

# air cargo update

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



## WFS Going more global

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Group Chief Commercial Officer



Lesley Cripps  
Sales Director, CargoFlash

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Building economies

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Hub: Advancing MRO's growth  
in the Middle East

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## EDITORIAL

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**Middle East, Africa, Asia & beyond**

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# Editor's Note

## The rise of the emerging markets

New growth opportunities are very much apparent in the emerging markets in Asia, Latin America, the Middle East and Africa. The rise of the middle class in these markets means increased consumer spending and vibrant economic activities.

New technology and tools that improve competitiveness among small and medium enterprises giving them access to broader markets make business now much easier and rewarding for these emerging markets.

And their business activities require reliable different modes of transportation, including in air freight for speed and efficiency.

In this edition, we'll talk about how major industry players are seriously looking into breaking barriers in Africa, a vast continent twice the size of Russia, the US, China and India combined, with relatively unexplored abundant natural resources.

We'll also share with you the inspiring story of women breaking barriers in the maritime and special cargo industry and how they are making a major impact on this once male-dominated field.

On the cover, we'll share with you great insights from an industry stalwart who has survived more than 40 years in aviation and air freight and his thoughts on what the future holds for WFS, the world's largest cargo handler, which has set its sights on a massive global expansion encompassing the African continent.

We'll also bring you the story of how a breed of small dogs in Russia known as Shailaka are tapped to sniff explosives inside airports, planes and aviation facilities because of their uncanny ability to detect even the smallest particles laced with substance for bombs.

And of course, we'll bring you the latest news on air cargo, airports, airlines, logistics, technology, supply chain and more.

Happy Reading!

**Gemma Q. Casas**  
**Editor-in-Chief**



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	A03C		✓	✓		✓	✓

\*GDP certified by Bureau Veritas





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# ANNOUNCES

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## The LOUNGE

**“It shouldn't matter what gender you are, it's about achieving, at the end of the day I am just doing my job”**

Transporting goods via air began as early as 1910 when a Wright Model B aeroplane was commissioned to fly between Dayton and Columbus, Ohio to deliver a package of 200 pounds of silk for a store opening.

More than 109 years since the air cargo industry was formally established as vital tool to facilitate way global trade very few women have managed to break the glass ceiling in this male-dominated field though the trend is now slowly changing.

Lesley Cripps is one of those few women in the industry who has remarkably broken barriers and continues to inspire others with her accomplishments, self-confidence and determination to make a difference.

Cripps, a British national, has more than 30 years of experience in the international aviation industry, starting her career with Singapore Airlines.

With proven track record of sales growth and excellent networking skills, Cripps is one of the most sought after cargo executive when it comes to commercial and operations.

After Singapore Airlines, she worked for industry giants Martin Air and Chapman Freeborn before joining Saudia Cargo as Cargo Manager for the United Kingdom.

During the first eight months of her tenure at Saudia, Cripps significantly improved the company's sales and operations, prompting the management to promote her as the first female to hold the position of Director Europe for both Cargo Sales and Operations.

Always looking out for new challenges, Cripps moved to Kazakhstan and took up a global role with Air Astana as Sales Director Cargo.

Cripps is currently the Sales Director of Cargo Flash, one of the leading IT and business consulting solutions firms exclusively focused on the air cargo industry headquartered in India.



**Lesley Cripps**  
Sales Director, CargoFlash

When asked how is it being a female in the cargo industry, Cripps replied “it shouldn't matter what gender you are, it's about achieving, at the end of the day I am just doing my job”.

The volatile and dynamic air cargo industry can be taxing mentally and physically and Cripps relaxes by immersing herself in a good book, mostly action packed rather than romantic novels.

“Generally, I like a good book. I'm more into murders and mysteries the likes of James Patterson and John Grisham,” Cripps shared in an interview in Johannesburg, South Africa where Cargo Flash participated in the 5th edition of Air Cargo Africa.

She's also into biographies and memoirs—real stories of real people that inspire and motivate others.

“There are various inspirational people that I would like to meet or would like to have met; one of them would have been Nelson Mandela”.

Within the industry she would like to aspire and follow in the footsteps of Des Vertannes & Ram Menen, both inspirational aviation professionals who have made a real difference in the air cargo industry.

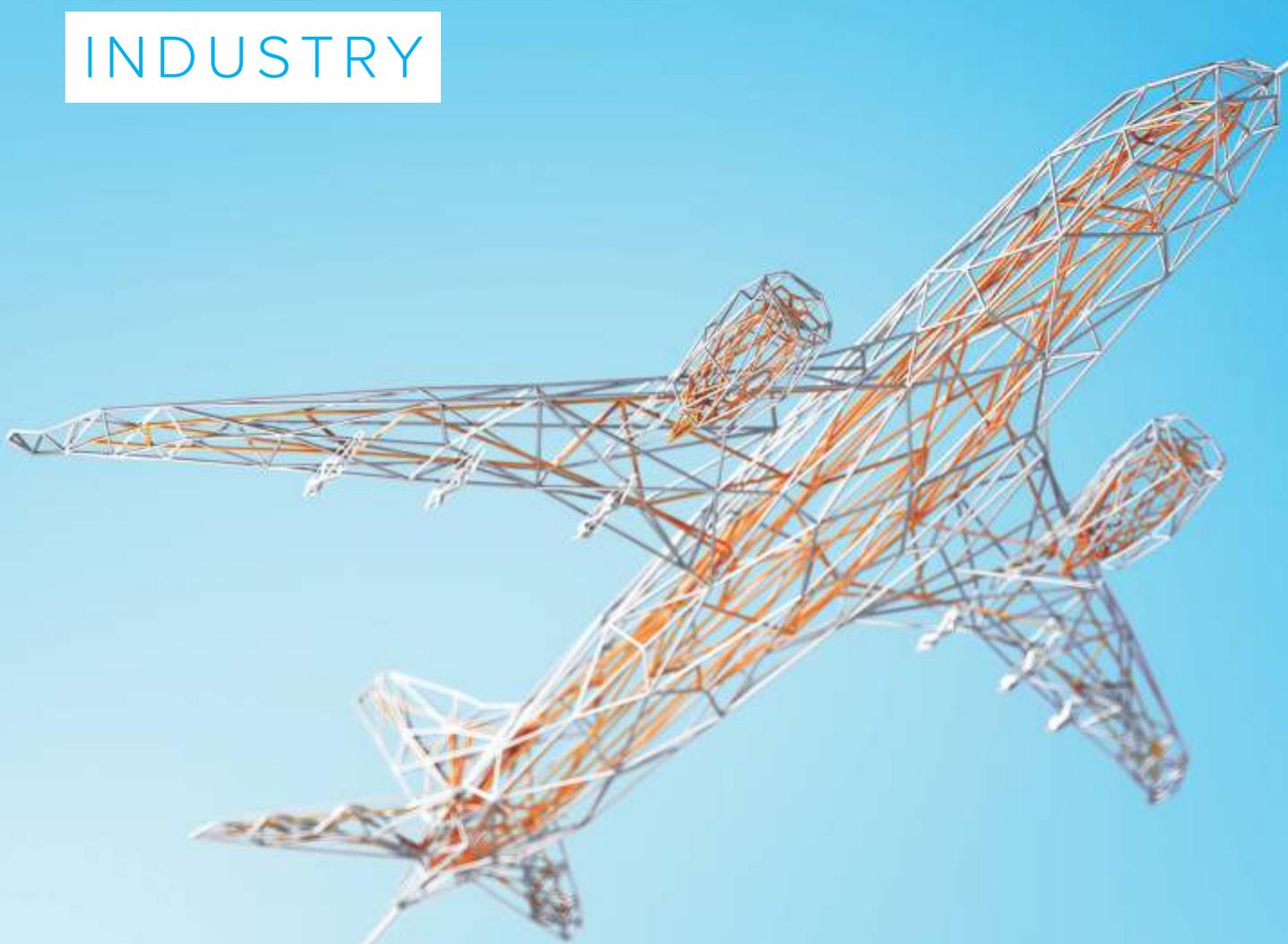
Desmond Vertannes, former head of cargo at Menzies World Cargo, Gulf Air and Etihad Airways, who also served as Head of Cargo for the International Air Transport Association (2010 -2014) credited for fostering industry collaboration on e-freight, cargo security and handling and modernizing the relationship between airlines and forwarders over a career spanning close to five decades. Ram Menen, the vice president of Emirates SkyCargo widely credited for making the company a global air freight icon who had since retired.

Cripps added that the fact that there are fewer women in the Air Cargo Industry she would like to encourage and inspire more women to not shy away rather confidently become a part of this industry.

# CONNECTING

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## GLOBAL NEWS

## DHL Global Connectedness Index: UAE 5th most connected country



Nour Suliman

**DUBAI:** The UAE rose five places on the 5th edition of the DHL Global Connectedness Index (GCI) to rank 5th in the world after The Netherlands, Singapore, Switzerland and Belgium.

DHL GCI, a detailed analysis of globalization, measured by international flows of trade, capital, information and people, placed UAE 18th place in 2004 before entering the top 10 in 2012 (ranking 9th).

"The UAE has proactively supported connectedness by, for example, fostering vibrant activity in free trade zones such as the Abu Dhabi Airports Free Zone (ADAFZ) that focus on non-oil products as part of the government's economic diversification strategy. Israel, Bahrain, Mauritius, Qatar, Saudi Arabia, Seychelles and Lebanon all made it into the Index's Top 50, while Sub-Saharan African countries like Nigeria, Sierra Leone and Guinea on the West African coastline showed remarkable improvements in connectivity," DHL said in its Index report.

