO & Chairman of The Boeing Company.

Muilenburg said Boeing, which has been in the business of aviation safety for over 100 years, will continue to provide the best products, training and support to its global airline customers and pilots.

"Soon we'll release a software update and related pilot training for the 737 MAX that will address concerns discovered in the aftermath of the Lion Air Flight 610 accident. We've been working in full

cooperation with the U.S. Federal Aviation Administration, the Department of Transportation and the National Transportation Safety Board on all issues relating to both the Lion Air and the Ethiopian Airlines accidents since the Lion Air accident occurred in October last year," he said.

In March, over 50 countries, including the European Union, have ordered an indefinite suspension of all flights using Boeing 737-Max 8 and 737-Max 9 as a precautionary measure following the two tragic fatal crash incidents that claimed hundreds of lives in Ethiopia and Indonesia.

The European Union Aviation Safety Agency (EASA), which has jurisdiction over Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, the Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain and Sweden, said it has also ordered the suspension of all commercial flights performed by third-country operators into, within or out of the EU for Boeing 737-Max 8 and 737-Max 9.

The US and Canada followed upon the recommendation of the US FAA.

In Dubai, budget airline flydubai which owns 14 Boeing Max jets, said the ban would mean 15 flights less a day but noted that it will deploy next-

generation Boeing 737-800 aircraft to minimize disruption to passengers.

Turkey's national carrier, Turkish Airlines, said it has stopped using its 12 aircraft of the same model for passenger safety reasons.

"Turkish Airlines has ceased operations with the 12 B737 MAX type passenger aircrafts located in its fleet, until further notice. This decision will apply to all scheduled flights as of 13 March 2019," the airline said in a statement.

The Ethiopian plane crashed on March 10 near the Ethiopian capital Addis Ababa minutes after take-off killing all 159 passengers and crew. The Digital Flight Data Recorder (DFDR) and Cockpit Voice Recorder (CVR) of ET302 have been recovered and were sent to France for a thorough analysis.

On October 29, 2018, Lion Air Flight 610 crashed into the Java Sea 12 minutes after takeoff. All 189 passengers and crew were killed in the incident described as the second deadliest in Indonesia's aviation history.

The countries that have grounded the Boeing Max jets include the European Union (28 countries), Australia, New Zealand, China, Indonesia, Malaysia, Singapore, Brazil, Argentina, Mongolia, South Korea, Turkey, UAE, Oman, Kuwait, Morocco, South Africa, Ethiopia, Egypt, India, Japan, the US, Canada, among others.



AIRLINES

Etihad and Saudia to connect more routes on codeshare partnership



His Excellency Engineer Saleh Al-Jasser, Director General, Saudi Arabian Airlines and Tony Douglas, Group Chief Executive Officer, Etihad Airways in front of Etihad's striking Special Olympics liveried Boeing 787-9 Dreamliner. Supplied Photo

RIYADH: Etihad Airways and Saudi Arabian Airlines (Saudia) have jointly flown over 16,000 passengers since establishing their codeshare partnership agreement in November 2018, the carriers announced at the first ever held Saudi Airshow in the capital of Saudi Arabia last month.

Etihad, the national airline of the United Arab Emirates, and the Saudi national flag carrier, have codeshare agreement on 14 routes. In the coming months, Etihad will place its 'EY' code on, Tunis, Sharm El Sheikh and Alexandria. At the same time, Saudia will place its 'SV' code on Etihad flights to Tokyo, Nagoya, and Baku.

Phase two for the 'EY' code will include Algiers, Dhaka and Erbil. And Phase two for the 'SV' code will include Brisbane, Melbourne, Sydney, Moscow, Dusseldorf, Hong Kong, Kathmandu, Lagos, Minsk, Rabat, Astana, and more points in India.

Tony Douglas, Group Chief Executive Officer, Etihad Aviation Group said: "With greater choice now available, more flexibility across both our schedules, and world-leading products and services, together, we now fly approximately 150 guests per day across each other's networks. Our plan is to grow this number considerably through expansion of the codeshare agreement in the coming months, and to deliver more benefits to our customers."

