



air cargo update



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Expanding Horizons

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ULS Airlines Cargo

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The Lounge



Ingo Zimmer
CEO, ATC Aviation Services



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Air Cargo Update is a platform to disseminate news and tackle issues in the global air freight industry with emphasis in the Middle East, South Asia and Africa.

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Weak but not down

The air cargo industry is capping the year with weak throughputs and statistics pointing to 12-month low ending in October 2019 by as much as 4% compared to previous records.

And when all the numbers are tallied, air freight volumes look set to record a year-on-year decline in 2019, its worst annual performance since the global financial crisis, the International Air Transport Association concluded.

Cargo volume outcomes have been stable in seasonally adjusted terms but it remains weak against the backdrop of an uncertain global economy. There are, however, hopes in the horizon with e-commerce cushioning the impact of volume losses in cargo and the industry's resolve to digitalize its operations, enhancing efficiency and eliminating unnecessary expenses. Online platforms are also fast emerging as integral part of the industry, enhancing immediate access to air freight services and supply chain, thereby, contributing to sales.

In this edition, we'll share with you the story of a private air freight carrier in Turkey, which in just over a decade, had managed to set out a name for itself in the air cargo industry despite the odds. ULS Airlines Cargo says its sales went down this year but it remains optimistic for 2020. In fact, it's expanding its fleet.

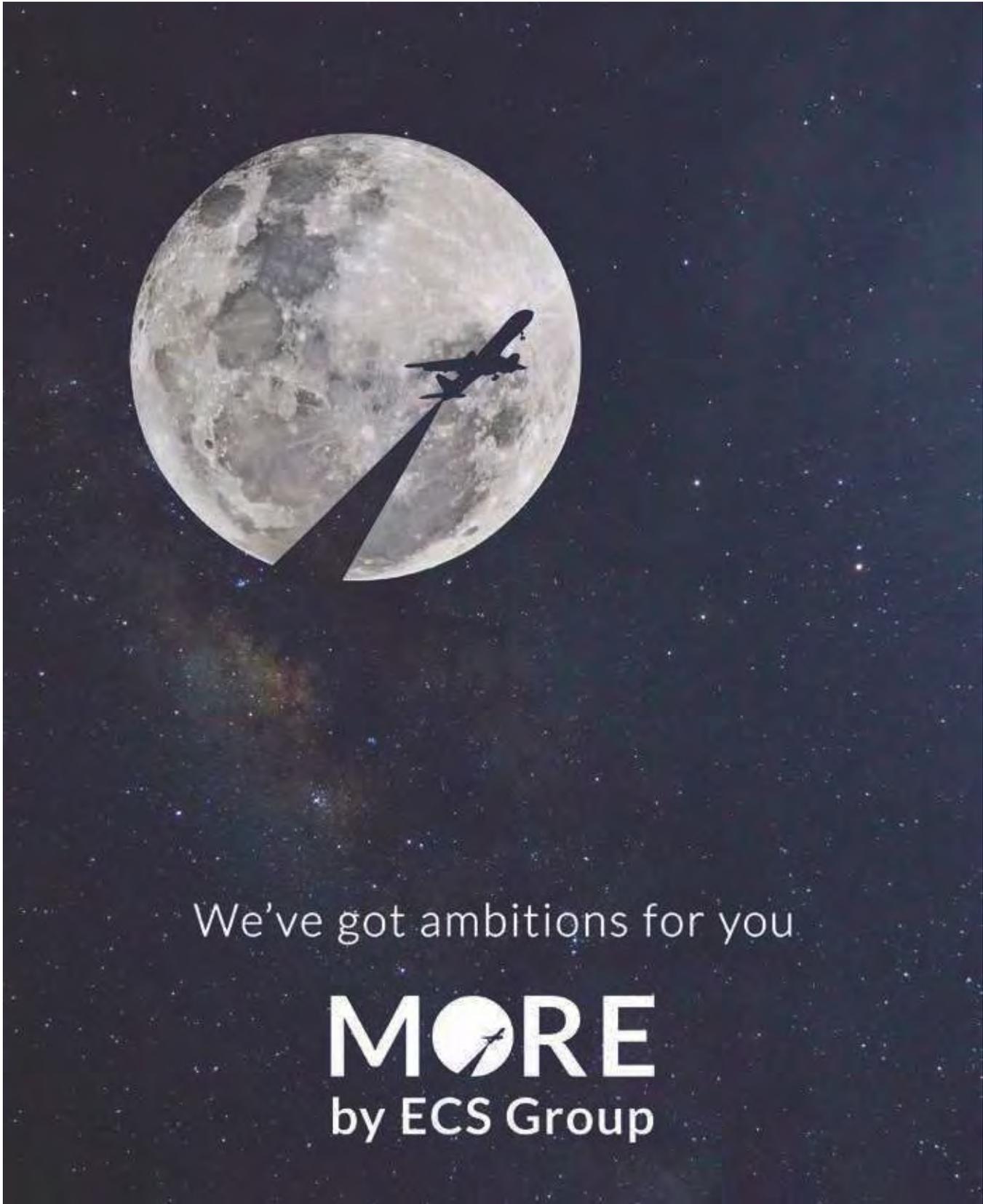
From the recently concluded Dubai Airshow, we'll share aviation and aerospace news and insights in the Middle East and beyond.

On airports, we have a story on Helsinki Airport's resolve to make good use of discarded textile and plastic waste. The result: durable and beautiful furniture, tables and chairs in particular, that could potentially last for 50 years. Art blended with technology contributing in some ways to solve environmental problems amid the imminent disastrous impacts of climate change.

These and more in this month's edition of **Air Cargo Update**. Happy holidays!

Gemma Q. Casas
Editor-in-Chief

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The CEO who collects wine, Cuban cigars & books

It was more than three decades ago when Ingo Zimmer first joined the air cargo industry. His first job was with Danzas in Germany as an apprentice before spending the next four years with the German Air Force.

After his military stint, Zimmer returned to the air freight industry in 1987 as cargo-agent in Röhlig Airfreight. Two years later, he moved to ATC Aviation Services, where he spent the next 30 years helping grow the company which now has a turnover of more than EUR400 million annually.

“In 1989, I have changed to ATC Aviation Services and opened the office in Germany. Over the years, I was promoted from various posts to the COO and from 2009, as CEO of ATC Aviation Services,” Zimmer recalled.

Three decades ago, ATC only had offices in Switzerland, France and Germany representing only two airlines—Air Mauritius and Air Madagascar. Today, it is among the world’s leading GSSA companies with more than 75 airlines in its portfolio.

“Today, we are representing more than 75 airlines in 27 countries. Our annual turnover is 400 Million Euros. Among our airline customers are ANA, Qatar Airways, United Airlines, Etihad, Ethiopian Airlines, Turkish Airlines and many others,” Zimmer shared with Air Cargo Update.

Back in the day, sales and communications were done mainly through telex and fax machines. Statistics and market information only came from government sources as opposed to today’s open data source policy.

“Today, the digitalization in our industry is an important topic. Vertical sales and customer segmentation is important to achieve optimum results. Data collection and evaluation based on CASS data, Seabury information and many other sources are necessary to steer our worldwide information. State-of-the-art IT and new software like Power BI keep us on the top of the industry,” said Zimmer but emphasized that people remains the greatest assets of any company even in today’s fast-paced digital world. “Still our team members and managers are our biggest assets.”

Not wanting to rest on his laurels, Zimmer continues to lead ATC in exploring new opportunities. His team now eyes expansion to Asia after successfully conquering the markets in Europe, US, Canada, South America, India and RSA.

Balancing family time with work, Zimmer also loves spending time with his four children and walking his two dogs. He also plays golf and read whenever he can find the time.



Ingo Zimmer
CEO, ATC Aviation Services

He highly recommends these three books—Radetzkyarsch by Joseph Roth, The Methusalem Komplott by Frank Schirmacher and the Bible.

Collecting wines and Cohiba cigars from Cuba, where his wife came from, is also part of Zimmer’s happiness.

“My priciest piece is the Chateau Haut-Brion 1983 which is very expensive. In my collection, I also got red wines at more moderate prices from Spain, Argentina and France. One of my favorites is the Abadía Retuerta Selección Especial 2012. I enjoy wine with a cigar. My wife is from Cuba and besides wines, I am also collecting Cohiba cigars,” says Zimmer who has extensively traveled across the world.



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BUD Cargo City: Cargo Gateway of Central and Eastern Europe



BUDAPEST: The €50 million BUD Cargo City was officially turned over to Budapest Liszt Ferenc International Airport late November, a little over a year after construction began at the site envisioned to be Hungary's cargo gateway to Central and Eastern Europe.

The facility boasts of world-class logistics base and also offers a professional environment and enhanced competitiveness for air cargo operators that could potentially bring a regional leading role in the industry for Budapest Airport and the Hungarian economy.

The logistics complex is made up of a 21,200 sqm warehouse and office facility as well as an 11,650 sqm forwarder building, to be occupied by tenants from January 2020, facilitating cargo handling of unprecedented efficiency by ensuring cooperation of all market actors via their simultaneous presence on the same site.

It also features an adjacent concrete apron of 32,000 sqm to accommodate loading and unloading procedures for two Boeing 747-8F aircraft with 440 tons of maximum take-off weight each, at the same time.

Budapest Airport handled 146,113 tons of air freight in 2018, up by 15.9%. Officials forecast the airport's cargo volume to increase to 250,000 tons per annum with the opening of the BUD Cargo City, the gateway to Hungary for foreign logistics operators which also provides a link to foreign markets for Hungarian companies, enabling their further enhancement and business development.

The facility is already home to 35 tenants in total, including forwarders, cargo airlines, security service providers, and the customs authority, indirectly supporting 10,000 jobs in the Hungarian economy.

"The traffic data and the market have long required the increasing of capacities and we expect Budapest Airport to continue investing at the airport. The government and its official bodies will provide every assistance for this," said Hungary's Deputy Minister for Foreign Affairs and Trade Levente Magyar at the opening ceremony held on Nov. 22.

Dr. Rolf Schnitzler, CEO of Budapest Airport, noted the importance of BUD Cargo City in the country's growing economy.

"Liszt Ferenc International Airport is one of the major strategic facilities of the country, one of the largest employers in the region, and the most attractive workplace."

"Our operation is transparent, stable, and sustainable. Our position in the region is becoming stronger regarding passengers as well as air freight, which is also supported by the BUD Cargo City opening today. All this is the result of joint efforts – we really appreciate the effective support we received from the Ministry of Foreign Affairs and Trade and the neighboring municipalities," said Schnitzler.

Budapest Airport is home to 44 airlines which transported 14.9 million passengers to 125 destinations in 45 countries in 2018 (13.5 % growth rate vs. 2017).



Fausto, the father of many of the bears that traveled, is pictured here.

American Airlines Cargo offers exclusive bear-plane service from Argentina

DALLAS/FORT WORTH, TX: American Airlines Cargo safely transported on November 21, 10 brown bears from Ezeiza International Airport (EZE) to Dallas-Fort Worth International Airport (DFW).

The bears originated from the Mendoza Zoological Park, about 1,200 km from Buenos Aires, and ended their journey in Colorado at a Wild Animal Sanctuary.

"All team members involved worked together to ensure a successful, safe, and seamless experience for the bears and our customers," said David Vance, VP Operations for American Airlines Cargo. "It's always an honor to play such an important role in animal transport, and we are thankful to have been selected for this incredible opportunity."

Lufthansa Technik Middle East increases footprint in the region



HH Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum, Crown Prince of Dubai, at Lufthansa Technik's stand at Dubai Airshow 2019 with Lufthansa Technik Middle East CEO Ziad Al Hazmi, 3rd left, and other executives. WAM Photo

DUBAI: Lufthansa Technik Middle East (LTME) has further increased its footprint for Maintenance, Repair and Overhaul (MRO) services in the Gulf region by expanding both its production capacity and its product and capabilities portfolio.

The wholly-owned subsidiary of Lufthansa Technik AG also welcomed several new major regional and supra-regional customers. It also increased its workforce at the Mohammed bin Rashid Aerospace Hub at Dubai South Airport (DWC) prioritizing local talents through cooperation with Middle Eastern universities such as the Emirates Aviation University in Dubai and the American University of Sharjah.

Since opening its new facility in 2017, LTME's customer base has seen continuous growth and now stretches even beyond the Gulf region by providing regular services to several African and East-Asian airlines. Expanding further in the region, it now provides ad-hoc maintenance services within its repair portfolio for Gulf Air, the national carrier of the Kingdom of Bahrain.