The world's top five most globally connected countries in 2017 were the Netherlands, Singapore, Switzerland, Belgium and the United Arab Emirates. Middle East and North Africa is the world's third-most connected region, behind Europe and North America.

"Increased trade from companies based in these zones directly contributed to the rise in the UAE's

non-oil foreign trade in sectors like aviation, pharmaceuticals, technology and e-commerce, accounting for 62% of total trade. Over the past few years, deals with key partners like Saudi Arabia have reached US\$10 billion, while UAE-India trade partnerships are expected to cross US\$100 billion by 2020," said Nour Suliman, CEO Middle East and North Africa, DHL Express.

Suliman said "the region continues to face geopolitical headwinds" but things appear to change for the better with more reliable infrastructure and new policies as he disclosed that DHL Express recently opened a US\$5.8 million logistics facility in Jordan as part of the company's commitment to invest US\$170 million in infrastructure developments across Middle East and Africa.

The new GCI report represents the first comprehensive assessment of developments in globalization across 169 countries and territories since the Brexit referendum in the United Kingdom and the 2016 presidential election in the United States.

Despite growing anti-globalization tensions in many countries, connectedness reached an all-time high in 2017, as the flow of trade, capital, information and people across national borders all intensified significantly for the first time since 2007.

### Dubai to roll out innovative customs platform



Nadya Kamali

**DUBAI:** A subsidiary of the Ports, Customs and Free Zone Corporation (PCFC) in Dubai created a first of its kind platform aimed at empowering different countries with cost-effective and sustainable customs systems.

Customs World says RIISE, the new platform, which will be rolled out globally aims to increase trade velocity by automating processes and eliminating traditional process bottlenecks, leverage the latest technologies such as machine learning and AI to expedite decision-making, and enable organizations to make real-time, performance-based decisions.

Nadya Kamali, CEO of Customs World, said the disruptive system has been developed as a flexible, plug-and-play solution that can be deployed and customized based on the customer's requirements.

"This disruptive technical and functional CMS (Customs Management System) and the trade enabling platform takes the lessons and builds on the learnings and 100 years of distinctive experience and practices of Dubai Customs," she said. RIISE was developed in cooperation with DUTECH, PCFC's technology arm.

## Delta Cargo aligns with SkyTeam Cargo and rebrands global products



**ATLANTA:** Delta Cargo (NYSE: DAL) is rebranding its international products to align with SkyTeam Cargo, providing customers with a common product portfolio across the global alliance.

“By rebranding our international products to align with our SkyTeam Cargo partners, it is now easier for our customers to do business with all 12 member airlines,” said Shawn Cole, Delta Cargo–Vice President. “With SkyTeam, we offer consistent service and handling to over 850 destinations in 175 countries.”

There are no changes to Delta Cargo product attributes.

Delta Cargo's international product range will rebrand to the following:

- General, formerly Dimension, moves all commodities that do not require special handling Express, formerly Equation, is a solution for small packages and goods with urgent shipment expectations.
- Critical/Critical Heavy, formerly Equation Critical, is only available on Delta. It is a premium GPS-enabled service for the transportation of highly time-sensitive shipments that must travel on the next available flight, offers GPS tracking on [deltacargo.com](http://deltacargo.com) and moves with the highest priority across Delta's global network.
- Specialized is used for shipping unique items, giving a wide range of options for atypical cargo or high-value products, such as pharmaceuticals, live animals, dangerous goods, perishables or automotive parts.

Delta Cargo reaches more than 310 destinations in 54 countries on six continents and carries more than 2.2 billion cargo ton-miles each year.

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## GLOBAL NEWS

## Turkish Cargo signs deal with DoKaSch Opticooler



**FRANKFURT/ISTANBUL:** With freight volumes from different destinations it serves increasing, Turkish Cargo has signed a Master Rental Agreement with DoKaSch Temperature Solutions, the Frankfurt-based provider of climate-controlled solutions for air cargo.

"As one of the leading airlines of the world, we provide our cargo clients with the best quality services to transport high-value pharma products. So Opticooler is one of the natural choices and the Master Rental Agreement confirms that we have all the necessary procedures in place," said Fatih Cigal, Turkish Cargo's Senior Vice President for Marketing.

This month, Turkish Cargo is moving to the new Istanbul Airport which boasts of spacious and state-of-the-art cargo facilities, providing a safe hub for the transport of temperature-sensitive pharmaceuticals all over the world.

The Opticooler, a German-made, electric air-conditioned container, can keep pharmaceuticals exactly within their temperature range, regardless of

a tropical summer or arctic winter. It has a very high fail-safety and is considered to be the most reliable solution for pharmaceutical transportation.

Just like in a normal warehouse, a constant temperature can be maintained if the Opticooler is occasionally connected to the power grid. Opticoolers are also regarded as one of the safest containers for transporting temperature-sensitive products such as vaccines and other pharmaceuticals by air.

"Turkish Airlines serves more destinations than any other airline. This means that our Opticoolers are now available to many more clients that need reliable temperature-controlled air freight," said Andreas Seitz, Managing Director of DoKaSch Temperature Solutions.

The deal between the companies that took effect in February means Opticoolers can now be transported not only as belly-freight in passenger planes of Turkish Airlines, but also on its growing network of all-cargo freighters.

## CHAMP Cargosystems introduces Emissions Calculator solution

**LUXEMBOURG:** CHAMP Cargosystems launched its Emissions Calculator solution to help airlines, shippers, and forwarders accurately measure their emissions in an easy and efficient way.

CHAMP says the solution leverages information flowing through CHAMP solutions and from third-parties to provide a breakdown of emissions by flight or air waybill number. It also reports on carbon dioxide (CO<sub>2</sub>), nitrogen oxides (NO<sub>x</sub>), sulfur oxides (SO<sub>x</sub>), and particulates (PM).

For calculating flight emissions, the service uses a complex algorithm developed by the European Environment Agency (EEA). CHAMP's processing incorporates the most recognized emission estimation from air pollution studies in Europe and in the wider United Nations Economic Commission for Europe geographical area. Transparency on the methodology is seen as critical to ensuring a sustainable collaboration.

"CHAMP aims to support the air cargo community in its ongoing efficiency initiatives," says Arnaud Lambert, CEO at CHAMP Cargosystems. "While this is a requirement, we are sure this will give all parties in the supply chain the tools they need to increase fuel efficiency, streamline processes, and insights into how to become more 'green' and contribute to a better world."

The average emissions during 2019 and 2020 will be used to form a baseline for ICAO Carbon Offsetting and Reduction Scheme for International Aviation (CORSIA). This will be used to stabilize and reduce the levels of emissions thereafter in line with Cargo Neutral Growth (CNG2020) initiative.



## Azul taps ECS partner Globe Air Cargo Argentina as GSSA



**BUENOS AIRES:** Brazilian airline Azul Linhas Aéreas has chosen Globe Air Cargo (GAC) Argentina, an ECS Group subsidiary, as its GSSA in Argentina.

With the new contract lasting for two years, GAC Argentina plans to expand Brazil's third-largest airline's cargo activities in Argentina, including by opening up destinations to cargo that are currently available for passengers only.

Azul began operating in 2008 and since February of this year, the ECS

Group subsidiary has marketed the airline's cargo capacity on flights departing from Buenos Aires (EZE) and will now include Cordoba (COR) and Rosario (ROS), in keeping with the expansion plans announced by the GSSA.

"We are extremely proud to have been chosen as GSSA by Azul Linhas Aéreas. We have full confidence in this airline and in the opportunities for rapid development in the Argentinian market. Increased trade between

Argentina and Brazil will also contribute to Azul's growth in this market," said Alejandro Doldi, Managing Director, GAC Argentina.

From Buenos Aires, GAC Argentina now markets several Brazilian destinations, including Belo Horizonte (CNF), two flights a day, and Campinas (VCP), one flight a day, as well as destinations in the United States (Fort Lauderdale (FLL) and Orlando (MCO)) and in Europe (Lisbon (LIS) and soon Porto (OPO)). In partnership with a French airline, Paris (ORY) is also among the daily cargo links sold by the GSSA.

GAC Argentina is a subsidiary of ECS Group, established in Argentina since May 2018. Its team of professionals has over 15 years of experience in the air freight industry and has unrivalled knowledge of the Argentinian market.

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## GLOBAL NEWS

## High-tech navigation technique enables Emirates to increase cargo capacity to Kabul



**DUBAI:** Using advanced technology navigation technique that Emirates Flight Operations developed, the Dubai-based airline says it has successfully increased cargo capacity to Kabul, Afghanistan's capital, without compromising security and safety.

Emirates says the innovative missed-approach procedure developed replaced the older technique that required cargo bound for Kabul to be offloaded in Dubai during low-cloud or poor visibility weather conditions at destination to make the aircraft lighter, thereby, achieve the required climb gradient.

This old practice, however, often delays the arrival of the cargo and lead to other associated costs for both Emirates and the customers affected.

Emirates flies daily to Kabul International Airport using a Boeing 777-300ER and within the first three months of using the new technique, it has added about 250 tons of cargo into Kabul during low-cloud conditions.

In addition to increased facilitation of trade to and from Afghanistan, the procedure has also resulted in more streamlined cargo operations to Kabul, increased customer satisfaction, and enhanced fuel efficiency.