Director General of Saudi Arabian Airlines His Excellency Engineer Saleh Al-Jasser added: "The codeshare partnership with Etihad Airways enables greater connectivity and access to destinations for our guests. By leveraging each of our networks, we are able to provide a wide array of choice and convenience that lends itself well for business and leisure travellers alike."

Etihad Airways Engineering has also been collaborating with SAUDIA since last year, exchanging maintenance and facility support.

On average, Etihad carries approximately 1.3 million passengers a year to and from the Kingdom. Etihad Cargo carried more than 23,200 tons of cargo between the two countries last year. In November 2018, Jeddah became the first destination on the airline's network to be operated by Etihad's Boeing 787-10 Dreamliner.

The airline marked last year's Saudi National Day with a special Year of Zayed A380 flight between Abu Dhabi and Jeddah. Etihad commenced flights to Riyadh in 2004 with just three flights a week. Today, the airline currently operates 84 flights per week to the Kingdom of Saudi Arabia: three return flights a day to Riyadh, three return flights a day to Jeddah, four return flights a day to Dammam, and twice daily to Medina.

Air Arabia picks Honeywell for maintenance services and power units supply

DUBAI: Honeywell (NYSE: HON) has been selected by Air Arabia to extend maintenance services and supply auxiliary power units (APUs) for the airline's fleet of Airbus A320ceo aircraft.

The selection will see the two companies extend their decade long working relationship, and includes an agreement for Honeywell to continue to supply repair services to the airline.

"Three out of four A320 aircraft are fitted with our APUs, which is testament to the performance and reliability our products provide," said David Shilliday, vice president - Airlines, EMEA, Honeywell Aerospace. "The efficiencies that can be driven in fuel and maintenance speak for themselves, and our longstanding relationship with Air Arabia demonstrates our commitment to customer support and product knowledge."

The Honeywell 131-9A APU supplies compressed air to start the main engine, as well as air conditioning and electrical power on the ground and in flight. It is known for its reliability and lower maintenance costs over the course of the entire life cycle, resulting in significant fuel savings. The APUs are also fitted with the Predictive Trend Monitoring and Diagnostics Program, which reduces unscheduled removals due to unforeseen faults.

Honeywell was the first company to produce a gas turbine aviation APU in 1948 and continues its long history in APU production with the family of 131-series APUs, which have been in service for 100 million service hours.

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AIRPORTS

63% of DXB passengers in 2018 in transit

Transit visas and tourism packages for transiting passengers now available



DUBAI: More than 63% of the 89 million passengers who passed through Dubai Airport (DXB) in 2018 were just in transit en route to their final destinations but only 8% of them leave the airport to explore Dubai, an independent research shows.

According to Colliers International data published by Reed Travel Exhibitions ahead of Arabian Travel Market (ATM) 2019, which takes place at Dubai World Trade Centre between 28 April – 1 May 2019, transit passengers can now take advantage of new transit visas and dedicated tourism packages to explore Dubai before flying to their final destinations.

The move is part of the government's aim to attract 20 million visitors by 2020 and an additional 5 million between October 2020 and April 2021 for Expo 2020 – 70% of which will come from outside the UAE – a number of initiatives to increase stopover tourism have been introduced including new transit visas and dedicated tourism packages.

"Last year, the UAE introduced a new transit visa allowing all transit passengers an exemption from entry fees for 48 hours with the option to extend up to 96 hours for AED 50. This visa is not only good for the country's tourism sector but for the local economy as a whole, enticing passengers to view their transit not as an unwanted delay in their travels – but as a good opportunity to add value to their trip and experience everything the UAE has to offer," said Danielle Curtis, Exhibition Director ME, Arabian Travel Market.

According to IATA, the Middle East is forecast to see an extra 290 million air passengers on routes to, from and within the region by 2037, with the total market size increasing to 501 million passengers during the same period.

Adding to this, figures from ATM 2018 show the number of delegates interested in buying airline products and services increased 13% between 2017 and 2018.