"Gulf Air is committed to achieving technical excellence in aircraft maintenance. LTME's vast experience and high quality technical expertise in the areas of maintenance is the primary reason we selected the company as Gulf Air's ad-hoc repair service provider for such critical items like

radomes," said Gulf Air's Chief Technical Officer Jamal Hashim who also highlighted the advantages of close proximity between the UAE and Bahrain in decreasing turnaround time and reducing logistic charges, ultimately cutting Gulf Air's operational costs.

Ziad Al Hazmi, Chief Executive Officer of LTME, for his part said: "The establishment and further expansion of Lufthansa Technik Middle East is progressing well. Our new facility inaugurated two years ago has significantly strengthened our footprint in the region. With ongoing investments in our local product and capabilities portfolio as well as in the local people, we are looking forward to even further expand our contribution to this important region."

LTME's local product portfolio has recently been broadened with additional Airframe Related Components (ARC) and flight control repair capabilities and an extended spare parts pool for engine nacelles of the Boeing 787. Moreover, the company offers ARC support, AOG (Aircraft-On-Ground) support and engine wash services as well as a local material support desk.

The material pool in Dubai now covers parts and components for the Boeing 787, 777 and the Airbus A320 and A350 families.

US seeks to empower FAA with oversight on foreign repair stations

WASHINGTON, DC: The Chairman of the House Committee on Transportation and Infrastructure Peter DeFazio (D-OR) has introduced new legislation increasing the Federal Aviation Administration's oversight on MRO stations located outside of the US.

If enacted into law, The Safe Aircraft Maintenance Standards Act would allow unannounced FAA inspections for foreign repair stations at least once a year. It would also require mechanics and others working on US registered aircraft to be certificated under FAA regulations, regardless of location (e.g., technical fluency in English, completion of FAA testing, and demonstration of certain knowledge and skills). Air carriers would also be required to submit a detailed maintenance report to the FAA every month.

"For years, I've pressed FAA officials to heed the warnings from its own Inspector General and to do more to close the gap between our safety standards and those of foreign repair stations. The bill I'm introducing today does just that by establishing one standard of safety regardless of where the aircraft is maintained. I look forward to moving this bill through Committee quickly, and ultimately getting it signed into law," said Chair DeFazio.

The bill, which has strong support from other lawmakers, is also backed by unions representing US mechanics and aviation safety inspectors who raised concern over outsourced jobs to countries with weaker safety standards, particularly in Asia and South America.

Saudia Cargo carries Formula E cars from Europe to KSA



JEDDAH/RIYADH: For the second year in a row, Saudia Cargo successfully transported 67 cars weighing 375 tons in four shipments in time for the World Championship Formula-E cars two-day event that took place on November 22-23 at the Historical Diriyah in the Saudi capital Riyadh.

The Formula E cars first departed from Milano, Italy, then moved to Doncaster in the United Kingdom before finally reaching the King Khalid International Airport, Riyadh.

Abdulrahman Al-Mubarak, Saudia Cargo's Chief Commercial Officer, said their team exercised extreme care in the ground-handling operations of the Formula-E cars and coordinated the entire process with the organizers of the Championship.

"Saudia Cargo is a major supporter of all global events taking place across the Kingdom and always mobilizes its logistics capabilities to ensure the success of these events. We have transported all types of equipment and spare parts for major events around the country related to sports, entertainment, cultural and social," Al-Mubarak stressed.

This year, hundreds of tons of WWE equipment, Cirque Du Soleil, artworks of international artist Leonardo Da Vinci, as well as the Discovery Exhibition space parts were transported during Jeddah and Riyadh seasons.

Saudia Cargo's network covers more than 900 global destinations in more than 175 countries, a proud SkyTeam Cargo Alliance member, with proven logistical capabilities and dependable freighter fleet.

France's 'Beaujolais Nouveau' safely reaches Japan

PARIS/TOKYO: Some 225 tons of the famous French red wine 'Beaujolais Nouveau' safely landed in Tokyo recently thanks to the combined efforts of DHL Aviation, Nippon Express and the GSSA Aero Cargo France, a subsidiary of ECS Group.

To move this much French wine from Paris (CDG) to Tokyo (NRT), three operations were needed: two full charters plus another shipment. The two charters arrived at NRT on November 5 and 12, respectively.

"Through our partnership with Aero Cargo France, our GSA representative in France, we take pride in our direct customer engagement. During the 2019 Beaujolais Nouveau season, DHL & Aero Cargo not only used DHL's five weekly Narita flights to promote our network to Beaujolais customers in France, we also ensured a full end-to-end customer service delivery through a flight arrival event at Narita Airport to mark the arrival of the first 90 tons

of this year's Beaujolais season," said Kim Van Assche, VP Sales Europe at DHL Aviation.

Work between the partners to set up this large-scale operation began earlier in the year, with a contract signed in July and the first development in September.

“We are regularly involved in shipping Beaujolais Nouveau. Thanks to good relationships with Nippon Express and the trust that DHL Aviation has in us and in our ability to optimize the way in which Beaujolais is marketed, this operation was a great success," said Jean Ceccaldi, Managing Director of Aero Cargo France.

"The main difficulty is the natural factor, which is by definition beyond control. Indeed, the availability of the wine with sufficient time for all the logistics required before the air shipment is the crucial point. But this year, nature was on our side and all worked well," he added.

Sichuan Airlines chooses ATC Aviation to handle its general sales in Europe

FRANKFURT: The biggest airline in western China, Sichuan Airlines, has chosen ATC Aviation Services AG as its GSSA for Europe.

One of the leading cargo GSSAs, ATC said it is honored to work with Sichuan Airlines. The Chengdu-based carrier founded in 2002 operates the largest all-Airbus fleet of +150 aircraft in China, serving more than 300 domestic and international routes covering Asia, Europe, North America and Africa.

“We are honored to represent Sichuan Airlines in Europe. Our professional and experienced team will work continuously to position Europe as an important point of sales for the airline’s international network,” said Ingo Zimmer, CEO of ATC Aviation.

Sichuan launched its direct flight from BRUSSEL to XI’AN on November 26, operating an A330 freighter.

Edward Zhou, Department Manager of Freighter Sales Department of Sichuan Airlines Logistics Co. Ltd., said it is upbeat the deal will yield to growth for both companies.

“Brussels is an important European Gateway and we will operate 2 direct flights weekly from BRU-XIY. From Xian connection by air and trucking are offered to the main destinations in China,” said Zhou.

“Additional international freighter services are operated by Sichuan Airlines to Japan and India. By working together with ATC we rely on an experienced international network which will support us to increase sales within this major markets,” he added.

Virgin Atlantic ups cargo capacity to India, Africa and the US

LONDON: Virgin Atlantic is increasing its cargo capacity to India, Africa and the United States with its new summer 2020 flying program.

The airline, which has been serving the Indian route for 20 years now, is introducing a second daily Boeing 787 service to Delhi Indira Gandhi Airport, from March 29, 2020, departing from Heathrow in the morning while complementing its current evening departure, a big support for the country’s thriving import and export markets.

India shipped US\$323.1 billion worth of products around the globe in 2018, up 9.2% year-on-year, with the US and UK markets accounting for \$51.6bn and \$9.8bn of its exports respectively. Virgin Atlantic’s Boeing 787-9 services offer up to 26 tons of cargo capacity on every flight, which from India includes high volumes of perishables, pharmaceuticals and courier shipments.

Transatlantic customers – including those with high volumes of e-commerce traffic – will also gain from the launch of an additional weekly service to San Francisco, departing every Friday, providing a choice of twice-daily flights between Heathrow and the Golden Gate City.

Cargo customers will also benefit from Johannesburg becoming the first non-US route to debut Virgin Atlantic’s brand new A350 aircraft, with a daily service from March

2020. The aircraft is already significantly boosting cargo capacity on its current routing between London and New York, with its next services earmarked for Los Angeles, followed by San Francisco and Lagos.



By August, Virgin Atlantic’s A350 aircraft will fly to new destinations—Johannesburg, Los Angeles, San Francisco and Lagos—across its network and all its flights to Africa will be on the new aircraft.

“These new routes and frequencies for summer 2020 are great news for our cargo customers. India, South Africa and Nigeria are very important and growing routes for our cargo business, so our commitment to offer more capacity connecting customers in these countries to their prime UK and US markets will help to open up opportunities for more import and export growth,” said Dominic Kennedy, Managing Director of Virgin Atlantic Cargo.

Turkish Cargo widens ‘pharma corridor’ on its growing network



ISTANBUL: Already a most sought after brand in airlifting pharmaceuticals products, Turkish Cargo further enhanced its clout on the market by expanding the “pharma corridor” in its wide flight network.

Turkish Cargo, the fastest growing global air cargo brand, said it has created a pharma corridor covering more than 400 stations, carrying pharmaceuticals in important and certified destinations such as Mumbai, Brussels, Istanbul, Singapore, Dubai, Basel, London, and Amsterdam.

“As Turkish Cargo, we carry out the pharmaceutical transports from Atatürk and Istanbul Airports that have been certified by the global air cargo authorities and thus hold the IATA CEIV certificate within the cold chain integrity. While maintaining our successful Dual Hub operations, we carry out the land transports between two airports by using active temperature-controlled vehicles that hold all the necessary international certificates to preserve the cold chain integrity,” said Turkish Airlines Chief Cargo Officer Turhan Özen.

“Besides, the natural hub Istanbul, which is at the center of gravity of the air cargo trade, provides the appropriate climate conditions for the time and temperature sensitive cargo transportation throughout the year. Together with our flag-carrier master brand Turkish Airlines, we aim

to become one of the top three air bridges of the world,” he added.

Operating in 15 stations that hold the IATA CEIV (Center of Excellence for Independent Validators) certificate, Turkish Cargo also has completed the IATA CEIV Pharma certificate renewal process for Atatürk Airport and is also qualified for the same certificate for Istanbul Airport (IST) now as well.

It currently serves 14 stations that hold the EU’s Good Distribution Practice certificate in addition to pharmaceutical transport operations in 40 stations that hold QEP (Qualified Envirotainer Provider) certificate, ensuring active temperature control between destinations that are thousands of kilometers far from each other.

Maintaining its operations in compliance with the global air cargo standards in 126 countries of the world, Turkish Cargo says it continues to offer active and passive solutions for medicine consignments through its storage areas within the temperature range of -20/+25° C that meet high quality standards along with temperature-controlled wide body and cargo aircraft.

Turkish Cargo has a wide flight network covering over 300 routes, 88 of them being direct cargo destinations.

TIACA concludes summit challenging members to become ‘ambassadors’ of change

BUDAPEST: The TIACA Executive Summit 2019 concluded with Chairman Steven Polmans challenging members to become “ambassadors” of change to push the air cargo industry to new frontiers.

The three-day summit of The International Air Cargo Association (TIACA) held in Budapest, Hungary on Nov 19-21 drew more than 200 participants from across the industry who shared knowledge and best practices through various training programs. They also tackled issues about digitalization, impacts of e-commerce on the industry, the volatile global trade, among other things.

“Who can be better ambassadors for TIACA than the members themselves? This is our role if we want to reach

our common goal, developing our industry,” said Polmans. “We are not going to revolutionize everything at once. We need to work step by step. We want to involve our members more and to do that we need to ensure that they and the industry as a whole are better informed.”

TIACA Secretary General Vladimir Zubkov says the group continues to build and nurture partnerships where possible to uplift industry standards and make it more dynamic.

“TIACA constantly strives to build and nurture partnership, and we are committed to developing these partnerships at the global and regional levels. And we are not just saying that – we act. In fact, during the Executive Summit, we’ve signed two main agreements with Pharma.aero and Routes,” said Zubkov.