Kabul airport is situated in a wide valley elevated at 5,800 feet, surrounded by towering mountains about 11,000 feet tall. The airport has a number of constraints associated with it because of the challenging

terrain, Air Traffic Control (ATC) and other security requirements.

Kabul airport's primary Runway 29 has two established missed-approach procedures with one requiring an aircraft be able to climb at a steep angle when cloud cover is lower than 1,200 feet.

In order to optimize cargo loads without compromising on safety, Emirates Flight Operations Support developed a new missed-approach navigation procedure with an easier climb gradient for Kabul airport's Runway 29 taking advantage of the Boeing 777 aircraft's superior navigational accuracy.

The team worked with a specialist flight design agency, DFS Aviation Services, with regulatory credentials to analyse the terrain around the airport and develop a new procedure that could be implemented without delays in working with the local ATC.

Once the initial design was ready, it was coded into the Emirates Flight Management System and tested extensively on flight simulators to confirm theoretical performance calculations as well as ensuring that the aircraft would indeed be able to clear any obstacles in the case of a "Go around." The Flight Operations Systems team then developed detailed training guidance in order to support pilots flying to the airport.

Emirates' Flight Operations Support team also used similar technology to successfully enhance operational efficiency at other airports such as Seychelles, Addis Ababa, Eldoret and Basra.

## Ethiopian Cargo gets new B737-800 freighter

**ADDIS ABABA:** Ethiopian Cargo gets its brand new B737-800 freighter as Ethiopian Airlines Group gears up to realize its long-term plan of making cargo and logistics one of its most profitable ventures with projected annual revenue of US\$2 billion by 2025.

Ethiopian Airlines, the largest aviation group in Africa, envisions its cargo division to haul as much as 820,000 tons of cargo annually by then with 19 dedicated aircraft serving more than 57 international destinations.

The B737-800 freighter, the first of its kind in the Ethiopian Cargo fleet mix, was delivered on March 1, 2019 and is designed to serve short haul destinations in Africa and the Middle East.

The Group CEO of Ethiopian Airlines, Tewolde GebreMariam, said they are excited over their newest freighter just a few days after the company bagged several awards at Air Cargo Africa.

"The arrival of this new freighter is a significant addition and propels both our capacity and frequency. The B-737-800 Freighter will give us a new capability to serve short haul destinations in Africa and the Middle East more economically which includes the export of Ethiopian meat, fruits and vegetables to the Gulf Region," said GebreMariam.



## As Air Cargo Africa wraps up Messe München gets ready for Air Cargo Europe

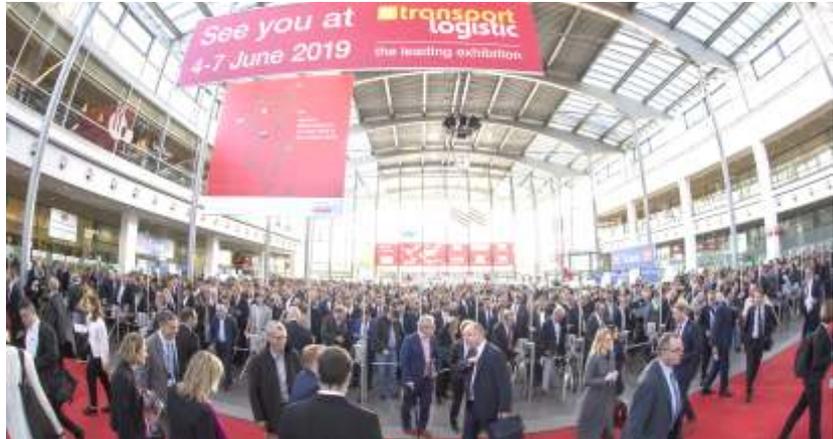
**JOHANNESBURG:** Leading international exhibition organizer Messe München wrapped up Air Cargo Africa 2019 on a good note with some 2,000 stakeholders participating in the three-day event held in February in the capital of South Africa.

It is now gearing up for the four-day Air Cargo Europe in Munich in June.

Messe München purchased the Air Cargo India and Air Cargo Africa exhibitions from Stat Trade Times last year, and upgraded and expanded the events in line with its global portfolio of industrial, transport and logistics, and supply chain events.

Some 170 exhibitors gathered at Emperors Palace in Kempton Park on February 19-21 for Air Cargo Africa 2019. The top visiting countries were Ethiopia, France, Germany, South Africa, St. Helena, Uganda, Ukraine and the United States of America.

The event was officially opened by Mr. RK Patra, Group Editor-in-Chief of Stat Media Group and Bongive Mbomvu, Acting CEO, Airports Company South Africa (ACSA) and included an exhibition, a number of networking lunches, a theme dinner and a high-level conference featuring niche round tables and forums where industry experts unpacked topical themes such as 'Liberalisation and Modernisation', 'Air cargo in a digital



era', 'Trade barriers and populist agendas', 'China's belt and road initiative and investments in Africa', and the future of unmanned vehicles in the air cargo industry.

"Air Cargo Africa is a central hub for Africa's air cargo industry, putting them in contact with experts from across the globe. We'd like to thank partners, sponsors and our air cargo industry supporters for making this event the continent's prime air cargo industry gathering. Over three days, it facilitated successful business engagements, networking and sharing of expert knowledge by industry decision-makers from across Africa and around the world," said Suzette Scheepers, CEO of Messe München South Africa.

Air Cargo Africa 2019 was presented

by Messe Muenchen South Africa, and Indian publishing house Stat Trade Times, in partnership with Diamond Partner Swissport, Platinum Partner Qatar Cargo, Emerald Partner Airports Company South Africa, Gold Partner Saudia Cargo, Silver Partner Miami International Airport, and track and forum partners Frankfurt Airport, NAACAM, Liege Airport, ibs, National, Mobile App Partner Unisys, as well as ATC Aviation, CargoFlash, Atlas Air Worldwide and Frankfurt Hahn Airport.

The next edition of the Air Cargo series is Air Cargo Europe. This international industry gathering for the global air freight industry will take place from June 4-7 in Munich, Germany, also organized by Messe München.

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## Virgin Atlantic to launch daily London-Tel Aviv flights this year



**LONDON:** Virgin Atlantic is launching new daily flights between London Heathrow and Tel Aviv on 25 September, envisioned to provide more import and export opportunities for customers in the UK, US and Israel seeking additional cargo capacity.

The route will offer a fast cargo service from Tel Aviv for goods such as high value precious stones, fresh produce, high-tech and electrical products, pharmaceutical and express shipments to prime markets in the UK and US, and offer more choice for companies exporting a wide range of cargoes to Israel. Virgin Atlantic's daily Airbus A330-300 flights will offer 20 tons of capacity on each service.

"2019 marks the start of a new phase of growth for Virgin Atlantic as we work to achieve our ambition to become the most loved travel company. Tel Aviv represents a fantastic opportunity for us - Israel's economy is booming and as one of the world's leading tech hubs we're anticipating many business travellers and entrepreneurs flying between Tel

Aviv and the UK," said Shai Weiss, Virgin Atlantic CEO.

"We also see a significant opportunity to increase competition in the US - Tel Aviv market, using the strength of our trans-Atlantic Joint Venture with Delta to offer customers from Tel Aviv a wide range of US destinations connecting through London Heathrow including New York and San Francisco. It also promises to be a strong route for cargo," he added.

2018 saw particularly strong growth in shipments of pharmaceuticals, perishables and high-tech cargo to Tel Aviv, which rose 35%, 7% and 5% year-on-year, respectively, according to market data.

"This is a really exciting new route for us and plays to our strengths in terms of quick connections to and from US and our proven expertise in carrying the major types of products moving in and out of Israel. We expect cargo to make a significant contribution to the success of the route," added Dominic Kennedy, Managing Director of Virgin Atlantic Cargo.

## China's Changsa City to launch 1 passenger and 4 freight flights



**CHANGSA:** The capital of China's Hunan province, Changsa City, is launching five new international passenger and freight flights this year, according to state media reports.

The city is reportedly opening up passenger flight to Africa and four freight flights to Europe, North America, and Southeast Asia.

The idea is to create a multimodal transportation network consisting of the China Railway Express, Xianing water transport, flying, and trucking.

Last year, eight international freight flights to Dacca, North America (Chicago, Halifax) and Manila were established from Changsa, the media reported.

Meanwhile, Beijing reported China's cargo throughput at ports grew by 9.1 percent to around 1.14 billion metric tons in January compared to the same month in 2018.

China's Ministry of Transport said foreign trade cargo throughput amounted to 378 million tons, up 5.9 percent year-on-year, while domestic trade saw a higher growth of 10.8 percent during the period.

The country's steadily growing waterway freight volume is fueling much of the growth in the container throughput at ports.



## Lufthansa enhances freighter connections to widen network



**FRANKFURT:** Lufthansa Cargo is enhancing its freighter connections this summer to broaden its route network and meet customer requirements during the period.

The company said its new summer schedule also incorporates the capacity of two brand-new Boeing 777Fs recently delivered to Lufthansa Cargo and AeroLogic. Overall, the measure is seen to boost its capacity offering by around 10% with the new schedule.

There will be many new frequencies on routes to and from Asia: another two flights per week will be added to the freighter connection from Frankfurt (FRA) to Tokyo Narita (NRT), Lufthansa Cargo said.

Besides the daily Boeing 777F, an MD-11F will now also connect the city in Japan with Frankfurt via Novosibirsk (OVB) on Wednesdays and Fridays, thereby offering an additional 170 tons of cargo capacity, it added.