The success of the aviation industry in the sky is matched in the GCC and wider MENA region by the continued huge infrastructure investment.

The total value of 195 active aviation-related projects in the Middle East reached almost \$50 billion in 2018, according to research provider BNC Network.

The various airport investments under way include AED30 billion in developing the Al Maktoum International Airport, AED28 billion expansion of phase four of Dubai International Airport and AED25 billion for the development and expansion of Abu Dhabi International Airport. In addition, Sharjah Airport is investing AED1.5 billion in expanding its passenger terminal.

There are also a number of upcoming and planned airport expansion projects across Saudi Arabia, including King Abdulaziz International Airport Expansion in Jeddah and King Khalid International Airport Expansion in Riyadh.

"2018 was also an exciting year for new flight routes with GCC airlines alone adding 58 new flight routes – focusing on areas of consistent and substantial growth. With two thirds of the world's population within an eight-hour flight from the GCC, it is an ideal base for exploring some of the world's most interesting and previously inaccessible corners of the world," said Curtis.

Anadolu Jet expands international flight network to Erbil

ISTANBUL: After launching flights to Northern Cyprus, Turkish Airlines subsidiary, AnadoluJet, has added Erbil, Iraq to its growing network of international routes.

AnadoluJet began serving the Gaziantep-Diyarbakir-Erbil via the Erbil International Airport on March 21, 2019. During the launch period, tickets are being sold for the special price of USD99.

"Turkish aviation history is undergoing a significant period of change. Istanbul Airport gives courage to Turkish Airlines and its sub brands to make strides towards their goals. I am quite happy to see that AnadoluJet, our successful sub brand, aims further than its borders by adding Erbil to its flight network following TRNC -Turkish Republic of Northern Cyprus," said Turkish Airlines Chairman of the Board and the Executive Committee M. IkerAyci.

Entirely funded by the Kurdistan Regional Government (KRG), Erbil International Airport, located in the oil-rich Kurdistan region in northern Iraq, continues to see increase on passenger traffic and cargo volumes. Major airlines like Emirates, Lufthansa, Turkish Airlines, among others, are now serving the route.

Abu Dhabi launches USD142 million 'Hub71' to support tech startups

HUB71

ABU DHABI: The capital of the United Arab Emirates launched in March a AED520 million (USD\$142 million) new platform known as "Hub 71" to support high tech startup companies in the region.

H.H. Sheikh Khalid bin Mohamed bin Zayed Al Nahyan, Member of the Abu Dhabi Executive Council, and Chairman of the Executive Committee, said an additional AED535 million fund has been set aside to invest in technology businesses established in Hub71, raising the total government investment in the Abu Dhabi tech sector to more than AED1 billion (about USD\$272 million), reported the Emirates state news agency WAM.

Starting April 28, 2019, the fund will co-invest with VCs in Hub71 based tech start-ups through a government matching scheme, as well as invest in first-time fund managers to support their establishment and growth in the Emirate. Hub71 is also offering fully subsidised housing, office space and health insurance for seed-stage tech companies. For more established tech ventures, 50 percent subsidy packages will be available.

Hub71 was established by the government to further underpin the Emirate's status as a vibrant destination of digital transformation, innovative initiatives and high-tech entrepreneurs

in collaboration with key global technology companies.

The new platform is a key initiative of Ghadan 21, the Government's economic accelerator program announced last September by His Highness Sheikh Mohamed bin Zayed Al Nahyan, Crown Prince of Abu Dhabi and Deputy Supreme Commander of the UAE Armed Forces.

"Abu Dhabi has proven itself as a place where innovation can succeed and inspire. Through the Abu Dhabi Government's economic programs and plans, we're doubling down on our efforts to make Abu Dhabi a global beacon for technology and innovation," Jassim Mohammed Buatabh Al Zaabi, Chairman of the Abu Dhabi Executive Office, said during the project's launch.

As part of the initiative, the AED535 million fund will be administered by the Abu Dhabi Investment Office, to invest in startups and venture capitalists, VCs, at Hub71.