Abu Dhabi Airports and Etihad Cargo team up to turn UAE capital into global cargo & logistics hub

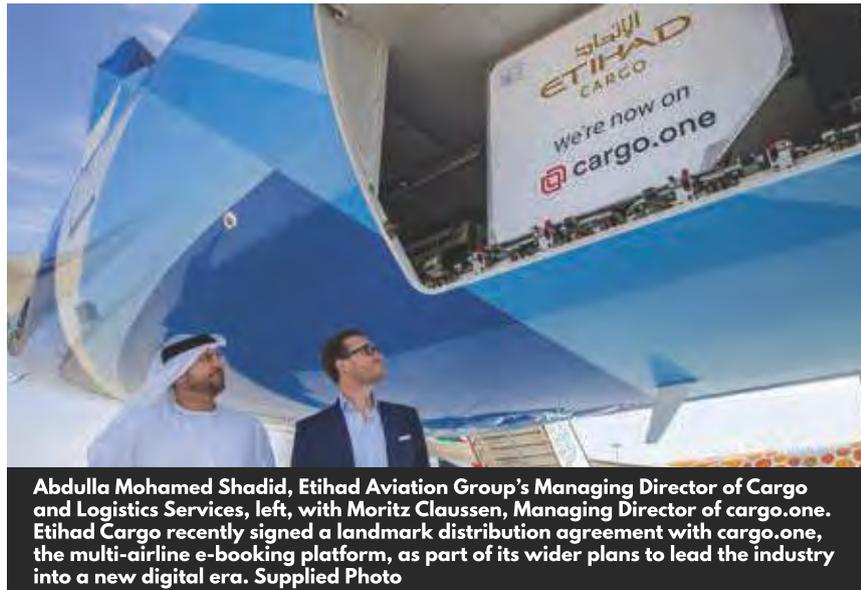
ABU DHABI: Abu Dhabi Airports and Etihad Cargo announced they will jointly implement a multi-phased cargo infrastructure development in a bid to turn the UAE capital into a global multimodal cargo and logistics hub to sustain economic growth in the country.

The plan will culminate with the inauguration of Etihad Cargo's future home, a new state-of-the-art air cargo terminal in the East Midfield section of the airport, an area designated by Abu Dhabi Airports for future integrated cargo, logistics and integrator activities.

The first phase, the upgrading of the Southside Etihad cargo facilities, will start immediately and due for completion in phases between the fall of 2019 and end-Q3 2020. The scope includes the enhancement of RFS loading docks with levellers, insulation and floor work for faster and more efficient loading with stricter temperature controls, increased storage space and additional build-up and breakdown zones to improve production workflow, and upgraded cool chain facilities for both its fresh and pharma

handling and storage operations.

"Today, we are putting in place the right foundations and frameworks for our future cargo activity, which in a few years will re-shape this industry for Abu Dhabi. Abu Dhabi is the future's cargo hub for the region and the world," said Bryan Thompson, CEO of Abu Dhabi Airports.



Abdulla Mohamed Shadid, Etihad Aviation Group's Managing Director of Cargo and Logistics Services, left, with Moritz Claussen, Managing Director of cargo.one. Etihad Cargo recently signed a landmark distribution agreement with cargo.one, the multi-airline e-booking platform, as part of its wider plans to lead the industry into a new digital era. Supplied Photo

Tony Douglas, Group CEO, Etihad Aviation Group which Etihad Cargo is part of, says, "The immediate investment in the Southside terminal will deliver a step-change in the efficiency and capability of our existing facilities, while the announcement of the development of a new facility reinforces Etihad's commitment to developing Abu Dhabi as a world-class hub for the logistics of the future."

Abu Dhabi Airports is also setting the groundwork for the first phase of a bonded, non-bonded and free zone area adjoining the airport designated as "Al Falah Free Zone" designed to be a prime location for e-commerce fulfilment and logistics warehousing.

FedEx Express and Dubai Airports to further jointly develop 'Roxo' - the SameDay Bot



Pictured from left: James Muhs, Regional President at FedEx Express MEISA, Roxo - the FedEx SameDay Bot, Faisal Al Mulla, Director of Cargo Business Management at Dubai Airports. Supplied Photo

DUBAI: Dubai Airports will join the UAE Customer Advisory Board for Roxo, the FedEx SameDay Bot, focusing on collaboration with the global transport company to develop a device to meet business needs in the United Arab Emirates.

FedEx Express, a subsidiary of FedEx Corp (NYSE: FDX) and the world's largest express transportation company, made the announcement at the recently concluded Cargo Connect Conference in Dubai, part of the 5-day long Dubai Airshow 2019.

Roxo is an autonomous delivery device, designed to travel on sidewalks and along roadsides, safely delivering smaller shipments to customers' homes and businesses. Its features include pedestrian-safe technology from the iBot,

plus advanced technology such as LiDAR and multiple cameras, allowing the zero-emission, battery-powered bot to be aware of its surroundings.

"Feedback from customers will ensure that real-use conditions are taken into consideration as early as possible during the ongoing development of Roxo's capabilities," James R. Muhs, Regional President for FedEx Express in the Middle East, Indian Subcontinent and Africa, said in a statement.

Eugene Barry, Executive Vice President – Commercial, Dubai Airports, said, "There are several potential applications we see for commercial and non-commercial uses between airport teams, and between businesses and travelers. We are excited to be involved in the evaluation with FedEx Express and with our airport partners."

Cargolux renews Cargo iQ certification for 3 years

LUXEMBOURG: Cargolux Airlines announced it has successfully renewed its Cargo iQ certification for the next three years, reflecting its commitment to ensure seamless transportation of air cargo in the supply chain.

"Cargolux has been committed to the Cargo iQ project since the very beginning and has been actively involved in the development and implementation of improved business processes. We are proud to have achieved the Cargo iQ re-certification, a testament to our engagement in the establishment of a smooth and seamless logistics chain," Franco Nanna, Director Global Logistics Services explains.



Cargo iQ is an IATA-interest group comprising airlines and forwarders that aims at improving the work processes throughout the transport journey from shipper to consignee.

The objective is to implement processes, backed by quality standards that are measurable and supported by data. As a founding member of the initiative, Cargolux says it takes the issue of seamless shipment transit very seriously and strive to enhance transparency and cooperation within the process.

As an airline with a global network and an international customer base, Cargolux says it continuously monitors and assesses its procedures and policies to ensure quality service for its stakeholders.

Lufthansa Cargo's smart booking provides real time immediate sales



FRANKFURT: Lufthansa Cargo continues with its digitalization program via the new digital interface, smartBooking, that enables customers and partners to make real time bookings with immediate confirmation.

Lufthansa said its new digital booking platform contains the available routings, capacities and prices and automatically executes all relevant checks. APIs (Application Programming Interfaces) are "state-of-the-art interfaces in a digital world enabling system-to-system communication. They allow networking both with booking platforms and directly with forwarders."

The German freight carrier said its direct customers, partners such as significantly growing cargo.one can also use the smartBooking API to make their platforms even more informative and customer-oriented with immediate access to available capacities and prices.

"We want to offer our customers seamless digital solutions. To achieve this, we connect digitally with our partners along the transport chain. SmartBooking is another major step in our digital transformation process. APIs will continue to gain in importance as an interface to our customers. We are delighted that as first platform our partner cargo.one is using smartBooking, making our services digitally available to many customers," said Peter Gerber, CEO of Lufthansa Cargo.

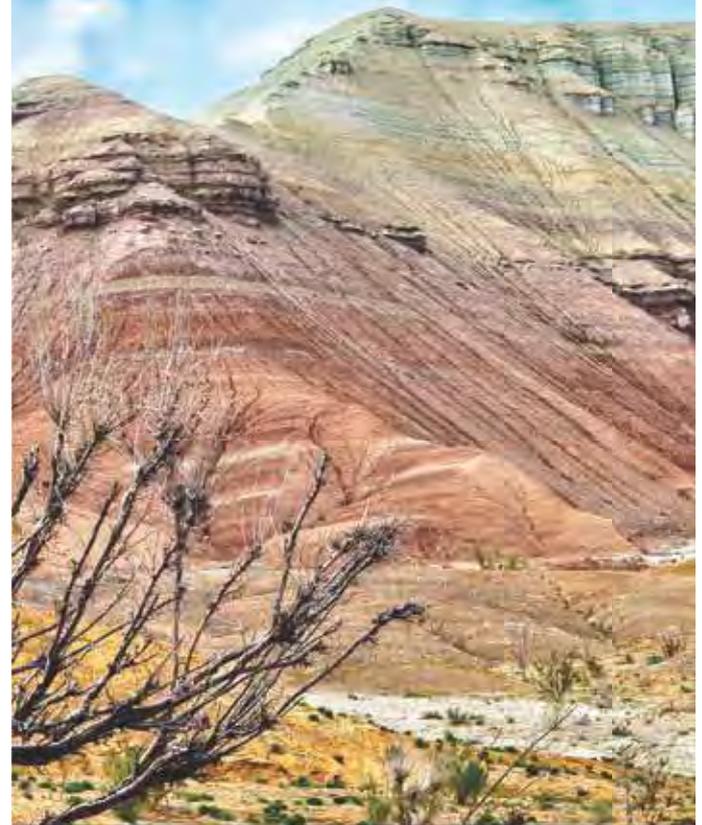
Oliver T. Neumann, Managing Director of cargo.one, adds: "We are delighted to see that cargo.one adds real value as a digital distribution channel by delivering significant booking volumes. Our aim is to deliver the best customer experience possible and to drive value and efficiency for the airfreight industry. Accordingly, we are excited to be the first Lufthansa Cargo partner to benefit from the new smartBooking API."

Lufthansa Cargo, which handled some 8.9 billion revenue-ton-kilometers of goods last year, joined forces with the digital booking platform cargo.one in July 2018. It is now a rapidly growing third-party distribution channel next to Lufthansa Cargo's own ebooking channel.

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DB Schenker joins 'Pan-African Mobility Alliance' in bid to nurture africa as future market

ESSEN: DB Schenker says it has joined the “Pan-African Mobility Alliance” – a union of business, science and politics in Africa – initiated by the German government to promote the continent’s economy.

“This underlines the importance Africa has for us,” explained Jochen Thewes, CEO of DB Schenker. “Economic output in Africa has grown enormously in some cases. We see a great potential in the continent and are anticipating a considerable demand for logistics. Today, with a population of 1.3 billion people in 54 countries, Africa is one of the regions with the fastest economic growth in the world.”

DB Schenker has been present in Africa since 1962 and is represented by branches, partners and over 1,100 employees across 26 countries. The alliance was established with several goals, including to maximize on logistical potential and infrastructure, particularly in the automotive industry. Due

to Africa’s recent population and economic growth, DB Schenker has initiated sustainable long-term collaboration in order to create jobs and purchasing power.

“Our customers are currently expanding their business in several African countries. As a global logistics provider, we create the necessary conditions on site to handle their supply chains smoothly. The initiatives of the Pan-African Mobility Alliance will support and improve this development,” said Thomas Ruelke, Chief Commercial Officer of DB Schenker Middle East and Africa, responsible for the growth of DB Schenker in this region.

DB Schenker expects the greatest economic development to come primarily from East and West Africa. Egypt and South Africa, where it has been active for many years, will continue to play an important role in future development, it added.

Abu Dhabi’s Maqta Gateway introduces global online delivery portal MARGO



ABU DHABI: Consumers in the UAE seeking to import personal goods anywhere in the world can now have it delivered directly to their homes with the newly-launched MARGO, a digital marketplace for cargo clearance and delivery solutions processed through Khalifa Port or the Abu Dhabi International Airport.

MARGO is the latest innovation of Maqta Gateway, a developer and operator of the first port community system in the UAE and a wholly-owned subsidiary of Abu Dhabi Ports. The digital delivery portal was launched during the 5th Digital Trade Community Forum in Abu Dhabi that Maqta recently hosted.

Maqta said MARGO is intended to make shipping easy and convenient by eliminating the previous requirement for customers to physically visit various locations across Abu Dhabi in order to complete clearance procedures and arrange for collection of the shipment themselves.

“Inspired by the vision of our wise leadership in the UAE, we at Abu Dhabi Ports embarked on our journey towards digital transformation over a decade ago. As trade enablers

and trade champions, we realised the opportunities that digitalisation offers and the benefits it would bring to Abu Dhabi and the UAE, and our partners and customers,” said Capt. Mohamed Juma Al Shamisi, Group CEO of Abu Dhabi Ports.

Dr. Noura Al Dhaheri, CEO of Maqta Gateway, said their aim is “to promote, develop and facilitate digitalisation across the maritime, trade and logistics industry, in order to streamline systems and processes and improve operations for all.”

“Margo is the ideal marketplace through which providers and customers can connect. We’re confident it will be a valuable addition to our portfolio of digital innovations, further increasing demand for Abu Dhabi Ports’ services while promoting sustainability through diversification,” she said.

Customers can avail of MARGO’s services by registering at its website www.margo.ae. A customer service team is available throughout the process to assist via phone or webchat.

Turkey upbeat with good turnout at logitrans

ISTANBUL: The three-day Istanbul logitrans concluded on November 15, 2019 with Turkey upbeat the event's good turnout will lead to more business for the country.

More than 15,600 participants with exhibitor increase of 16 percent turned out for the logistics event from 24 countries. Germany, Italy, Austria, France and Lithuania were among the top 5 nations that participated. Canada also took part in the first non-European Joint Pavilion.

The currently booming internet trade and the increasing production figures of the automotive industry are among the strongest drivers of the volume of goods, experts said. And Turkey is betting on contacts to the rest of the world with a view to further economic growth.