Osaka (KIX) flights will be thrice a week using an MD-11F.

Seoul Incheon will also be connected on the outward leg from Frankfurt, taking Lufthansa Cargo's total number of South Korean frequencies to nine a week.

Flights to Hong Kong (HKG) using

MD-11F will be daily from 6 times a week, increasing capacity to the route by 85 tons per week.

In India, new connections will be offered in Mumbai (BOM), with seven weekly flights. Frankfurt to Chennai (MAA) and Ho Chi Minh City (SGN) will be doubled – with an AeroLogic (3S) Boeing 777F twice a week flights.

Additional flights to North America will also be launched: Atlanta (ATL) will be served seven times a week instead of the previous six and Chicago (ORD) is scheduled for 12 flights a week from eight starting this summer.

In Central and South America, a Lufthansa Cargo Boeing 777F only will be used in the future on the new direct flights to Mexico City (MEX) and on the rotations from Frankfurt to Buenos Aires (EZE) via Viracopos (VCP) and Montevideo (MVD) and from Frankfurt to Viracopos via Curitiba (CWB) as well as on the direct flight from Frankfurt to Viracopos, with a stop in Dakar (DSS) on the return leg.

This will facilitate new direct flights between Europe and South America that will reduce the flight time between the two continents by several hours. Lufthansa Cargo's summer schedule takes effect on March 31.

## Singapore aims to handle 5.4 million tons of cargo a year



**SINGAPORE:** Changi International Airport is building a new airfreight facility that will increase its air cargo handling capacity from 3 million tons to 5.4 million tons annually.

The new airfreight facility, Changi East Industrial Zone (CEIZ), will have air freighter terminals, air cargo express facilities, MRO services and hangars for maintenance, Channel News Asia reported. The first phase is expected to be completed by 2030.

The airport reportedly crossed record number of tons last year and figures are expected to rise with economic activities in the Asia Pacific Region picking up amid the rise of the new middle class.

Airport officials said the air cargo sector in Singapore is seeing strong growth. Technology and the popularity of e-Commerce further accelerate the industry's growth.

Pharmaceuticals, perishables are in high demand in the region. eCommerce in Southeast Asia is projected to grow 16 times by 2025 to S\$117 billion, according to media reports.



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## Panalpina creates special task force to handle Brexit issues



**LONDON:** Panalpina says it has created a special task force to find individual solutions for their customers amid looming uncertainties on how imports and exports would be handled in the UK once Brexit takes effect on March 29, 2019.

On January 15, the UK Parliament rejected the draft Withdrawal Agreement between the UK and the EU, thus, creating a possibility of a "no deal" scenario – the so-called "hard Brexit".

Panalpina explained one result of a "hard Brexit" could be that exporting or importing goods from or into the UK will be subject to some form of border controls with additional formalities and/or duties. As a consequence, hindrances to the flow

of all sorts of goods at the UK/EU borders cannot be ruled out.

Companies that need to import or export goods across the UK border risk the disruption of their supply chains as a result of congestions and delays at ports and airports. Also, the increased demand for storage space might lead to warehouse capacity crunches. Given the many Brexit challenges, Panalpina says it has set up a special task force to help customers find individual solutions.

"There has rarely been a greater threat to international trade and supply chains that we knew of in advance. Brexit will have a massive impact on businesses not only in the UK, but throughout the world.

Panalpina is committed to sustaining its customers' supply chains," assures Panalpina's regional CEO for Europe, Christian Wurst.

"While uncertainty prevails, we are planning ahead for all possible scenarios. We are engaged in regular exchanges with the Freight Transport Association, the London Chamber of Commerce and Industry as well as government bodies, so we get informed first-hand about any relevant changes, for example regarding customs regulations," adds Wurst.

Panalpina says customers can email: [brexit.queries@panalpina.com](mailto:brexit.queries@panalpina.com) for questions regarding Brexit and what it will likely mean for their supply chains.

## B&H Worldwide signs deal with growing parts specialist APEX AERO



**LONDON:** Global aerospace logistics provider B&H Worldwide has signed a three-year deal to provide warehousing and efficiency solutions to UK-headquartered Apex Aero.

Apex Aero, a specialist in part supply for new generation Airbus & Boeing aircraft, is considered a market leader in the provision of next generation aftermarket services.

B&H says it will handle all Forward Stocking Location (FSL) services for Apex Aero through its climate-controlled warehouse at London Heathrow from where the parts will be shipped to locations across the globe, to support Apex's network of airline customers & MRO's.

Apex Aero also support other suppliers, with high demand units to supplement their shortfalls in stock, for their contracts.

"We are delighted that our flexibility and global capabilities will help Apex Aero move forward with the next stage in its long-term, global development plan," says B&H Worldwide Group CEO Stuart Allen.

Outsourcing the logistics demands and supply of parts, allows Apex Aero to focus on developing the best customer support team, who can



concentrate on delivering tailor made solutions to its customers.

"Apex Aero believes in providing its customers with the highest quality parts and services and that's why we chose B&H to deliver the warehousing and logistics services for our large stock pool. Their logistics experience, partnered with my team's aviation expertise and in-depth knowledge of the current spares aftermarket, enables us to provide an outstanding all round service to our customers around the world," said Apex Aero Managing Director Sam Darkin.



## Dubai Joint Cooperation Agreement



The National Association of Freight & Logistics (NAFL-UAE) signed on February 25, 2019 a Memorandum of Understanding with the Dubai Civil Aviation Authority (DCAA) to jointly promote the UAE's growing cargo and logistics industry, regionally and globally. The agreement also calls for the two entities to engage in joint cooperation in training nationals and non-nationals to create a robust human capital in the sector, participate in events and exhibitions, among many other projects.

Pictured above are: His Excellency Mohammed Abdullah Ahli, Director General DCAA, 3rd left, with NAFL President Nadia Abdul Aziz, 4th right, other NAFL Board members and DCAA top executives following the brief signing agreement ceremony.



## Hellman & Symbic introduce 'Logistic Lights'

**OSNABRUCK, GERMANY:** With the help of Hellmann Worldwide Logistics, the start-up Symbic is introducing "Logistic Lights" – an innovative alternative to the pick-by-light technology used for order picking.

Hellmann said the device uses only one mobile spot installed for picking which can record any number of storage locations doing away with the old practice of providing each shelf compartment with pick-by-light technology.

By scanning the article with the MDE or finger scanner, the spot knows which of the carton locations to illuminate, so that order pickers can see at a glance where to sort the item.

In addition to intuitive operation, the system, which can be recalibrated within minutes, is highly flexible, Hellmann explained.

The Osnabrueck-based start-up, Symbic has developed "Logistic Lights" especially for use in contract logistics. As part of a pilot project, the test phase at the global logistics service provider Hellmann began during the Christmas period. In the pilot phase, Hellmann already recorded an average time saving of around five seconds per pick by the use of "Logistic Lights".

"The system is simple, but effective. In addition, the results speak for themselves: The equally flexible and intuitive application increases our

employee efficiency and satisfaction. "Logistic Lights" are a great alternative to classic "pick-by-light" and "put-to-light" systems," explains Robert Bommers, COO, Contract Logistics at Hellmann Worldwide Logistics.

Symbic Managing Director Achim Hendriks adds, "Right from the start, our goal was to improve both efficiency and ergonomics in the process. Thanks to the application-oriented cooperation with the logistics service provider Hellmann Worldwide Logistics and its expertise in contract logistics, we were able to develop a customized product that impresses with its ease of use. The savings of an average of five seconds per pick even exceeded our original expectations."



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# WFS

## Going more global

By Gemma Q. Casas



We're looking at very significant global growth and there will be quite a bit of focus on Africa. I hope in a few years, we'll be doing more business with more countries on the continent.

Barry D. Nassberg



**This April, WFS will start building a new state-of-the-art pharma facility at Copenhagen Airport amid volume rise of 90% year-on-year in the area, a good example of how much the company is willing to invest on tech-laden facilities.**

**Work on the project covering an area of 1,500 sqm will soon begin and is designed to provide end-to-end handling in a temperature-controlled environment for 2-8°C pharma products incorporating acceptance, offload, pre-storage, build-up and storage.**

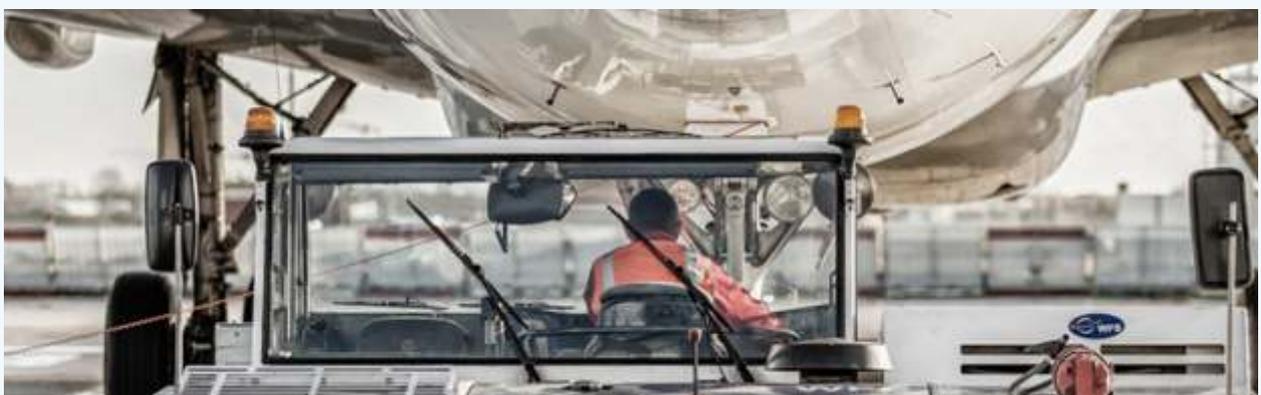
**T**he Paris-based Worldwide Flight Services (WFS) currently holds the title as the world's largest air cargo handler with over 270 airlines as clients across five continents and annual revenues of over EUR1.2 billion. But it's bent on getting bigger and better with the launch of a major global growth project planned to be carefully executed over the next five years.