Mubadala Investment Company, Microsoft and SoftBank Vision Fund are founding partners of this new initiative, working in close collaboration with Abu Dhabi Global Market, ADGM, to create a dynamic business environment for innovation and entrepreneurship.

China plans to build world's first deep sea AI colony



BEIJING: China is planning to build the world's first deep sea "artificial intelligence colony on earth" using robot submarines that can map out and survey seabed with depths of up to 11 kilometers, the state media disclosed.

So far, only 1 percent of the earth's seas and oceans have been explored. The Chinese Academy of Sciences in Beijing, which is leading the project, hopes their underwater exploration will lead to more data about marine life and analyzing mineral ores which could be used for industrial and scientific purposes.

The project named after the ancient Greek underworld of Hades involves having the robot submarines connected to floating docking platforms through cables to explore the deepest parts of the sea, the media reported.

Beijing has yet to specifically name the exact location with which it wants to build the AI colony but analysts surmise it could be in the disputed Spratly Islands in the South China Sea where it has already begun building structures.

China earlier said it wants to build 20 floating nuclear power plants in the contested chain of small islands by 2020, a potential

violation of international laws, after a United Nations court ruled in 2016 China has no historical rights to the South China Sea.

The Philippines, Vietnam, Malaysia, Taiwan and China are locked up in a dispute over ownership claim in the Spratly Islands which is believed to be rich with oil and marine resources.



EXECUTIVE MOMENTS

Saudia Cargo appoints new executive director for worldwide operations

JEDDAH: Saudi Airlines Cargo Company has appointed Per Hojland to the position of Executive Director, Cargo Operations Worldwide.

Danish national Per took up his new position in Jeddah in March. He joins Saudia Cargo after having spent the past 25 years in various roles in the air cargo and logistics industry, having worked for companies such as SAS and Spirit Air Cargo Handling, as well as logistic companies outside the aviation sector.

In his new role, Per will be responsible for the management of all Saudia Cargo's International

operations including overseeing the standards and services worldwide.

"Per has vast experience in the air cargo industry and within logistics and this will make him a great addition to our team. We look forward to him making a valuable contribution to our business and customer services," said Teddy Zebitz, Chief Air Cargo Officer, Saudia Cargo.

"I am proud to be joining Saudia Cargo with its strong vision for the future and I look forward to be a part of the Saudia Cargo team and contributing to its continued success," said Per.

Saudia Cargo has an extensive global network spanning four continents, 225 international destinations, & 26 domestic destinations. It operates a modern dedicated freighter fleet and offers an ample capacity on Saudia passenger fleet with a wide range of products. It renders a high level of service while continuing to deliver cost-effective solutions.



Per Hojland

American Airlines Cargo picks new management team members



Brian Cooley



Tim Paliganoff



Lorraine Chin



Rich Burkhardt



Chris Isaac

DALLAS/FORT WORTH, TX: American Airlines Cargo has named new leaders in its organization, some are joining the Cargo team for the first time.

Lorraine Chin has joined the Cargo team as General Manager, Cargo Operations at Los Angeles International Airport (LAX). An up-and-coming leader at American, she takes on this new role after serving as one of its managers, overseeing Ramp operations at LAX, following vast experience in various operational roles across the company, including Customer Operations, Customer Care, Tower Control, and Reservations.

On the East Coast, Brian Cooley has been promoted to General Manager, Cargo Operations – Philadelphia International Airport (PHL). He has over 20 years of Cargo experience, most recently serving as the Cargo Duty Manager at John F. Kennedy

International Airport (JFK), where he was Chairman of the Kennedy Airport Airlines Management Council for Cargo Operations (KAAMCO).

Rich Burkhardt will be assuming the Sr. Manager, Cargo Field and Mail Operations role. Rich currently serves as the General Manager, Cargo Operations – JFK. He has led one of American's largest Cargo hubs at JFK in addition to managing regional spoke and postal operations. Rich has a Bachelor of Science and MBA from Embry-Riddle Aeronautical University and was an adjunct professor at York College in Jamaica, New York.