Turkey's largest foreign trade partner, Germany was represented with a total of 15 exhibitors and a country pavilion. Under the chairmanship of Stefan Schröder, Chief Advisor of the Logistics Alliance Germany, representatives of the German companies Universal Transport and Am Zehnhoff-Söns discussed which innovative solutions German logistics can offer with Peter Lüttjohann, Head of the Unit for Freight Transport and Logistics at the Federal Ministry of Transport and Digital Infrastructure (BMVI).

"Turkey is a lively hub in the Mediterranean region. The range of exhibitors and the variety of logistics solutions confirm the location as a geostrategic logistics hub of



international interest," stated Gerhard Gerritzen, member of the Executive Board of Messe München, at the event's opening.

logitrans' offer covered all modes of transport and sectors with a focus on project, automotive and consumer goods logistics.

Onur Göcmez, General Manager at Arkas Lojistik: "We meet as many customers in three days at logitrans as we can visit in a month. We conclude contracts and direct sales there. The trade fair is a significant contribution to our sales figures."

Nihat Ö. Ayhan, Sales Director, Schmitz Cargobull Treyler Turkey, expressed similar praise: "The interest in our products was enormous. logitrans has once again proved to be a good platform, not only for good contacts, but also for successful business transactions during the fair."

The next logitrans will take place in Istanbul from November 11 to 13, 2020.

French tire-maker Michelin renews long-standing contract with CEVA Logistics in Spain

MARSEILLE: Michelin, one of the world's leading tire manufacturers, designing and selling tires for every type of vehicle including aeroplanes, has awarded CEVA Logistics another three-year contract to handle warehousing services and inventory management for its Valladolid facility in northwestern Spain.

Using a space of some 55,000 sqm within its Valladolid facility, CEVA Logistics handles warehousing services, inventory management, and picking and loading of transport bound for Michelin customers, automotive manufacturers and spare parts and maintenance companies.

The French tire-maker Michelin also manufactures tires for cars, bicycles, earth movers, farm equipment, heavy-duty trucks and motorcycles.

Bruno Guarçone, Contract Logistics Operations Director Iberia for CEVA Logistics, says he's proud of the company's long-standing relationship with Michelin and their mutual goal of providing quality service for their customers.



“This renewal is further testament to our commitment to deliver the best service and solutions, counting on the expertise across the global tire sector and we look forward to further extending our partnership,” he said.

Jesús Alonso, Michelin Valladolid Warehouse Director, underscored CEVA's capabilities in providing efficient deliveries and care for their products.

“Michelin needs a quality logistics operator who knows how to respond to our customers' requirement and capable to adapt to the continuous evolving markets. CEVA has proven to be a professional company with capability of doing so and that is why we have decided to continue entrusting them with the logistics of our Valladolid factory for three more years,” he said.

ULS

Airlines cargo

Expanding Horizons



The air cargo industry is constantly on a battle with external forces like the global economy disturbances, issues on political stability, oil prices movement, among others, that impact its growth and development.

Remarkably, it manages to bounce back each fall and continues to account for one third of all goods transported around the world valued at more than \$6 trillion annually, reflecting its importance, especially in today's digital world.

Volatile yet profitable given the right conditions and circumstances. Such is the nature of this business that despite the odds, new players emerge every now and then.

ULS Airlines Cargo, now on its 15th year, is among new industry players demonstrating strength, innovation and resilience.

The Istanbul-based cargo carrier, which also offers logistics and warehousing, has survived the latest turning point in the industry, which for the most part was caused

by the lingering trade war between the world's biggest economies, US and China, changing bilateral deals between countries and continents, political instability, security threats, among other global challenges.

Market Expansion Plans

Shukru Can, Managing Director of ULS Airlines Cargo, said the company was established in 2004 with its home base at Istanbul Ataturk Airport. It currently has three A310-300 cargo planes on its fleet with total carrying capacity of 120 tons.

The company primarily offers scheduled cargo flights as well as charter or long-term aircraft rental (ACMI) with other airlines.

Can, who took on the role of ULS MD in April 2019, said his vision is to grow the company's business mainly through partnerships with big airlines across the world.

“We have three aircraft at the moment,” shared Can, an aeronautical/aerospace engineering graduate of Istanbul Technical University. “But we’re eyeing expansion mainly through partnerships with big airlines.”

ULS had so far operated more than 10,000 charter flights, primarily for its clients in Dubai, Saudi Arabia, the Far East, Hong Kong, China and Turkey.

“We also provide ACMI and charter flights for Dubai, Saudi Arabia, Far East, Hong Kong and China. Turkish Airlines is also one of our main customers under ACMI,” Can told Air Cargo Update in an interview in Munich on the sidelines of Air Cargo Europe where he said the company made new deals.

“We had more than 10,000 charter flights. We carry live animals, oversized cargo or take cargo to challenging points like Afghanistan, Somalia or

The cargo carrier regularly hauls live animals, fresh vegetables and fruits, among other perishables and products, between Turkey and Europe and other parts of the world. Recognized for its high regard for global safety standards, ULS also transports dangerous goods requiring special attention.

Yasin Ata, ULS Airlines Cargo Commercial Manager, in a separate interview said their company may be small but it’s very dynamic and flexible with strong financial backing.

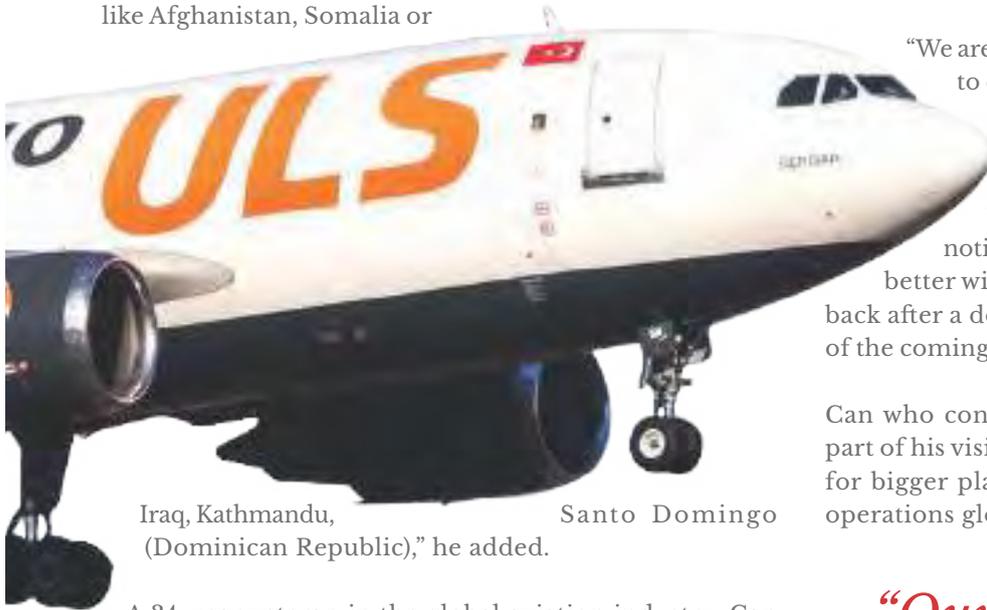
“Our company is small but it’s very dynamic and flexible. Our investor is also strong financially. We want to expand our aviation business by opening an MRO (maintenance, repair and overhaul) services,” said Ata.

He said ULS carried less cargo in 2019 but it remains optimistic for what the future holds, especially in 2020.

“We are eyeing A321-200F cargo conversion program to expand our fleet. We are currently operating the golden A31-308F aircraft which carry 40 tons gross,” he said.

“We look forward to seeing 2020,” he added, noting that the second half of 2020 may likely be better with the global economy projected to bounce back after a downturn forecasts to trickle in the first half of the coming year. “Better economy means better cargo.”

Can who continue to break new grounds for ULS said part of his vision is to make the company an ideal partner for bigger players that need help in carrying out their operations globally.



Iraq, Kathmandu, Santo Domingo (Dominican Republic),” he added.

A 34-year veteran in the global aviation industry, Can began his career with Turkish Cargo and went on to expand his professional experience working overseas in countries such as France, England, Malaysia, Singapore and Nigeria.

Can believes there are opportunities to be made in Africa and Latin America which he described as “open cargo markets.”

“Africa and South America are open markets for cargo players. They have good potentials. I see big future in Africa, together with the big players,” said Can, a highly experienced aircraft engineer and aviation executive who also taught at Istanbul Technical University Faculty of Aeronautics and Astronautics.

Hopeful in 2020

Can said ULS’s biggest market is Europe and it continues to explore the continent for possibilities through partnerships and collaborations.

“Our vision is to continue having dynamic and flexible partnerships with the big players and tackle their problematic areas,” said Can who noted that ULS can also put an aircraft under their registration and fly it on behalf of clients.

ULS Airlines Cargo main services



ULS Havayolları Kargo fleet of aircraft can be rented for short or long periods, with flight crew and all maintenance costs and the cost of insurance (with ACMI conditions). This service is for an airline to respond to a year or longer, to meet the needs of the business or to create additional capacity. It is also possible to paint the name and logo of the company leasing on the aircraft for a long-term lease of one year or more.

According to ACMI conditions, "Aircraft, flight crew, all maintenance cost of the aircraft and cost of insurance" belongs to ULS Airlines Cargo and such costs as airport ground handling, landing-take-off and fuel related to the operation of the rental belongs to the company who rents the aircraft.

ACMI Service Airways



With its International Air Operator Certificate, ULS Havayolları Kargo also operates in Europe, Asia and Africa with its specialized staff. Its Operations and Dispatch Departments are available 24 hours a day.

ULS Airlines Cargo says it has stocks of pallets at various points in Europe. Its combined positions of PIP and PMC pallets can also be applied to carry some special materials such as aircraft engines. It can also provide special containers for specific loads such as horses and other farm animals.

ULS also accepts charter flights to natural disaster areas or battlefields to carry the burden of other airline companies, government agencies, local or international charities, organizations that supply and distribute the materials for rescuing life

Airbus forecasts need for over 39,000 new aircraft, including freighters, in the next 20 years



The world's passenger and freighter aircraft fleet is set to more than double from today's nearly 23,000 to almost 48,000 by 2038 with traffic growing at 4.3% annually, also resulting in a need for 550,000 new pilots and 640,000 new technicians.

By 2038, of the forecast 47,680 fleet, 39,210 are new and 8,470 remain from today. By updating fleets with latest generation fuel efficient aircraft such as the A220, A320neo Family, the A330neo and the A350, Airbus believes it will largely contribute to the progressive decarbonisation of the air transport industry and the objective of carbon neutral growth from 2020 while connecting more people globally.

According to Airbus' latest Global Market Forecast 2019-2038, of the figure, 25,000 aircraft are for growth and 14,210 are to replace older models with newer ones offering superior efficiency.

Resilient to economic shocks, air traffic has more than doubled since 2000. It is increasingly playing a key role in connecting large population centers, particularly in emerging markets where the propensity to travel is amongst the world's highest as cost or geography make alternatives impossible.

Today, about a quarter of the world's urban population is responsible for more than a quarter of global GDP, and given both are key growth drivers, Aviation Mega Cities (AMCs) will continue to power the global aviation network. Developments in superior fuel efficiency are further driving demand to replace existing less fuel efficient aircraft.

Source: Airbus

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HashMove: Redefining Logistics in the Digital Age

Technology continues to shape how business is done, particularly in the logistics sector where demand is increasing amid the rapid rise in e-commerce and online activities.

The UAE, ranked as the third best globally and first regionally among the top 55 emerging markets in the logistics industry, has become a stronghold for startups introducing innovations, including in the logistics sector.

Technologies such as Big Data, smart solutions and IoT have tremendously helped the logistics industry in enhancing the overall output of the sector. And practicing smart logistics benefits the supply chains by making it more effective and efficient at each step.

Allied Market Research says the global connected logistics market will reach \$27.7 billion by 2023, with annual compounded growth rate of 7.6%.

Smart Innovative Platform

HashMove, a smart logistics platform for shippers and logistics providers to engage in conducting global, multimodal and end-to-end logistics transactions, promises to be a game-changer.

Sarfaraz Alam, co-founder and CEO of HashMove, tells Air Cargo Update HashMove is a one-stop hub for any logistics business seeking services via sea, air, road or rail by instantly searching through hundreds of verified logistics businesses on its platform through its 'search and book' feature, connecting you with trusted logistics providers.

Alam says the platform's dynamic pricing and last-minute deals give clients the best prices with route optimization through multimodal transportation options while its real-time tracking and monitoring feature keep customers updated with prompt notification and alerts while the shipments are in transit.