Cerberus Capital Management, a New York-based global leader in alternative investing with over US\$50 billion in assets across complementary credit, private equity and real estate platforms, which acquired WFS four months ago from Platinum Equity, together with WFS's executive team, is strategically identifying and mapping out growth areas across the globe, including emerging markets in Africa.

"We're embarking on a major global growth project that is going to carry us for the next five years," Barry D. Nassberg, Group Chief Commercial Officer of WFS, told Air Cargo Update in an interview in Johannesburg, South Africa, on the sidelines of Air Cargo Africa conference. "We're doing that with the new shareholders which have owned the company for the past four months."

In Africa, WFS operates in only one country, South Africa, and its services limited only to cargo handling. But that may change with the company's global growth expansion plans.

"We're looking at very significant global growth and there will be quite a bit of focus on Africa. I hope in a few years, we'll be doing more business with more countries on the continent," Nassberg enthusiastically shared.





## COVER STORY

**Africa: A Challenging Coast**

Though endowed with abundant natural resources, Africa, which is twice the size of Russia, bigger than Canada and even the United States and China put together, remains largely poor and unexplored for business opportunities in this sector, due to many challenges.

Nassberg said while the challenges in Africa are not vastly different than other places in the world, a lot of work needs to be done to open it up for more foreign investment and allow international companies to operate peacefully and effectively.

"The challenges in Africa are not vastly different in what you see in other places in the world. Yes, it's security. It's bureaucracy. It's government protectionism. It's often policies that are not well thought out from our perspective. Markets are not as open as we'd like them to be. Issues with transparency to be frank and that's a problem for us," the WFS Group CCO briefly described some of the challenges international firms face in the continent blessed with large deposits of oil, petroleum, minerals and other natural resources.

The WFS CCO said Africa must also invest more in education and providing awareness about business opportunities with equitable partnerships with foreign investors.

He explained that the era of "no questions asked investment" is long gone with companies putting strong emphasis on accountability and the social benefits their investment brings to the host countries.

"I think the era of sort of no questions asked investment is behind us. Companies that want to make significant investments want to know how they would benefit from such investment and how countries would benefit from it," said Nassberg recalling that Asia, Southeast Asia in particular, also struggled to open up for business in the 70s, 80s and the 90s but eventually achieved considerable developments over time.

"You'd like to be able to do the same in Africa and there's no reason not to



achieve that but we're not quite there yet," he said.

**Innovations & Technology**  
**As one of the world's leading companies providing ground handling services for cargo, passenger and ramp handling, premium services, baggage and technical expertise, WFS heavily invests on technology, innovations and people to make its services more efficient, thus, better serve customers.**

Nassberg said the company had made considerable investments in new technology, including working with international bodies like IATA to use and transition its systems to digitalization.

"Well, in the air cargo industry, it's (digitalization) a major topic of not only discussion but development. We work closely with international organizations such as IATA on the digitalization of international commerce and international air cargo. Removal of obstacles, removal of documentation as a barrier, embracing technology and all of this, carry through to how airlines operate their cargo divisions," Nassberg

explained.

"And we, as an extension of the airlines, are doing the same in terms of our ground operations so that's bringing in new systems compatible with eCargo initiatives, working very closely with customs authorities, introducing latest scanning and RFID tech into our warehouse management, introduction of robotics into our warehouse, among other things. We are fortunate that we have the resources. We are ready and we are probably more ready than some of the airlines we serve or the forwarding community," he added.

This April, WFS will start building a new state-of-the-art pharma facility at Copenhagen Airport amid volume rise of 90% year-on-year in the area, a good example of how much the company is willing to invest on tech-laden facilities.

Work on the project covering an area of 1,500 sqm will soon begin and is designed to provide end-to-end handling in a temperature-controlled environment for 2-8°C pharma products incorporating acceptance, offload, pre-storage, build-up and storage.

Accessible through four dedicated cargo doors, the facility will accept loose shipments and pre-built units, offering a storage area large enough for 300 EUR pallets and 30 PMC pallets. WFS expects the construction



COVER STORY



one of the biggest employers in the industry.

Sustaining livelihood for these people who support families isn't WFS's only agenda—it's also actively campaigning to upgrade industry image and standards among the millennials across the globe.

Nassberg explained the general perception is that air cargo is a very unsexy industry, dealing mostly with boxes and warehouses. But that is now changing with the global business landscape transforming and conforming to the digital age.

"People have a particular vision that air cargo is by appearance a very unsexy industry. What could be interesting dealing with boxes in a dark warehouse? But actually it is a very exciting business and we spend a lot of time thinking how to get that message across to young people," said Nassberg.

He said WFS has reached out to students coming out of secondary schools looking for entry level positions or even university graduates looking for tech-oriented jobs or a challenging work environment for new recruits. The industry pays reasonably well and offers abundant training and new opportunities.

"There is so much that this industry has to offer. And we are dedicating a lot of resources on how we recruit and train. Our biggest one is in Paris, the

Airport College Roissy, where we groom young people for careers in airport services," he said.

As an integral part of the air freight industry, companies like WFS sit at the forefront of globalization and it's making things happen for many communities and economies.

**"Whether it's pharmaceuticals, food products, everything, from the four corners of the world, are moving within hours. When you walk through a shop, it's a marvel in a way when you start thinking it was sitting in a field 24 hours ago to be picked by a farmer, prepared, packaged and shipped to arrive at a shelf of a supermarket and in the middle of that process are companies like ours," Nassberg explained.**

### Gender Equality

Women working in the air cargo industry used to be a rarity says Nassberg who has been in the sector for over four decades now, 26 years of which at WFS.

"In four decades, I have seen massive changes. It was a rarity to see

process to be completed in time for the new building to undergo IATA CEIV Pharma pre-assessment in July.

WFS is also upgrading the existing temperature control areas in its current facility in Copenhagen to handle growing volumes of pharma products requiring a 15-25°C temperature range, its second investment in pharma facilities at the airport in under two years.

Other WFS tech and innovation enhancement projects elsewhere around the world are also in the pipeline, including new pharma facilities in Paris CDG and Johannesburg.

### Sustainable global career

With close to 27,000 employees serving hundreds of airlines across 198 major airports in 22 countries on five continents, WFS is considered



## COVER STORY

women, frankly anywhere in the air cargo industry, whether be in frontline or senior or middle or senior management positions. That has changed. I'm very happy that that has changed. But as an industry, we need to make greater efforts to promote more gender equality," says Nassberg.

Today, women are actively employed in the industry even holding top management positions.

WFS is among companies in the industry striving to promote gender equality, knowing that women can perform as effectively as their male counterparts in all areas.

"I'd like to think that we as a company have made a lot of inroads for women and we have pushed gender equality as a goal. There's a good representation of women up to and including the executive committee of the company and we do actively look to fill positions with well qualified female talent," said Nassberg.

"There are no barriers to women in our industry, other than the perceptions of the past. Women bring an additional dimension to it. I would encourage those looking at nontraditional career path to look at air cargo," he said but noted it's still a long stretch to reach a 50-50 ratio.



Barry Nassberg

## The aviation & air cargo maven

**With his signature fedora hat, a friendly smile and an expert look, it's hard to miss Barry D. Nassberg at any major cargo events.**

The Group Chief Commercial Officer of WFS, Barry has been around the industry probably far longer than most executives with over 40 years solid experience yet still keeps his feet on the ground.

His longevity in surviving this tough yet dynamic industry is tested time and again at WFS which changed management six times over the course of his 26 years career at the firm.

The secret, Nassberg says, lies on being flexible & adaptable as well as taking advantage of opportunities that come your way.

"Things change. This is a very dynamic industry and the success or failure of companies is often dictated by economic conditions. Sometimes by changes in

ownership. Changes in management. Be flexible. Be adaptable. Take advantage of opportunities. It worked for me," Nassberg shared.

"I have moved many times. I've worked under many leadership teams in the 26 years I've been with this company. Six different shareholders and each one with somewhat different agenda and style," he noted to illustrate his point.

Barry says aviation is the only industry he has ever wanted to work in even as a child and his love for it has brought him life and to so many cities and places across Europe, the US, Asia and beyond.

And the future still looks bright for this aviation and air cargo expert highly regarded in the industry for his invaluable insights and resolve to push for growth.