"We're extremely lucky and excited to have people like Lorraine, Brian and Rich leading key parts of our cargo operation," said "David Vance, VP, Operations, American Airlines Cargo. "They each have outstanding operational & leadership backgrounds, and a knack for providing exceptional customer service."

Two new additions to the Cargo senior leadership team include Tim Paliganoff, Director of Customer Experience, and Chris Isaac, Director of Revenue Management.

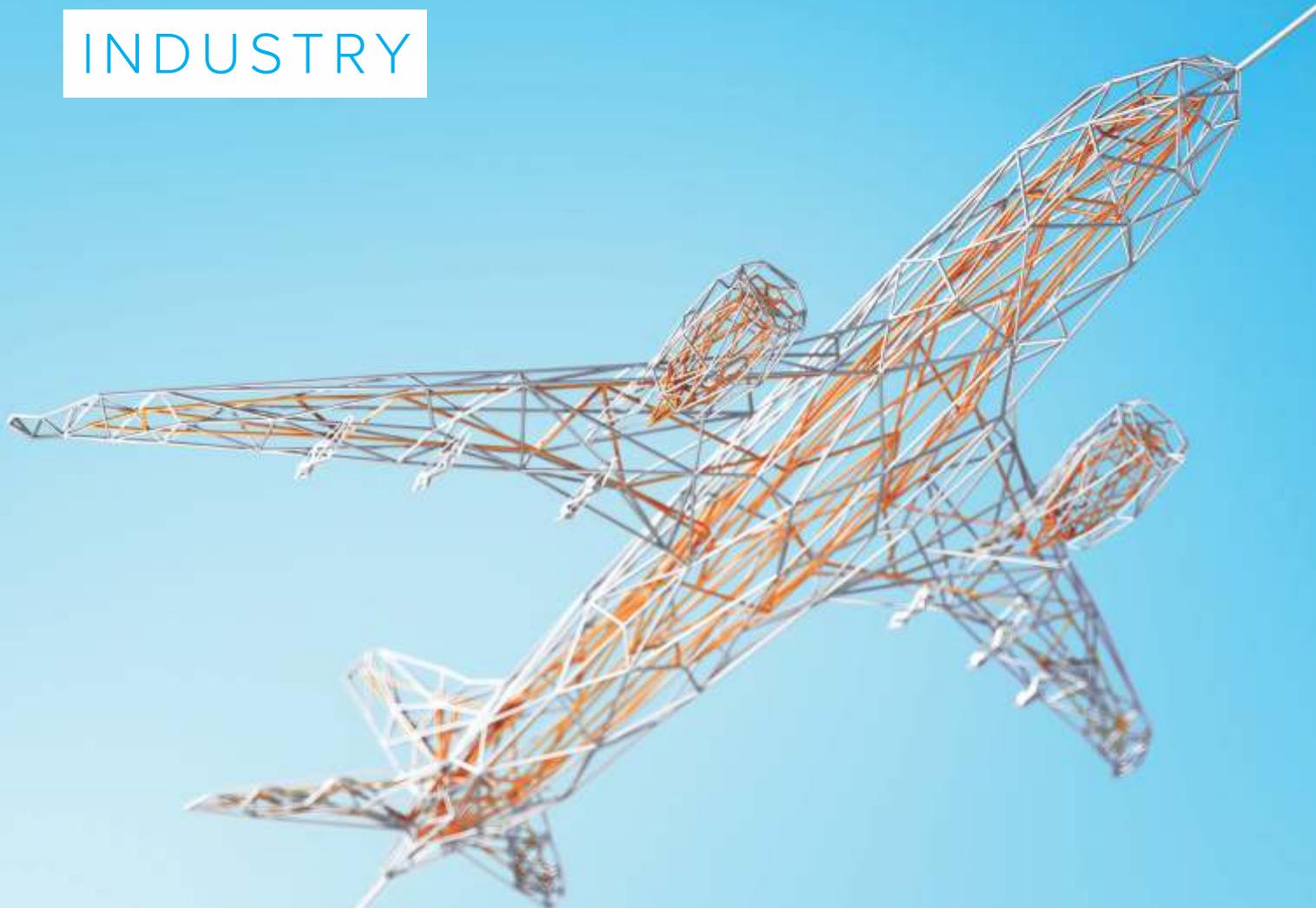
Tim has been a part of the Cargo team since 1996, when he joined the Cargo Sales organization after working as a Passenger Service Agent in Chicago. He has held a half dozen different roles within Cargo Sales, but most recently served as the Senior Manager of Field Operations, with oversight of the operations in more than 120 cities. He takes on this role left vacant by Eric Mathieu, who now leads the Cargo operation in Miami, as Director, Cargo Ops – MIA.