"We have created a platform that is essentially an operating network for trading parties involved in any aspect of logistics. It can operate on multiple levels, and as our footprint grows, we have a clear view of how we can continually add value to our partners and users. The first expression of our vision is the online marketplace where users can search, compare, book, manage and track a multimodal shipment end-to-end with multiple service providers all through a single click," he said.

HashMove's platform matches shipment requirements regarding routes and types of goods with all relevant service providers and presents options with filters for optimizing choices, based on the user preference around the route, time and price, and provider experience and specialisms, he noted.



Sarfaraz Alam

“The aim was to provide a similar user experience as the established search and booking engines in other industries such as travel, which is now well-established, and which represents the level of customer experience users expect but which is still unfortunately unavailable within the logistics industry.”

The Smart Marketplace

In logistics, it matters that the right data is in the right place, at the right time, and making traffic and infrastructure-relevant information available to all concerned in real time.

“Our marketplace is unique in providing a platform where all service providers involved in every aspect of the shipment are present in one place for shippers to book and manage processes in a digital environment. There is no one true marketplace providing end-to-end visibility from booking to last mile delivery in an Intermodal Logistics model,” Alam explained.

“Our ‘turnkey’ solution gives instant access to Transportation, Warehousing, Freight Forwarding, and Value-Added Services, by unifying licensed local and international providers under a single

technology platform. Industry expertise coupled with the adoption of the latest technologies in IOT Tracking, Quality monitoring and Securing Shipments makes HashMove’s platform the front-runners in testing and deploying innovative solutions,” he added.

HashMove’s platform will democratize digitalization for service providers, particularly freight forwarders. The biggest challenge the industry faces is the transition to a fully digitalized supply chain network to enable the efficiencies that the consumer and customer are demanding.

The current inefficient coordination and unreliable collaborations are resulting in disjointed communication. HashMove’s platform will allow all parties to achieve an end-to-end connectivity and sharing of information at every level, both vertically and horizontally.

“On the most obvious level, our marketplace brings a global presence and exposure to all the service providers featured. However, because of the way we converge service providers

and value-added services associated with logistics such as insurance and financing, the platform extends the scope of any business to partner with other providers and thereby unlocks previously untapped geographical and service opportunities. For example, a freight forwarder with inquiries in areas where they currently have no existing collaborations can use HashMove’s platform to find potential partners for the services and locations they need to extend their service offerings.

“On the digital front, HashMove’s marketplace allows service providers to now communicate with their customers more efficiently and in real time where required, providing a hitherto unachievable level of visibility that yields superior customer experience.”

For shipping customers, HashMove offers info on reliable providers and shippers, having the ability to compare and find the best prices and a single source, equipping you with information on varied end-to-end logistic providers along with value-added services.

Optimizing results

The search results populate initially, according to the core customer requirements, around the route, mode of transport and the types of goods getting shipped. In the first level of results, HashMove focuses on the two core drivers of transit time and price as the starting point for results.

“We have then provided the user with the opportunity to filter the starting results using several criteria which reflect both their specific priorities and the industry standards, such as experience, accreditation through to financing and credit options. The users of the platform will further enhance the selection filtering over time through crowdsource rating system of providers,” Alam says.

The HashMove marketplace as a cloud-based solution provides a smooth and painless transition from manual to digital pricing through and immediately elevates communication beyond the outmoded customer touchpoints that delay response times.

Once data enables the benefits of historical, real-time and predictive analytics, it equips users with the information to optimize efficiencies, productivity and revenue that benefit small and large-scale logistics providers alike.

“Additionally, optimized routes and pricing options enable the reduction of overall time and costs. Streamlined operations, predictive decision making, data analytics, digitalized document management, pricing and promotions along with real-time visibility and quality monitoring and value-added services being available under one single platform provides logistics businesses using HashMove’s smart marketplace the competitive edge they need,” Alam explained.

Bridging the digital gap

Digitalization is transforming every industry and logistics is no exception. And HashMove’s marketplace helps by exploring what greater data sharing can bring to industry players.

“Our marketplace also operates as a perfect ecosystem for the adoption of new technologies and again here the users of the platform will be able to dip their toe in the water of innovation without having to fully commit to investment and projects before they can see tangible ROI through its use as a service on our platform,” said Alam. On several

levels, HashMove’s platform and marketplace represent a reimagining of the current industry. Allowing any firm to adopt a digital presence is democratization which is disrupting the current massive incumbent dominance. It’s neutrality and cloud-based offering can be the driver for the much-needed new age of collaboration.

Collaborative logistics is essential if the service providers and customers are going to meet the consumer expectations around delivery. There have already been some great initiatives where technically ‘competitors’ have joined forces around supply chain services to achieve massive efficiencies.

“We hope HashMove’s marketplace will foster more of this type of collaboration through the ease with which it allows you to locate, connect and work with other providers. More and more, companies realize that the battle is not in the supply chain but on the shelf. Collaboration around logistics will free them up to focus on where they can differentiate themselves in a more meaningful way around product quality, diversity and customer experience,” said Alam.

“The customer experience and hence business growth benefits of getting the logistics right is there for all to see with Amazon. We hope our platform can bring to the B2B world what they have done at the B2C level,” he added.



What's Next in the Logistics Industry

According to Alam, the Gulf market is expected to grow to \$73 billion by 2021. The region has strong aspirations to be a global logistics hub, and so the adoption of the latest technologies will continue.

“Already we are seeing significant investment in infrastructure and facilities in Dubai South for instance, where the new warehousing is an example of how robotics and cobotics are changing the level of efficiencies achieved. Warehouses are using robots, unmanned cranes and forklifts with automated extensions that transfer, unload and upload goods by connecting through AI, advanced sensors, and geo guidance technology, all without human intervention.

“The UAE has the potential to emerge as the next digital powerhouse regarding technical advancement. Whatever this region has achieved and how dynamic it appears to the rest of the world is because of the leadership and vision of Sheikh Mohammad bin Rashid Al Maktoum.

“At HashMove, we understand that despite being such a huge market, there is an absence of a single united marketplace that connects demand and supply under one roof. We are filling that gap by introducing a solution that will unify all logistics needs in a more connected way to facilitate a slicker, digitalized experience for multi-modal, end-to-end logistics transactions. We hope our solution can be one of the initiatives that help realize the vision of the region.”

As HashMove builds its global footprint through the marketplace and other solutions and work with more providers, users and strategic partners, the company plans to harness the power of the data.

It sees the GCC as the perfect launch point given its younger infrastructure, high growth, focus on innovation and strong government support for shipping/transport development, noting that it has successfully tested its beta and its core functionalities.

“Subsequently, in the next stage, our partnership & alliance team members will begin activities to bring onboard, Shipping Lines, Freight Forwarders, Warehouse owners, Insurance Companies and value-added services providers onto our platform. The marketplace is just the first of many phases where we see there is an opportunity to bring immense value through innovation to the industry on a global level. Watch this space,” Alam shared.



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DUBAI AIRSHOW 2019

**\$54.5 billion deals made as the biennial event
becomes a global arena for the aviation industry**



The five-day Dubai Airshow 2019 yielded more than \$54.5 billion in major deals and proved to be the busiest to date in its 30-year history with more than 1,288 exhibitors from 117 countries in attendance and a footfall traffic of more than 84,000.

For the first time, India, which continues to develop its aviation and aerospace industry, had its own country pavilion at the biennial event. Exhibitors from places such as the USA and Korea also made their first appearance at the show. Ukraine, Poland, Russia, France, the UK, Saudi Arabia, China and Canada were among the other countries represented.

Some 161 aircraft were displayed at Dubai World Central's static display area and the event also had a packed schedule of conferences, offering industry-specific keynotes, Q&A sessions and networking opportunities, attracting huge crowds of professionals.

100 new exhibitors, including Saudi Arabia's The Helicopter Company, one of key event sponsors, also participated in this year's show.

"We have done more than we expected, we have met and had discussions with a lot of companies and we have seen a lot of customers and shown our aircraft to many people as well, so we are very happy with what has taken place. We are a new company, so relationships matter a lot. Communication matters as well, and Dubai Airshow is one of the best communicators," said The Helicopter Company CEO Yahya Homoud Alghoraibi who described the show as "very successful".

EDGE, an Abu Dhabi-based advanced technology conglomerate comprising 25 local entities from Emirates Defense Industries Company, Emirates Advanced Investments Group, Tawazun Holding, and other independent organizations, launched shortly before the Dubai Airshow also had its debut at the event with the biggest pavilion.

"Technology is drastically changing the aerospace industry, and EDGE is taking significant strides to respond with agile, bold and disruptive solutions - bringing products to market faster and more efficiently," said His Excellency Faisal Al Bannai, CEO and Managing Director, EDGE.

Live Demo

Thuraya, the mobile satellite services subsidiary of the UAE-based Al Yah Satellite Communications Company (Yahsat), in partnership with Airbus, a global leader in aeronautics, space and related services, successfully conducted live screenings of a demonstrative aerial surveillance mission taking place in Germany, from an airborne Airbus H145 helicopter equipped with a communication system developed by SCOTTY to the Dubai Airshow visitors,

utilising Thuraya's L-band satellite network.

Thuraya says the live screening of the demonstrative surveillance mission is a testament to its enhanced Aero mobility capabilities, designed to fulfil government customer requirements for secure mobile satellite communications across a variety of aerial platforms including helicopters, UAVs, Fixed and Rotary winged aircrafts.

The Aero Mobility system brings a robust satellite communication solution to government missions, facilitating steady internet access, voice calls, text messaging, and real-time, high-speed data applications including video conferencing, tracking, sensor and data collection and transmission. With built-in video compression capabilities, handling HD streaming speeds of up to 384 kbps on a single channel.

Space in focus

For the first time in 2019, a growing focus on space exploration regionally was recognized with its own conference program, opening with Women in Space, hosted by the UAE Space Agency and featuring speakers from the UN and Boeing, among others.

Aimed at examining the key role female scientists, researchers, engineers and astronauts will play in the future of the global space industry, the conference proved a huge draw and former astronaut, the European Space Agency's Claudie Haigneré, said she found the level of engagement very encouraging. "I felt that really something is going on here, and I've been really impressed because this shows a real possibility for change. The new generation coming up here is so refreshing."

The Space Tech Talks, meanwhile, looked in-depth at the technological advancements needed for the next generation of space exploration, and the impact they are expected to have on the wider world.

Colonel Al Worden, who served as the Command Module Pilot of Apollo 15, also hosted a keynote session examining the lessons learned from the Apollo 12 moon landing.

He also spoke about his new Endeavour Scholarship, launched in collaboration with Kallman Worldwide, which will see four Emirati students and two teachers sent to space camp in the USA.

"The UAE is the first and we're going to do that with eight different countries initially, because these young people are our future. We're trying to motivate them into space and we want them to understand what science, technology, engineering and maths are all about," said Col. Worden.

The impact of both technology and space research on all aspects of industry was very much visible across the show

floor, where exhibits ranging from Dubai Police's new flying bike for hard to reach emergencies to new products in the medivac field, through to the first commercial space flight suits from Virgin Galactic, were all on show.

Major airline deals

Emirates, the world's largest international airline, made separate announcements on major deals it forged with Boeing and Airbus with total value of \$24.8 billion.

It signed full purchase agreement for 30 Boeing 787-9 aircraft, worth US\$ 8.8 billion at list prices, exercising its right to substitute the B777x with B787s.

The deal includes Boeing 787 Dreamliners, with deliveries commencing in May 2023 and continuing for the next five years. For the B777X, Emirates will enter into discussions with Boeing over the next few weeks on the status of deliveries. This takes Emirates' total order with Boeing to 126 Boeing 777X aircraft.

HH Sheikh Ahmed bin Saeed Al Maktoum, Emirates Chairman and Chief Executive, signed the agreement with Stanley Deal, President and Chief Executive Officer for Boeing Commercial Airplanes.

"The 787s will complement our fleet mix by expanding our operational flexibility in terms of capacity, range and deployment to connect new city pairs and expand frequencies. We are also pleased to reaffirm our commitment to the Boeing 777x program and look forward to its entry into service," said Sheikh Ahmed.

The deal will create and support some 45,000 additional jobs in the US aerospace industry applying the US Department of Commerce jobs multiplier formula that every \$1 billion in US aerospace exports supports 5,200 American jobs.

With Airbus, Emirates made a deal to order 50 A350-900 XWB aircraft worth US\$ 16 billion (AED 58.7 billion) at list prices at the Dubai Airshow 2019. Powered by Rolls-Royce Trent XWB engines, delivery of the first Emirates A350 XWB is expected in May 2023, and will continue until 2028.