# NORDIC AIR CARGO

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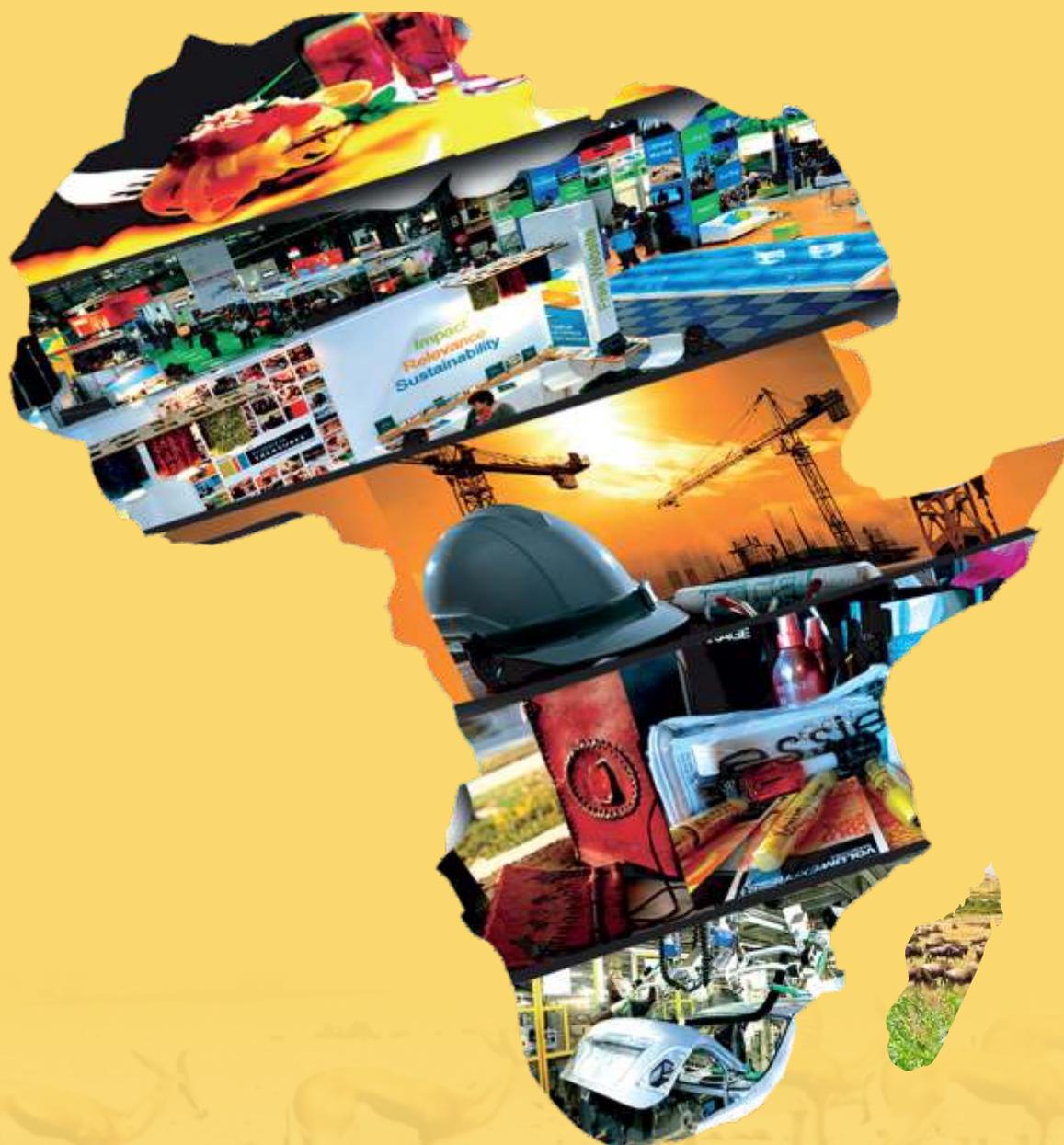
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FEATURE

# Saudia Cargo and Africa:

Time-tested partnership sustaining economies





2018 was a busy year for Saudia Cargo and the trend is likely to continue in the coming months and years as Saudi Arabia initiates more economic reforms requiring reliable transportation on air and on the ground.

**Away from home, the Saudi national cargo carrier is also a very important economic enabler in Africa where several emerging markets are heavily dependent on its air freight expertise to transport products to Europe and elsewhere.**

Air freight, is of course, the fastest and the safest mode of transport that connects cities, countries and continents within just hours, enabling industries to provide employment and sustainable economy for their host countries.

In Kenya, for instance, Saudia Cargo flies nine scheduled freighters between Nairobi and Amsterdam carrying cut stem flowers, mostly roses, freshly harvested from flower farms. Charter flights are added on seasonal basis when demand for flowers is extremely high like Valentine's Day, Mother's Day,

among other important global occasions. Flowers are Kenya's top export employing indirectly and directly about 2 million people.

"It was a very good year for us," Amer Nimer Abu Obeid, Executive Director Commercial Global at Saudia Cargo, described 2018. "To Saudia Cargo, 2018 was all about efficiencies and capitalization on existing networks and existing assets that we have. We operated less planes but more volumes."

Less freighters dispatched while increasing cargo volumes meant reduced operational costs with maximum profits.

Apart from Kenya, Saudia Cargo also serves Johannesburg in South Africa, Sudan's capital Khartoum and Addis Ababa in Ethiopia, both for freighters and belly-hold cargo capacity.

"Africa is a very important market for us," said Abu Obeid. "We have been here for over 10 years and we're still growing and we operate extra flights during high season like Valentine's Day or Mother's Day."

And while some companies may have concerns over safety and security issues in Africa, Saudia Cargo



never had any problems with that.

As Saudi Arabia lays the ground for its ambitious Vision 2030 initiative, the demand for Saudia Cargo to provide fast and efficient air transport for various industries is heightened, something that Abu Obeid and the entire company are excited about.

"The whole country is transforming," says Abu Obeid. "It's moving forward with lightning speed and as the cargo carrier of the national government, we have to be the logistics catalyst in the Middle East. We're very excited with a lot of things changing."

The Saudi 2020 Strategic Transformation Plan, in line with the Saudi 2030 Vision, aims to turn Saudi Arabia into a leading freight and logistics hub in the region.

A multibillion investment plan supports this goal that will provide Saudia Cargo with new facilities across several major cities in the kingdom.



FEATURE

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**Africa is a very important market for us. We have been here for over 10 years and we're still growing...**

**-Amer Nimer Abu Obeid,  
Executive Director Commercial  
Global at Saudia Cargo**

**From banking  
to cargo**

An economics graduate at Yarmouk University in Jordan, Amer Nimer Abu Obeid began his career as a banker with the ANZ Grindlays Bank where he stayed for five years before deciding to switch to the more dynamic logistics and air freight industry.

At DHL, the world's largest logistics and freight company, Abu Obeid first served as Area Sales Manager for over two years in Saudi Arabia before becoming the National Sales Manager.

He stayed at DHL for 10 years before making a leap to Saudia Cargo in 2009 as Sales Director Cargo.

At Saudia, Abu Obeid grew further



**Amer Nimer Abu Obeid**

his career becoming the Sales Director for Middle East, North Africa & Turkey. He eventually became the Regional Director for Europe that required him to be based in Germany for more than two years.

Now the Executive Director Commercial Global at Saudia Cargo based out of the company's headquarters in Jeddah, Abu Obeid has greater responsibilities that binds him to constantly travel overseas.

But that doesn't bother Abu Obeid who says there's never a boring day in the cargo industry. It's dynamic, there's constant action and all are interconnected somehow.

“There are no boring days in cargo. Everyday there's a new challenge. For example, a volcano may have erupted and that affects your business out of Bangladesh. You don't know when you start the day and you don't know when it would end. Everyday there is something new,” said Abu Obeid.

And with Saudia Cargo expected to take a leading role in pushing for the kingdom's economic reforms, Abu Obeid is up for even more exciting times.

“The potential of Saudia Cargo is unlimited with vision, speed and investments on its own assets. I'm so excited being a part of this winning team,” Abu Obeid concludes.

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# WOMEN BREAKING BARRIERS

IN MARITIME & PROJECT CARGO INDUSTRY





“

**Women have always contributed to all aspects of our industry, as project logisticians delivering projects in often challenging locations, shipbrokers fixing cargoes, and cargo superintendents and marine warranty surveyors loading cargoes on ever growing scales in ports across the globe** - Tina Benjamin-Lea, Logistics Manager, SNC-Lavalin

**W**omen make up only 2 percent of the maritime industry's entire workforce and an equally small percentage in the logistics and cargo sectors. But the gender equality gap is now slowly changing with more women entering these male-dominated sectors in various capacities.

At the recently held two-day Breakbulk Middle East exhibition and conference in Dubai, the GCC's leading breakbulk and project cargo event, women's increasing involvement in these industries was highlighted.

Eng. Hessa Al Malek, Executive Director, Maritime Sector, UAE Federal Transport Authority for Land and Maritime, says incorporating a strong presence of maritime women with leadership roles at the event, the industry empowers the current generation to strive for greatness and inspire future leaders.

"The readiness of BBME (Breakbulk Middle East) to contribute to enhancing the status

of women in the maritime sector is a commendable initiative that should be applauded because through empowering women, thriving economies will be fueled around the world, growth and development will persevere, and we will all benefit as we strive towards safe, secure, clean and sustainable shipping."

Leslie Meredith, Marketing Director Breakbulk Events & Media, emphasized that women can provide legal, technical, operational, among other key roles, necessary to develop the maritime sector.

"Due to the complexities of shipping, many issues are topical and gender equality is one of them. Reducing the discrepancy between male and female employees, as it pertains to international maritime, is essential for the development of the sector as the experience and expertise that women can provide, whether it be legal, technical, operational or otherwise, will only help in enhancing the industry as a whole," she said.

#### **Unlocking women potentials**

Jasamin Fichte, a maritime law specialist from Germany who founded the law firm Fichte & Co. in 2005 in Dubai, is all too familiar with the challenges of navigating in a male-dominated industry to earn respect.