Chris, filling the position formerly held by Lori Sinn, has held various roles with the company, including 12 years in Revenue Management, leading various companywide efforts, such as increased capacity utilization and the TWA integration.

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UPCOMING EVENTS

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Airport Show 2019

The world's largest annual airport exhibition is all set to be power-packed when it returns for its 19th year in Dubai this April with a record 375 exhibitors expected from 60 countries.

Organized by the Reed Exhibitions Middle East, the dedicated B2B event will have more than 7,500 attendees and will feature two co-located events: Air Traffic Control (ATC) Forum and Airport Security Middle East, as well as a newly-revamped Global Airport Leaders Forum (GALF), Women in Aviation (WIA) General Assembly and a new addition, CAPA's Middle East & Africa Aviation Summit. This year, the event's exclusive Business Matchmaking program is expected to exceed 300 Hosted Buyers across the multiple content and networking events.

Dubai International Convention and Exhibition Centre | Dubai, UAE
April 29-01 May, 2019



Air Cargo Europe 2019

The international freight industry will once again gather for a high-profile conference and major exhibition in Munich, Germany in this year's Air Cargo Europe. Integrated with transport logistic, the world's leading trade fair for logistics, mobility, IT and supply chain management, the event will bring together close to 200 exhibitors from 37 countries.

Messe Munchen, Munich, Germany
June 04-07, 2019

Africa Aviation Conference & Exhibition

The Africa Aviation Conference & Exhibition will cover the full aviation and aerospace spectrum across the African continent with the main aim of increasing air connectivity among African nations and connecting Africa to the world and this process will be facilitated through pre-arranged meetings, interactive workshops, the exhibition itself and networking events.

Mount Meru Hotel | Arusha, Tanzania
June 3-5, 2019

Logistics Expo

The Logistics Expo is the event that brings together the companies, personalities and authorities most representative of the logistics sector of the Mercosur and it features an exhibit of the fleet and light vehicles for the distribution, logistics operators and freight forwarders, logistics real estate, legal agents, types of transportation, and much more.

Talleyrand Costanera | Asuncion, Paraguay
June 5-6, 2019



Air & Sea Cargo Americas 2019

Air & Sea Cargo Americas will bring together top executives from all sectors of the aviation, maritime and logistics industries to exchange views and experiences to enhance the growth of the cargo industry in the Western Hemisphere. Airports, seaports, exporters, shipping lines, freight forwarders, shippers, importers, consignees, equipment and technology suppliers, among others, will interact, exchanging ideas and information. Topics will include security, regional consolidation, manufacturer and shipper needs in high growth cargo, trade facilitation, improving productivity, speed and service quality, responding to market changes and demands from shippers, consolidators and forwarders, and controlling costs while streamlining customer services.

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Dubai Airshow 2019

The 2019 edition of the Dubai Airshow will once again bring the aerospace community together. Show on show, the Dubai Airshow delivers an unrivalled gateway to established and developing markets – with 80% of the world's population located within eight hours of one of the UAE's airports this is where the industry comes to make connections.

Dubai Airshow 2017 gathered together 1,200 exhibitors from 63 countries, over 79,380 trade visitors with 159 aircraft on display. The event generated an order book of \$113.8 billion, the biggest in its history.

www.dubaiirshow.aero
DWC, Dubai Airshow Site
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