"Complementing our A380s and 777s, the A350s will give us added operational flexibility in terms of capacity, range and deployment. In effect, we are strengthening our business model to provide efficient and comfortable air transport services to, and through, our Dubai hub," said Sheikh Ahmed.

"This US\$ 16 billion deal reflects our confidence in the future of the UAE's aviation sector, and is a strong affirmation of Dubai's strategy to be a global nexus connected to cities, communities and economies via a world-class and modern aviation sector," he added.



Air Arabia, the Middle East and North Africa's first and largest low-cost carrier (LCC), also placed an order for 120 Airbus A320 family aircraft worth over \$14 billion.

The new orders are for 73 A320neo, 27 A321neo and 20 A321XLR airplanes, all belonging to the A320 family but each bringing exceptional value for Air Arabia in meeting its growth goals. Delivery is scheduled to commence in 2024 and the Sharjah-based airline has yet to specify the engines to be installed on its new fleet.

"Air Arabia's fleet growth strategy has always been driven by commercial demand and we are glad to announce today one of the region's largest single-aisle orders with Airbus to support our growth plans. This new milestone underpins not only our solid financial fundamentals but also the strength of our multi-hub growth strategy that we have adopted over the years while remaining focused on efficiency, performance and passenger experience," said Adel Al Ali, Group Chief Executive Officer of Air Arabia.

More deals

The UAE Ministry of Defense also made major deals for purchase and maintenance with total value of more than AED18 billion.

Halcon, now operating under the EDGE umbrella, scored the UAE MOD's first big contract, securing a purchase deal for various ammunitions worth \$980 million. Lockheed Martin received a UAE MOD contract to provide F16 equipment, worth \$20.6 million. Other companies also secured deals with the UAE government for defense purposes.

Sanad Aerotech, a wholly owned subsidiary of Mubadala Investment Company and a leading provider of aircraft engine Maintenance, Repair and Overhaul (MRO) solutions, has signed a landmark Memorandum of Understanding with Emirates Airline at Dubai Airshow, through its



leading aircraft engine MRO division, Emirates Engine Maintenance Centre (EEMC).

The two parties agreed to establish collaborative groundwork for the delivery of world-class MRO services through shared knowledge and a strong heritage in aviation excellence. Together, they bring a combined 60 years of experience in the industry.

“Our historic agreement with EEMC presents tremendous opportunities to create value for the UAE’s growing aerospace industry and more importantly, to generate high-value job opportunities for Emirati talent. This also marks the beginning of a productive collaboration between two of the UAE’s largest homegrown aviation and aerospace companies that can turn the nation’s aspirations of a global-leading UAE-based MRO hub into reality,” said Sanad Aerotech CEO Mansoor Janahi.

Prior, Sanad Aerotech signed a \$136 million 15-year deal with GE Aviation agreeing to provide performance restoration overhaul services on the GEnx-1B engine as well as continued time, or quick turn overhauls on CFM International’s LEAP engines for GE.

Within a state-of-the-art maintenance facility at Al Warsan in Dubai, EEMC provides dedicated aircraft engine MRO services to the Emirates fleet. It currently delivers MRO capacity for GE 90, GP 7200, with a 24/7, 365 days a year service backed by a qualified and highly competent workforce that strips, inspects and builds on a single site.

Rolls-Royce and Oman Air, meanwhile, have agreed to a five-year contract for engine MRO for eight Trent

700-powered Airbus A330 aircraft. The agreement will see Rolls-Royce provide Oman’s national carrier with its flagship TotalCare long-term aftercare service solution, which is designed to provide predictive maintenance planning and maximize aircraft availability.

“As a world-class organization, we place great importance on partnering with companies pioneering cutting-edge technologies. We have a long-standing relationship with Rolls-Royce, and I am delighted to extend it by selecting TotalCare for the engine servicing of our Trent 700-powered A330s,” said Abdulaziz Al Raisi, CEO Oman Air.

Cargo Connect

Air freight carriers and its supply chain also had their fair share of action as Cargo Connect returned to the Dubai Airshow for the second time.

This year, the focus was on technology innovations disrupting the cargo industry. Some of the biggest names in the industry looked at future advancements, including next generation freight, automation, eCommerce and digital cargo, while also addressing how Expo2020 will impact the UAE industry.

“There is no doubt that technological innovations can help the air cargo industry take the next big leap forward in terms of efficiency and service delivery” said Nabil Sultan, Divisional Senior Vice President, Cargo of Emirates. “Artificial Intelligence, blockchain and other disruptive technologies hold a vast potential to deliver a number of benefits.”

The Middle East is in a strategically advantageous position with trade and manufacturing moving eastward towards the growing middle classes of Asia and India. In addition, China is predicted to be a top three trade partner with the UAE between now and 2030.

eCommerce is one of the sectors within air freight seeing substantial growth. In the MENA region online transactions grew by 44% with the greatest growth coming from the UAE and Saudi Arabia. There has been plenty of commercial investment in this space in the Middle East: in 2017, Amazon purchased local e-commerce platform, Souq.com, investing in a 26,000 square metre fulfilment centre in Dubai ahead of its rebranding to Amazon in the UAE.

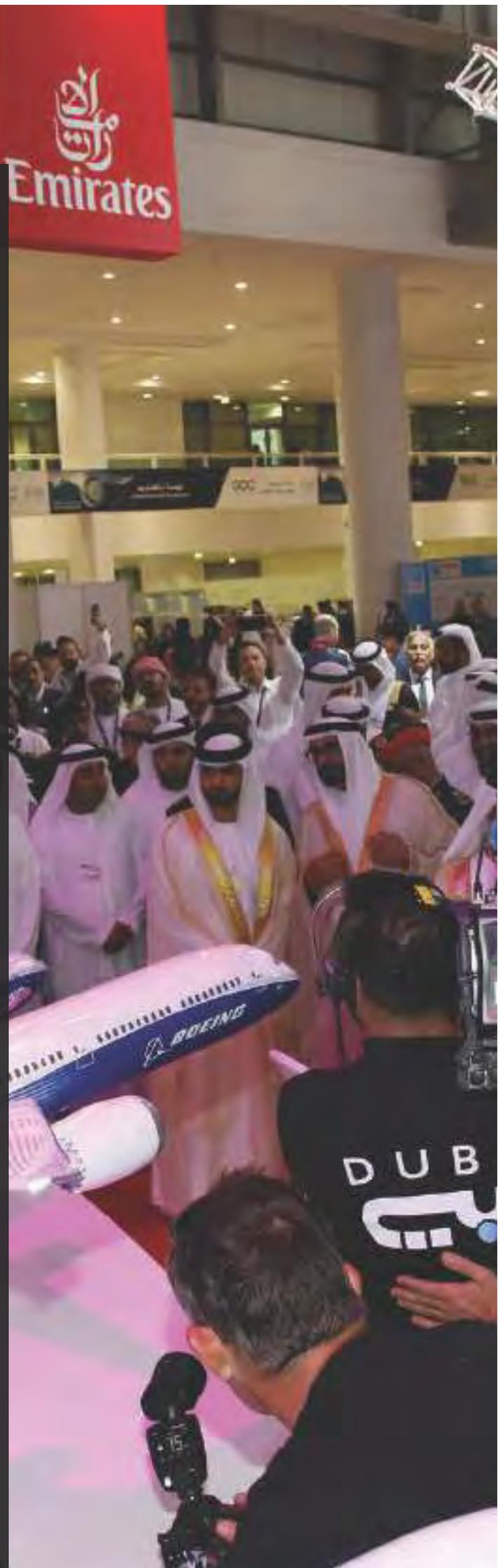
The OECD's long-term ITF Transport Outlook 2019 predicts global freight demands will treble between 2015 and 2050 with the largest growth coming from the airfreight sector with a CAGR of 4.5%.

"As one of the fastest growing air cargo hubs in the world, Dubai will be the leader in pushing the industry forward to adopt technologies and processes which increase profitability and efficiency. Cargo Connect is the focal point for that leadership," says Rachel Sturgess, Portfolio Director at show organizers Tarsus F&E LLC Middle East.

Commenting on the show's culmination, Michele van Akelijen, Managing Director of show organizers Tarsus F&E LLC Middle East, said: "We always want to outperform our last show, and 2019 has gone above and beyond expectation, with so much great business being done alongside an engaging and innovative program of conferences, exhibits and flying displays.

The Dubai Airshow will return from 14-18 November 2021.

"We have already seen exhibitors rebooking for the next edition, and we look forward greatly to seeing what the next two years of aerospace development will bring to our 2021 edition."



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Etihad Airways is first foreign airline to fly to Jeddah's new terminal



H.E. Nasir Al Ketbi, Consul General of the UAE to Jeddah, center, with the management team of Jeddah Airport and Etihad Airways celebrating Etihad's milestone as the first foreign carrier to fly to Jeddah's new terminal. Etihad Airways Photo

ABU DHABI: The UAE's national airline, Etihad Airways, was the first foreign carrier to fly to Jeddah's new Terminal 1, indicating stronger aviation relations between the two countries.

Etihad's Dreamliner, with the distinctive Kingdom of Saudi Arabia livery, was welcomed by a traditional water salute when it landed at the King Abdulaziz International Airport's new terminal in November.

The reception was followed by a ribbon cutting ceremony with H.E. Nasir Al Ketbi Consul General of the UAE to Jeddah; Essam Fouad, Director General of King Abdulaziz Airport; Capt. Fahd Cynndy, CEO of Saudi Ground Services; Yousef Attiah, Director General of Terminal 1, leading the celebration along with Etihad Airways management.

"The introduction of the new terminal in Jeddah and the

warm welcome we've received is a demonstration of our commitment to the Saudi market and it's a reflection towards the deep relationship between the UAE and the Kingdom of Saudi Arabia," said Robin Kamark, Chief Commercial Officer, Etihad Aviation Group.

Etihad Airways has been serving Saudi Arabia since December 2004. It currently operates 84 weekly flights between Abu Dhabi to Riyadh, Jeddah, Madinah, and Dammam using A320, A330, B777, and B787.

Etihad had also recently expanded its codeshare with the Kingdom's national carrier, Saudia, placing its codeshare on flights to Peshawar, Multan, Port Sudan and Vienna. While Saudia also places its 'SV' code on Etihad flights between Abu Dhabi and Ahmedabad, Belgrade, Brisbane, Chengdu, Chicago, Dusseldorf, Lagos, Melbourne, Moscow-Domodedovo, Rabat, Seychelles and Sydney. More codeshare agreements are expected to follow between the two airlines.

Republic of Ghana to relaunch national airline with Boeing jets

DUBAI: The Republic of Ghana is relaunching its national carrier, which has been in suspended operations since 2010, with three 787-9 Dreamliner Jets it purchased from Boeing worth \$877.5 million.

The Ghanaian government signed the Memorandum of Understanding with Boeing at the five-day Dubai Airshow 2019 held from November 17-21, 2019.

"There is a growing demand for air travel to and from Ghana and we believe the advanced 787-9 Dreamliner gives us an efficient and flexible machine to launch a regional network and eventually serve international destinations in the future," said Joseph Kofi Adda, Minister of Aviation and Member of Parliament, Republic of Ghana. "The 787 has an excellent reputation for its operational performance, fuel efficiency and passenger experience and we are confident that we have the right partner for our new carrier."

Adda says the carrier, to be based in Accra, would establish the capital city as a strategic hub that serves cities across West Africa. Future routes would include destinations in Europe, North America and Asia and the long-term plan is to open the airline to private investment and operation.

"Africa boasts a growing, young workforce and vast natural resources. We see the demand for air travel continuing to rise across the continent. Boeing is honored to work with Ghana in helping re-launch an airline to serve this vast market," said Ihssane Mounir, senior vice president of Commercial Sales & Marketing for The Boeing Company.

The 787-9 is part of a family of three airplanes that offer long ranges and unmatched fuel efficiency in the 200 to 350 seat market. It can carry 296 passengers and fly up to 7,530 nautical miles (13,950 kms), while reducing fuel use and emissions by 20 to 25 percent compared to older airplanes.

Emirates makes Guinness flight with most diversified number of passengers

DUBAI: Emirates marked the United Arab Emirates' 48th National Day on December 2nd flying an A380 with over 540 passengers from 145 nations earning it a new Guinness World Records title for most nationalities on an aircraft.

The feat, which also marked the UAE Year of Tolerance, was an impactful initiative to highlight the UAE's spirit of unity and inclusiveness.