**"Over the years, there has been a gradual shift and the industry has become more accepting of the fact that women are equally capable of industry successes. As a result, doors that once appeared to be bolted shut have been unlocked allowing females in maritime to achieve new heights," said Fichte who also introduced to the UAE Women in Shipping and Trade Association (WISTA) which she currently heads.**



## FEATURE

Fichte believes only when women join forces can they obtain their rightful place in the maritime sector.

"In doing so, our actions will act as the ultimate portrayal of the benefits we can offer to uplift the industry and the appropriate respect will simultaneously be earned," she said.

Tina Benjamin-Lea, Logistics Manager at SNC-Lavalin and a member of the Advisory Board at Breakbulk Middle East, believes diversity and inclusion are the key drivers in pushing the industry forward.

"Women have always contributed to all aspects of our industry, as project logisticians delivering projects in often challenging locations, shipbrokers fixing cargoes, and cargo superintendents and marine warranty surveyors loading cargoes on ever growing scales in ports across the globe," Benjamin-Lea noted.

"In today's world, diversity and inclusion are key drivers and such women in logistics and maritime should play an active role in reshaping industry perceptions. SNC-Lavalin is committed to supporting women across all business sectors and developing local talents in the Middle East that can take the lead in creating a better future for generations to come," she added.

#### Technology an enabler

Katherine Yakunchenkova, General Manager, Al Safina Security Group, which specializes in global security solutions, rapid developments in technology is opening up new opportunities for women traditionally relegated for men like the maritime industry.

"Rapid growth of innovations and new technologies that shape the shipping world, such as usage of blockchain, robotic processing systems, drone deliveries, eco-friendly ships provide the industry possibility for big leap in operation



efficiency. Technological changes are accelerating and tech trends will contribute stupendously into economic growth that I find remarkable," Yakunchenkova said.

Throughout her career, Yakunchenkova said she has witnessed how technology has transformed gender equality in many fields.

"Based on the World Economic Forum report, finally we will achieve economic gender parity if progress continues at the current rate. Overcoming the digital gender divide is imperative for our common future to be safer, brighter and fairer," she said.

Suha Abdulla Obaid, Deputy CEO, Folk Group, said although women account for 40% of the global workforce, their number is really small in the maritime industry.

"Despite women forming nearly 40% of the global workforce, the amount of women involved in international maritime is only a mere

two percent. This number encompasses all aspects of shipping, ranging from primarily seafarers to only a few top-level executives. For that reason, bridging the Maritime's gender gap is an issue that must be addressed and an initiative that Breakbulk Middle East appears to be taking seriously," she said.

"Although the industry has become more aware of the benefits that come with reducing the gender imbalance, continuing to promote this concept on the significant channels of exposure is a crucial element to combatting the disparity," she added.

The UAE and Saudi Arabia, which represent the two largest GCC economies in the region with a combined GDP of about US\$1.1 trillion, led delegates from more than 52 countries from all sectors of the project cargo and break-bulk industry that participated in the two day BBME expo and conference held February 11-12 at the Dubai World Trade Center.



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Mohammed bin Rashid Aerospace Hub

# Advancing MRO's growth in the Middle East

By Gemma Q. Casas



**The Middle East would need 2,990 new aircraft by 2037, valued at USD754 billion. MRO factored in is forecast to grow to USD13.1 billion by then.**

**T**he global maintenance, repair and overhaul (MRO) industry is headed for a rosy outlook with strong demand for air travel worldwide and the need to upgrade and replace aging aircraft.

Worldwide, the Middle East has the second strongest MRO market at 6.5% forecast growth annually. Over the next decade, the region is seen to generate 10% of the world's total demand in MRO requirements valued at over USD100.6 billion, according to reports and experts.

In-service fleet in 2018 totaled 2,025 aircraft in the Middle East and projected to grow to 3,475 by 2027, at 6.2% growth. Boeing forecast the Middle East would need 2,990 new aircraft by 2037, valued at USD754 billion. MRO factored in is forecast to grow to USD13.1 billion by then.

The aerospace sector in the UAE has grown tremendously over the years with its favorable geographic location, investments from leading airlines in the region and high demand for air travel, MRO Middle East, a major expo/conference co-produced by The Aviation Week Network and Tarsus F&E LLC Middle East, noted during the two-day event held in February in Dubai that drew some 330 exhibitors representing the region's best MRO and aircraft interiors companies.

The UAE, home to the biggest airline in the Middle East, Emirates, which operates over 3,600 flights a week from its hub at Dubai International Airport, is leading the move to further develop the MRO industry in the region through Dubai South's aviation district now known as

the Mohammed bin Rashid Aerospace Hub.

### MRO at the Aerospace Hub

The Mohammed bin Rashid Aerospace Hub has evolved into a prime component of the UAE's quest to position itself as the aviation capital of the world in accordance with the vision of His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice President, Prime Minister and Ruler of Dubai.

This multi-phased airport city is designed to handle up to 220 million passengers at the Al Maktoum International Airport and 16 million tons of cargo every year. It will also be home to a Dh25 billion (about USD7 billion) residential zone, a free zone business park, an aviation hub, logistics and cargo district and the exhibition site being built to host Expo 2020 Dubai.

The Aerospace Hub is currently home to a five-star VIP Terminal facility which hosts some of the world's leading Fixed Base Operators for private jets, including Falcon Aviation, JETEX, and Jet Aviation, providing major business entities bespoke aviation services and seamless connectivity, and proximity advantages to the world's largest airport in the making, the Al Maktoum International Airport.

On the MRO side, the Aerospace Hub is home to Lufthansa Technik AG, one of the world's biggest and most trusted MRO companies headquartered in Hamburg, Germany.

Lufthansa Technik Middle East was the first MRO company in Dubai South, opening up in 2017 with just 20 employees. Today, it employs well under 60 and is recruiting for more technical staff after it doubled the size of its facility and added services to its portfolio amid increasing demand for its services.

The hangar and workshop space of Lufthansa Technik's main facility at the Aerospace Hub at Dubai South was enlarged from 2,500 to 5,000 square meters – within just a year after its opening.



H.H. Sheikh Ahmed bin Saeed Al Maktoum, center, President of Dubai Civil Aviation Authority, and Chairman and Chief Executive of Emirates Airline and Group, exchange pleasantries with exhibitors during the opening of the two-day MRO Middle East. Supplied Photo



In the second half of 2018, the facility was successfully audited by the German Federal Aviation Office (LBA).

"Lufthansa Technik is one of the leading aviation suppliers in the world and we are delighted to see that their facility has doubled in size within the first year of operation at the Mohammed bin Rashid Aerospace Hub. We look forward to developing their offering at the Aerospace Hub, and will continue to support their growth and development," said Tahnoon Saif, CEO, Mohammed bin Rashid Aerospace Hub.

Saif, a seasoned aviation executive who has been with Dubai South since 2006, said MRO is a growing industry that the Aerospace Hub is strongly supporting.

He expressed hope for more companies to take advantage of the Aerospace Hub's business incentives and unique location that connects the East to the West and beyond.

"We are developing the general maintenance and general aviation in

Dubai," Saif told **Air Cargo Update**. "It's a big responsibility but with the support that we're getting from our leadership, it's coming to fruition."

Saif has also high hopes the upcoming 2020 Expo Dubai which is forecast to bring in more than 25 million tourists to the UAE would usher in more development in the airport city.

"We're optimistic over the 2020 Expo Dubai," said Saif. "From an aviation perspective, it's building the momentum to create the biggest airport surrounded by an ecosystem that supports the aviation industry."

More than a decade ago, Dubai South was just a vast desert but today it's an upcoming urban development offering new possibilities.

"Today, Dubai South is home to the air show, the biggest airport in the world and some 5,000 residential units will be delivered this year. So it's a city by itself not just a site project," said Saif who shared that seeing



## NEWS FEATURE



**Saif Tahnoon, left, Chief Executive Officer of Dubai South's Mohammed bin Rashid Aerospace Hub, explains to visitors the many advantages of doing business at the world's future aviation capital. Supplied Photo**

Dubai South built from scratch is a once in a lifetime experience that he will never forget.

"This is a one of kind experience. In 12 years, a whole city was developed. I witnessed the development of this city from scratch. This happens once every 50 years," he said.

#### **Lufthansa on track for growth**

Ziad Al Hazmi, Chief Executive Officer of Lufthansa Technik Middle East, said their growth in the region largely comes from the opportunity that Dubai South's Aerospace Hub offered the company.

"A lot of our success actually comes with the opportunity that we had with Dubai South. They created this

aviation cluster and we were the first mover here. We grabbed that opportunity. We started in 2017 with around 20 employees and today we're just under 60," said Al Hamzi, a UK aeronautical engineering graduate who began his career with Lufthansa in 1999.

A German-Emirati, Al Hamzi said Dubai's strategic location and its favorable business climate puts Lufthansa Technik in an ideal position to serve its target market in the Middle East.

"This region is growing at about 6.5% in fleet and the world average is around 3.5%. Here, it's a very fast growth and for us, it's very strategic to be in this area to be closer to our

customers—that was the big driver," said Al Hamzi who speaks fluent English, German and Arabic.

With its sales revenue significantly increased last year, Lufthansa Technik almost doubled its annual investments to EUR233 million targeting innovations and digitalization aspects of its global services.

Al Hamzi said Lufthansa Technik's strength lies on its long-term investments that create more value for customers looking for quality work.