The flight welcomed passengers from different backgrounds, ethnicities, religions and cultures and included families and children, Emirates Group employees, as well as People of Determination. Passengers were encouraged to come in their national dress, and throughout the flight, their colorful costumes became a vibrant collage honoring their different heritages and traditions.

"The UAE has become a remarkable symbol of tolerance and coexistence, welcoming people from over 200 nationalities and backgrounds, all living together in solidarity and harmony. It is in fact the diversity of the citizens and residents of the UAE that unite us and make us stronger



through mutual respect and opening bridges of common dialogue...," said His Highness Sheikh Ahmed bin Saeed Al Maktoum, Chairman and Chief Executive, Emirates Airline & Group.

E K 2 0 1 9 w a s c o m m a n d e d b y UAE Nationals Capt. Abbas Shaban and Capt. Sheikh Saeed Al

Maktoum, and First Officer Karin Arning from Germany. The 22 cabin crew on flight EK 2019 hailed from 18 countries, and were led by flight purser Jafar Hamad, a UAE National.

Just before descent, an Official Adjudicator from Guinness World Records onboard verifying nationality counts, officially announced a new Guinness World Records title for most nationalities on an aircraft for Emirates.

As passengers disembarked, they were handed certificates of participation for taking part in this historic activity. A ceremony took place in front of the aircraft to mark the record, and a group photo with all 541 passengers was taken in front of the Emirates "Year of Tolerance" A380.

South Africa bailouts anew cash-strapped national carrier

JOHANNESBURG: South Africa bailed out anew its debt-ridden national carrier, South African Airways, with a government-backed cash infusion of \$137 million from its existing lenders which the South African Treasury will equally match as part of a "voluntary business rescue plan" for the airline.

"Our desire is that the restructured airline will mark the beginning of a new era in South African aviation. It is also important that the reliance on government finances be reduced as soon as possible to minimize disruption to SAA services, customers, staff and other stakeholders," Pravin

Gordhan, South Africa's Public Enterprises Minister, said in a statement.

The Board of Directors of South African Airways (SAA) separately announced the airline is in "business rescue" and that the Companies and Intellectual Property Commission named Les Matuson from Matuson Associates as the head of the business rescue process.

While on a business rescue plan, creditors cannot liquidate from the airline which will undergo restructuring to increase its chance of survival.

Changi Airport Group allots S\$10 Million to upskill 2000 employees



SINGAPORE: Changi Airport Group (CAG) announced it will spend S\$10 million over the next two years to upskill its 2,000 employees in adaptive, technological and technical skillsets to prepare them for new jobs and tasks to be created by the company's digital transformation.

The Group signed in early December a Memorandum of Understanding (MOU) with the Singapore Manual & Mercantile Workers' Union (SMMWU) to form a Company Training Committee (CTC).

Under the agreement, CAG employees will have the opportunity to attend up to 10 days of digital-focused training over the two years, including a growth mindset program that will strengthen their readiness to embrace new technology. They will be offered courses and workshops to build competency in digital skills such as data, robotic process automation, programming, as well as User Interface/User Experience (UI/UX) design. A customized SkillsFuture for Digital Workplace course will also be available for support staff.

"Looking ahead, with Terminal 5 coming onstream in about a decade, the scale of our operations will double, and technology will continue to transform airport operations and the way we work. Digital transformation demands that workers today are upskilled to accelerate change and to meet the challenges of tomorrow. With this investment in digital-focused training, we hope to establish a relevant, ready and resilient workforce," said Lee Seow Hiang, CAG's CEO.

CAG says it has been working with start-ups and innovation-driven companies to develop and demonstrate new technology solutions in a live airport environment to stay relevant to customer needs and preferences.

Changi Airport is the 7th busiest airport in the world for international traffic with over 100 airlines connecting Singapore to 380 cities worldwide. It handles about 7,400 flights every week, or about one every 80 seconds.

Helsinki Airport gets new tables and benches from recycled textile and plastic waste

HELSINKI: Disastrous climate change repercussions have never been more apparent than now and every little thing that can save the planet matters.

Helsinki Airport is among entities that take environmental issues seriously. It's no surprise then that it unveiled new tables and benches made of almost 650 kilos of textile waste, or the equivalent of 4,600 shirts, combined with plastic waste.

The aesthetically recycled tables and benches are featured at Helsinki Airport's non-Schengen area for smokers.



"Usually clothes that are worn out end up being burned as energy waste. Our goal was to find a more environmentally friendly solution. Now Finavia employees' used clothes and uniforms are given new life as tables and benches," shared Annaleena Kiikonen, Sourcing Manager at Finavia,

the airport's operator.

TouchPoint, a company that specializes in manufacturing ecological work clothes, is behind the new furniture in the smoking area. It says the recycled furniture have a factory warranty of 50 years as they were constructed out of composite, a highly durable material.

"The reuse of textiles is slowly becoming more and more common in Finland," said Mervi Haapiainen, Senior Key Account Manager at TouchPoint. "Finland alone produces over 70 million kilos of textile waste a year. That's an enormous amount and every deed that reduces that is valuable."

Finavia and TouchPoint have also launched a new line of work clothes that uses polyester specially created using plastic bottles. Their partnership means the airport's uniforms will be made of recycled materials.

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DAF Museum: Blending the old with new

This Netherlands-based trucking museum offers a glimpse into the evolution of one of Europe's oldest truck makers. Secondary students also get insights on trucking mobility, sustainability and safety through the interactive education program 'Trucknasium.' It also hosts parties, receptions, meetings, gatherings or company festivities with that unique blend of the old and new atmosphere.



Time passes by so quickly and many of the things that we're accustomed to in our day-to-day lives have evolved into something else more efficient and better, especially when mixed with technology.

This is very much apparent in the transport industry where new car or truck models are introduced every year with better features and sophisticated elements than their predecessors.

Thankfully there are specialized museums like the Netherlands' DAF Museum which offers a collection of vintage trucks made by DAF.

DAF traces its roots from humble beginnings when on April 1, 1928, Hub van Doorne set up a small construction workshop in Eindhoven, the Netherlands. The company eventually evolved into a leading global truck manufacturer focused on innovation, quality and transport efficiency.

The 'new' museum



Last November, Professor Pieter van Vollenhoven, a member of the Dutch royal family, which has always had special ties to DAF, officially opened the newly-renovated DAF Museum in the presence of nearly 160 museum-volunteers.

The professor arrived in a unique DAF Pony, one of only 15 ever produced by the company. One of which was owned by the Dutch royal family.

With record 60,000 visitors per year, the DAF Museum is one of the most popular museums in the Eindhoven region and the most popular museum in the city, according to research by TripAdvisor. Not happy to rest on its laurels, the DAF Museum is set to become an even more exciting attraction — the museum has just undergone 18 months of major renovation and modernization work and is aiming to increase its visitor numbers to 80,000 per year.

The “new” museum has a completely new entrance area, a renovated restaurant, a new gift shop with fresh and modern. But the biggest change only becomes obvious once you enter the exhibition space — a completely new wing providing no less than 1,100 m² of space has been added.

“This fantastic expansion has given us even more space to better showroom the highlights of DAF’s rich history,” says Marc Van Doorne, President of the Friends of the DAF Museum Foundation and the grandson of DAF founder Hub Van Doorne.

“It also means that we now have the ability to trace DAF’s history right through to the present day, allowing us to highlight the importance of modern transport as well as showcase the latest developments in the industry, for example in engine technology. ‘Van Doorne’s Aanhangwagen Fabriek’, later known as

the ‘Van Doorne’s Automobiel Fabriek’, has always been renowned for its innovative solutions. These solutions have resulted in an impressive series of trailers, cars and trucks, which are all on display in the DAF Museum.”

Grateful for the volunteers

Van Doorne says credited the museum volunteers, many of whom former DAF employees for making the project possible.

“I am sure that my grandfather Hub

and his brother Wim Van Doorne would be incredibly proud if they could see what we have achieved with the new DAF Museum,” said Van Doorne. “We are particularly grateful to our more than 160 volunteers—who are, for the most part, enthusiastic former DAF employees—without whom we would not have been able to carry out this renovation and who make sure that everything in the museum is spot on and ready to receive our visitors every single day.”

Still growing at over 90

PACCAR Inc., an American Fortune 500 company which counts DAF Trucks as one of its subsidiaries, reported a net income of \$607.9 million (\$1.75 per diluted share) in the third quarter of 2019, 11% higher than the net income of \$545.3 million (\$1.55 per diluted share) earned in the same period last year. Third quarter net sales and financial services revenues were \$6.37 billion, 11% higher than the \$5.76 billion reported in the third quarter of 2018.



Professor Pieter van Vollenhoven at the opening ceremony for the newly-renovated DAF Museum.

Preston Feight, CEO of PACCAR, said he's very proud of their employees' hard work "who have delivered industry-leading trucks, powertrains and transportation solutions to our customers."

"PACCAR achieved a strong 14.9% Truck, Parts and Other gross margin in the third quarter and year-to-date, benefiting from good pricing, production efficiency and rigorous cost controls. We anticipate that 2020 will be another good year with a normal replacement truck market and strong demand for PACCAR's premium products," he added.

Global Truck Markets

PACCAR said Class 8 truck industry retail sales for the U.S. and Canada are expected to be in a range of 310,000-320,000 vehicles in 2019, the second highest market in history.

"Class 8 truck industry retail sales in 2020 for the U.S. and Canada are estimated to be in a range of 230,000-260,000 vehicles, a solid replacement vehicle market. Good U.S. economic growth, 50-year-low unemployment and strong consumer spending are generating freight tonnage growth of 4.2% this year," said Gary Moore, PACCAR executive vice president.

And DAF trucks are among those in high demand for its quality and reliability.

"Customers recognize DAF's product quality leadership, industry-leading fuel efficiency, low operating costs and excellent resale value," said Harry Wolters, DAF president.

"DAF's above 16-tonne market share was a strong 16.4% through the first three quarters of this year. It is estimated that European truck industry registrations in the above 16-tonne segment will be in the range of 310,000-320,000 units this year, one of the best markets in history. The 2020 truck market is expected to be in the range of 260,000-290,000 trucks," he added.

The South American above 16-tonne truck market is projected to be in a range of 95,000-105,000 vehicles this year, and in a range of 100,000-110,000 trucks in 2020.

"Customer demand for DAF and Kenworth trucks has resulted in a 79% increase in deliveries in South America this year," said Marco Davila, PACCAR vice president. The Brazilian portion of the above 16-tonne truck market is projected to be in the range of 65,000-75,000 vehicles in 2019, and a range of 70,000-80,000 trucks in 2020.

PACCAR estimates it will invest \$625-\$675 million in capital projects and \$320-\$350 million in research and development expenses in 2020.



Images By DAF Trucks and DAF Museum



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Technology

Nokia says Industry 4.0 Offers Vast Opportunities to Enhance Digital World



DUBAI: The Finland tech company Nokia says Industry 4.0 offers vast opportunities to enhance efficiencies in various industries and change people's lives for the better.

At GITEX Tech Week 2019, Nokia showed its range of advanced technology solutions which include mission-critical technologies, Smart City, IoT, private LTE and 5G, which it says are all geared to help the industries to embrace digital transformation to become more agile, secure, operationally efficient, cost efficient and productive.

The demonstrations include solutions for several key enterprise verticals, including, mining, airports, shipping, education, energy, power, utilities, logistics and public sector.

Nokia says private LTE can be used to enhance operational efficiency and safety in mines and to improve plane turnaround speed at airports.

For logistics, the company presented the use of AI in optimizing operations by assigning trucks and crew to

the appropriate doors at a shipping facility, enhancing the capability with sensor data to determine cargo condition and location improves predictive capabilities.

For shipping, it demonstrated how containers equipped with standalone LTE network with user equipment and sensors, can capture the required data and send it when a connection is established.

In the energy sector, Nokia says it has a solution that combines machine learning and edge and cloud computing that create advanced video analytics that detect anomalies on a scene and alert, allowing the energy firms to enhance security of their critical infrastructure.

On Smart City category, Nokia showcased the Integrated Operations Center (IOC), an actionable intelligence platform orchestrating operations from events to data-driven contextual actions based on analytics insights, providing a foundation for a true city innovation with an intelligent and integrated city platform approach.



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Employees pin hope on Technology to cut working hours & Enhance productivity



CANADA: Many workers across the world believe technology can enhance productivity and give them more flexibility in completing their jobs that will ultimately result to reduced working hours.

Citrix, an American multinational software solutions company providing server application and desktop virtualization, networking and cloud computing technologies with more than 100 million users across 400,000 organizations, said more than 50 percent of the respondents it surveyed across the world feel it's time to change the old norm of 5-day work week to just four or having flexible hours.

“Automation technology will help to support smarter working. Currently, the average office worker wastes much time on repetitive administrative jobs, while the technology exists to allow for smarter working. In the future, automation technology could help to remove these jobs from an individual's workload, freeing up time for more cognitive or creative work, and enabling them to complete their weekly tasks in a far reduced timeframe,” Citrix pointed out.

A growing number of progressive companies, and countries, have experimented with a shorter working week, and although there is no silver bullet, the overall results have been positive, Citrix added.

In the Netherlands, the average weekly working time (including both full-time and part-time workers) is approximately 29 hours, the lowest of any industrialised nation. France, Germany, Sweden, Norway and Denmark, lead in terms of flexible working hours, the OECD said.

“The five-day working week was conceived in the early 20th century, and there is a wealth of research to suggest that it is no longer fit for purpose. Instead, work is consuming more of our daily lives, as this survey data attests to, and increasingly, work-related stress, illness and burnout are costing businesses and the economy. There are far more efficient ways to work and much benefit to be had from giving employees the opportunity to work more flexibly and ideally less hours,” reported Citrix.



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- Engine Manufacturers
- Drones

Delegates / Visitors Profile

- Airports Agencies
- Engineering
- Government
- Flight Operations/Transportation
- Flight/Simulator Training
- Head of Department
- Human Resources & Training
- Airlines
- Airport Operators
- Civil Aviation Authorities
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Etihad Aviation Group has new SVP for global sales and distribution

ABU DHABI: Etihad Aviation Group (EAG) has named Duncan Bureau as Senior Vice President Global Sales and Distribution, mainly tasked to drive the Group's commercial strategy globally.

Directly reporting to EAG's Chief Commercial Officer Robin Kamark, Bureau is a well-known and respected figure in the aviation industry with more than 25 years of experience. He recently held the position of President at Air Canada Rouge, the low-cost subsidiary of Air Canada. Prior to this, he was Vice President Global Sales at Air Canada between 2014 and 2018, with responsibility for generating revenue from all points of sale, and worldwide sales distribution strategies.

Bureau also spent 10 years at Canadian carrier, WestJet, rising to Vice President Sales and Airline Partnerships, and two years in Kuala Lumpur as Senior Vice President Global Sales and Distribution at Malaysia Airlines.

Comlux Completion appoints new CTO and chief engineer



The new Comlux Completion management team. Pictured from left: Domingo Ureña Raso, Executive President; Fernando Mas, Chief Technology Officer; Adam White, Head of Engineering, and; Daron Dryer, CEO Comlux Completion.

INDIANA: The purpose-built completion and refurbishment arm of Switzerland's Comlux Group, Comlux Completion, has named Fernando Mas as its new Chief Technology Officer and Adam White as Head of Engineering.

The Indiana-based company said Mas, Ph.D., assumed his new role after a strong 30-year experience with Airbus where he held several engineering management positions as Senior Expert in "Virtual Product Engineering" and "Advanced Digital Design and Manufacturing" project in Silicon Valley. He also served several engineering universities and scientific Committees, as professor and researcher member.

White has a solid engineering experience with several OEMs—Gulfstream, Hawker Beechcraft, Bombardier—and the Completion and MRO industry. For the last 10 years, he led the engineering teams and supported the research initiatives of well-known completion centers both in Europe and in the USA.

"With our growing order book of state of the art & modern VIP cabin, our shareholders continue investing on future technologies. Adam and Fernando are powerful additions to our management team to support our growth," said Daron Dryer, CEO Comlux Completion.

Michael Pearson is B&H's new General Manager – Americas



Michael Pearson

LOS ANGELES: To further strengthen its international senior management team, B&H Worldwide says it has appointed Michael Pearson to the newly created position of General Manager – Americas.

Based from the company's Los Angeles office, Pearson is tasked with developing the America's market for B&H Worldwide and driving its growth plans in the USA.

Pearson's market knowledge and skills in time-critical logistics and leadership has been developed throughout his career while holding executive positions in both operations and sales within the time-critical logistics and aerospace sector. In his new role he will provide additional support across the B&H Worldwide US operation and he will work closely with the company's Miami office whose team will report directly to him.

Pearson will report to B&H Group Managing Director Gary Wilson who says: "We are delighted to welcome such an experienced individual as Michael on board. His extensive experience of this highly specialized industry will be invaluable as we look to expand our presence and grow our business across the Americas."

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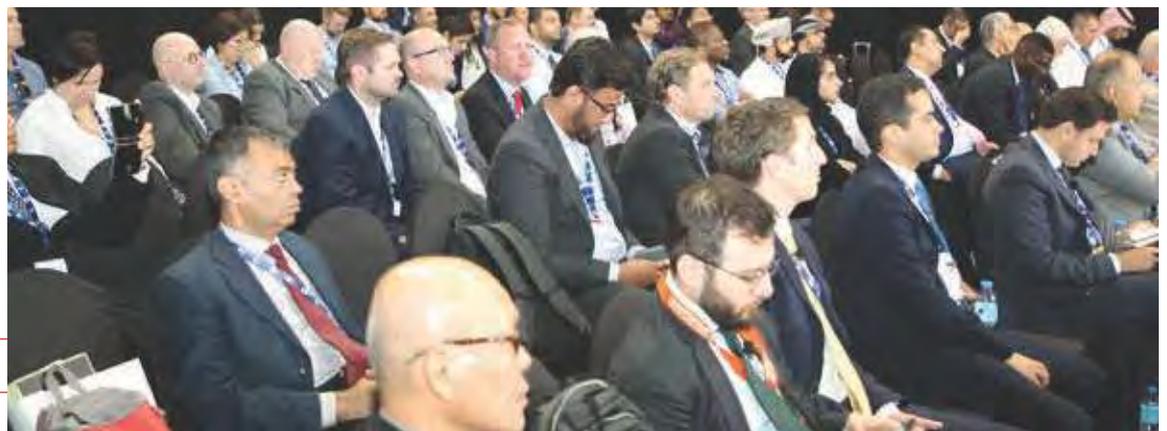


His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice President, Prime Minister and Ruler of Dubai with His Highness Sheikh Mohamed bin Zayed Al Nahyan, Crown Prince of Abu Dhabi and Deputy Supreme Commander of the UAE Armed Forces, led the opening of Dubai Airshow 2019 at Dubai World Central.





Images Courtesy of Dubai Airshow 2019



Upcoming Events



Aerospace & Defence MRO South Asia Summit 2020

6-7 Feb 2020 New Delhi, India

India will host the 3rd MRO South Asia Summit in February, bringing together the biggest global players in the industry under one roof to share and exchange knowledge, technology and business. Boeing forecasts the aviation industry would need 42,700 plus new aircraft over the next 20 years. This rise in the global fleet will also increase demand in the MRO with industry spend to grow from \$81.9 billion in 2019 to \$116 billion in a decade.

Air Cargo Forum 2020

10-12 Nov 2020 Miami Beach Convention Center
Miami, Florida

TIACA's biennial event that brings together thousands of airfreight decision-makers and supply chain operators from across the globe, Air Cargo Forum 2020, will take place November 10-12, 2020 in Miami, Florida, USA and will be hosted by Miami Airport. The event will be held at the newly renovated Miami Beach Convention Center located in the heart of South Beach.

14th World Cargo Symposium 2020

10 - 12 March 2020 Hilton Istanbul Bomonti

The World Cargo Symposium (WCS), the largest and most prestigious annual event of its kind and the only one to bring together key stakeholders from the entire air cargo supply chain, will hold its 14th symposium in Istanbul, Turkey in March 2020. Over 1,000 air cargo leaders and more than 40 exhibitors are expected to participate in the event which offers plenary sessions, specialized tracks, workshops and executive summits, tackling aspects related to technology & innovation, security & customs, cargo operations and sustainability.

Breakbulk Russia 2020

3 April 2020 The Saint-Petersburg Hotel
St. Petersburg, Russia

The Russian Federation is constantly upgrading and improving industrial capacities and goes on exploring mineral assets. At Breakbulk Russia 2020, leading manufacturers, forwarders, ports and terminals representatives, interested in building more solid business relations in RF, Baltic and CIS countries will gather next year.

The event will be held in Saint Petersburg, one of the most beautiful cities in the world which is also the biggest port of the Russian Federation handling project cargo (import/export) on a daily basis.

Leaders in Logistics: Post and Parcel Summit

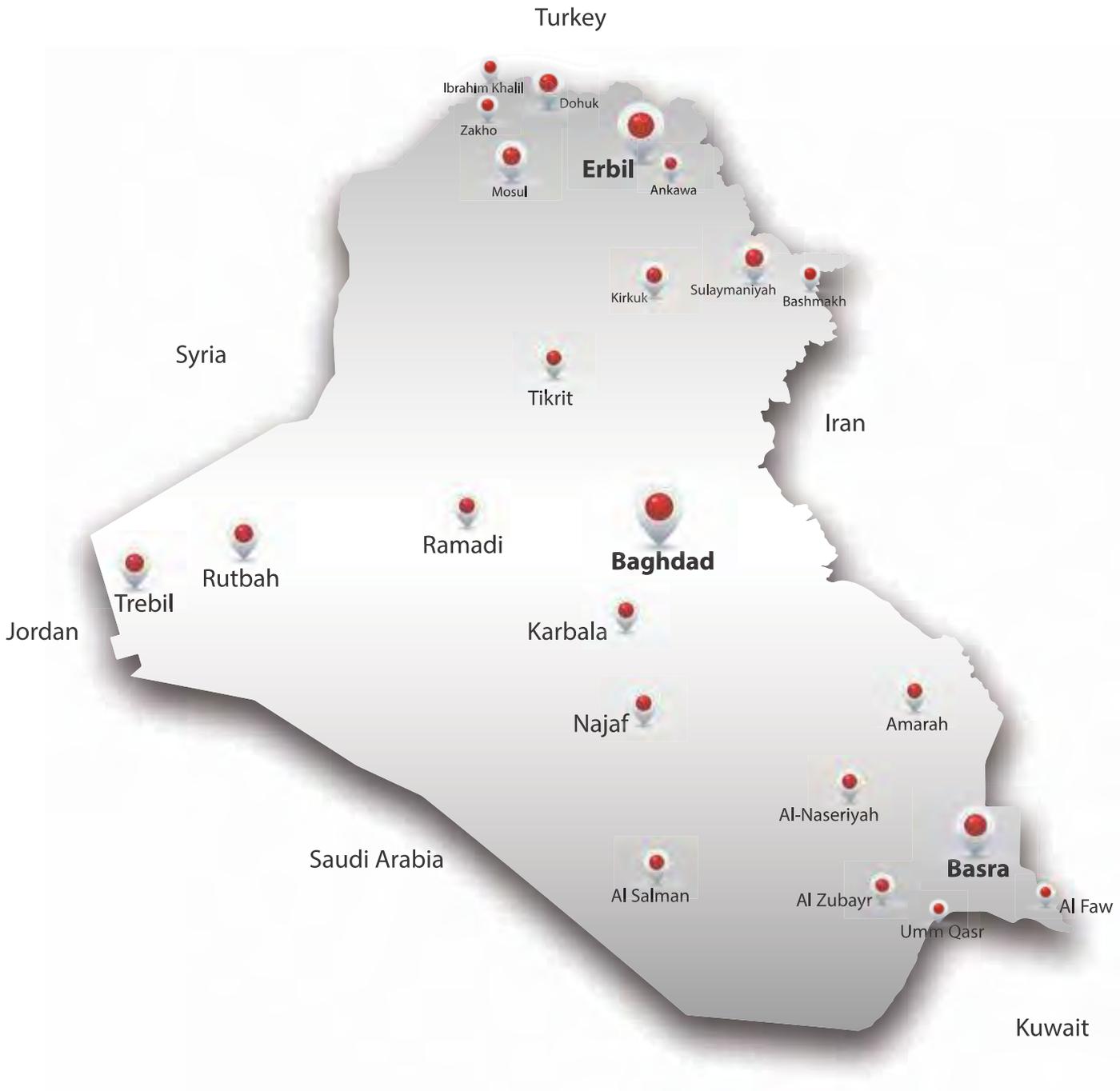
23-25 March 2020 Tivoli Hotel, Copenhagen, Denmark

The Leaders in Logistics: Post and Parcel Summit (formerly Leaders in Logistics: Post and Parcel Europe) is heading to Copenhagen in March 2020. Organizers said 400+ senior executives from national posts and logistics operators, exciting start-ups, retailers and the supply chain will gather at the summit. Next year's gathering has expanded focus from integration of new technologies to returns, sustainable deliveries to regulation, last mile to service customers and urban warehousing to letters.



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