Lufthansa Technik's additional space at Dubai South enables it to increase its capabilities for Airframe Related Components (ARC), for example composite repairs on components such as the inlet cowls of the Boeing 787. New nacelle and radome spares for Boeing 787, 777 & Airbus A320 aircraft were acquired.

Additional local mobile support teams can now perform on-wing work for certain repairs at customer sites within the region, significantly reducing costs and turnaround times. Further possible services are currently in preparation.



Tahnoon Saif

### **The Emirati who once dreamed of becoming a pilot ends up as the CEO of the biggest Aerospace Hub in the Middle East**

**Tahnoon Saif is the Chief Executive Officer of the Mohammed bin Rashid Aerospace Hub at Dubai South who once dreamed of becoming a pilot but failed due to medical reasons.**

"I started as an aviation student in a pilot program but I failed to continue due to medical reasons. I wasn't fit. That was my childhood ambition. I think every kid dreams of flying," Saif recalled when asked how he began his career in the aviation industry.

**Flying a plane may not have worked out for Saif but he's in for a bigger role with greater impact in the aviation industry not just locally and regionally but internationally with the UAE positioning itself as the future aviation capital of the world.**

**Saif first joined Dubai South in 2006 as Head of Strategy and climbed his way up to the corporate ladder.**

**In his role as CEO, Saif oversees the development and execution of the Aerospace Hub including development of the business strategy and master plan for this multi-phased aerospace infrastructure development.**

**With more than 24 years of working experience, Saif positioned himself as a professional in the fields of aviation and strategy development. Prior to his existing role, he was Vice-President for Strategy at Dubai South responsible for developing and facilitating the execution of the corporate strategy and ensuring the alignment of business and functional units with corporate strategy.**

**Saif led the development of Dubai Freezones Council Strategy, Dubai International Airport-AI Maktoum International Airport Transition Strategy, and participated in developing Dubai Industrial Strategy.**

**Saif is a Stanford University-certified Aviation Management Professional (AvMP) and holds a certification in Strategic Airport Management from the International Air Transport Association (IATA). He earned his MBA from the prestigious Johns Hopkins University in Baltimore, USA.**

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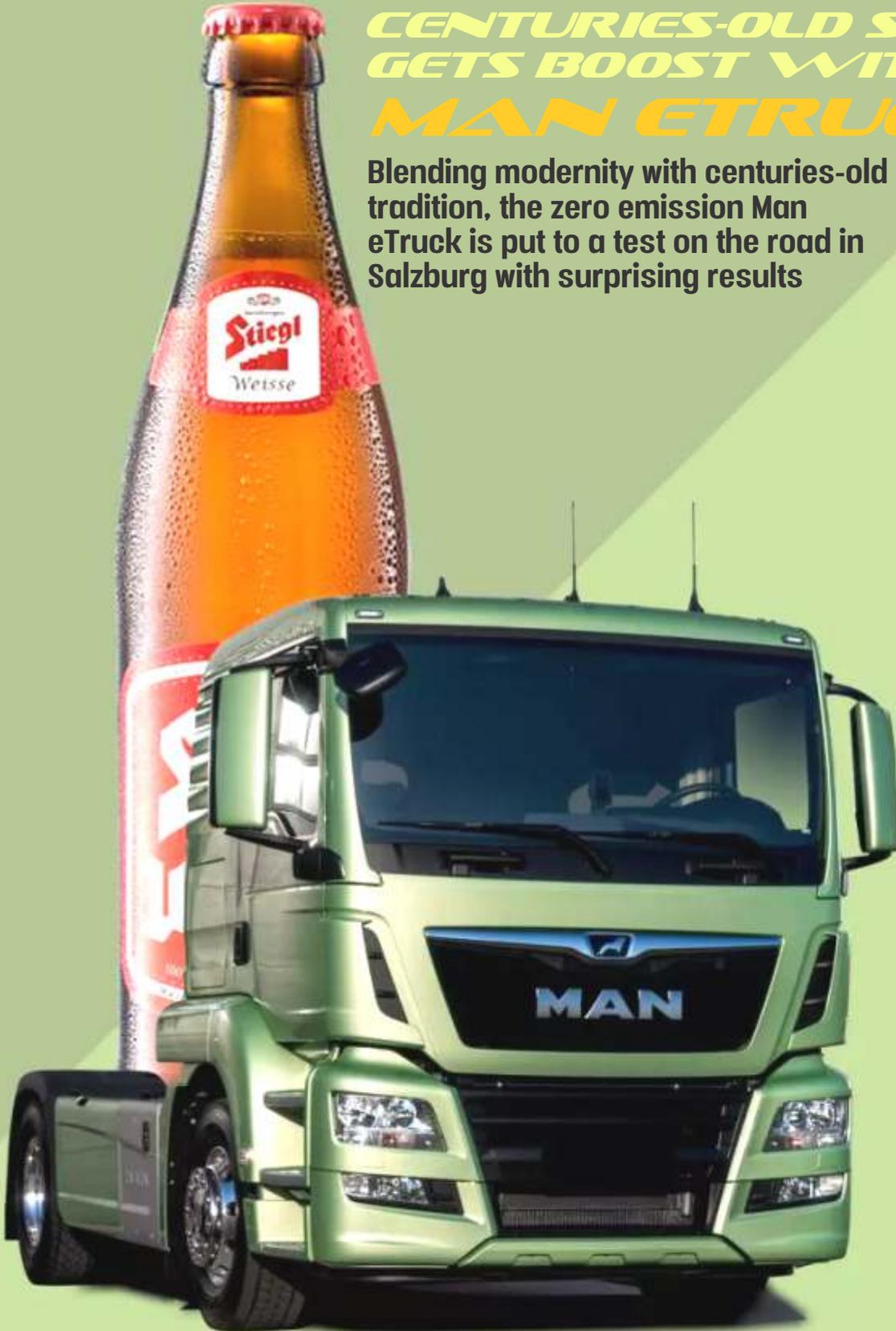
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TRUCKING

***CENTURIES-OLD STIEGL  
GETS BOOST WITH  
MAN ETRUCK***

Blending modernity with centuries-old tradition, the zero emission Man eTruck is put to a test on the road in Salzburg with surprising results





TRUCKING

**T**he Stiegl brewery has been brewing beer in Salzburg since 1492. Today, its beer bears the “Slow Brewing” seal of quality for fulfilling one of the best international quality standards.

Despite its 525 years of successful history, the private brewery is not taking resting on its laurels. And it shows in its countless sustainability projects including embracing zero-emission trucks which Man put to a test in Salzburg.

**Stiegl's coachman Herbert Schröder and the two stallions Lenz and Lord run daily deliveries to the historic district of Salzburg. All areas of the company employ an holistic approach: Utilisation of an increased amount of raw materials from certified organic farming, cultivation of ancient grain varieties on the Stiegl estate Wildshut to maintain biological diversity and for brewing exclusive beers, and the manufacture of the Stiegl reusable beer crates made of 60% recycled plastic are just a few examples.**





## TRUCKING



**The eTruck field test at Stiegl perfectly merges tradition and modernity. Now, the test driver is eager to find out how the eTruck will perform in the cold season. “The 12 lithium-iron battery packs are automatically cooled or heated during the charging process, meaning they always have the optimum temperature. That means you basically always enter a “warm” vehicle. I can’t see there being any problems.”**

All processes are constantly monitored in regard to their impact on the CO<sub>2</sub> footprint of the brewery. With 232 grams of CO<sub>2</sub> per liter of beer, it is one of the lowest in the sector.

#### **The alternative: Zero emissions**

As a member of the Austrian council for sustainable logistics (CNL), it was an easy decision for Stiegl to participate in the pioneering MAN eTruck field test. After all, cutting down on emissions is a particular focal point in the distribution sector.

Apart from a fleet which has been consistently updated according to the Euro 6 standard, Stiegl has been relying on the currently one and only “zero emissions version” for deliveries close to the brewery for hundreds of years: two teams of horses.

One of them has been under the reins of coachman Herbert Schröder for almost 30 years. He and his carriage are a unique duo, and when the hooves of the black-dotted Tiger Noriker clatter along the historic cobbled streets, they attract surprised

glances, not only from tourists. Recently, however, Herbert and the stallions Lenz and Lord have had to compete with a new rival when it comes to attention and zero emissions.

#### **First brewery with an eTruck**

Dominik Lackner drives and tests the eTruck MAN TGM 26.360E for the Stiegl brewery and he’s attracting as much attention.

“The decals, which were designed by our Stiegl apprentices, are a real eye-catcher, and so is the green number plate,” says Dominik. A power cable with a plug, shaped like Austria’s borders, winds its way along the driver’s and co-driver’s side of the beverage truck.

“Country by the current (Land am Strome)...,” a line from Austria’s national anthem, is written alongside it. Very apt, since the MAN eTGM is the first fully electric heavy-duty truck used by a brewery.

“Since I started driving this vehicle, I have had people approaching me



every day and asking me about it," Dominik tells us. That makes the 28-year-old professional truck driver not only a test driver for the eTruck field test but also an ambassador for eMobility in the commercial vehicle sector.

#### **Completely electrified by the MAN eTGM**

"I have always been a great fan of trucks. The MAN TGMs in our fleet were always my favorite, I like the taut chassis. Ideal for deliveries, almost no rocking movement. That means it's the identical version but with "noise", according to Dominik's description. "But what can I say: I just don't like it any more. Now I have the eTruck and don't want to swap it again for any other!"

That he had a different opinion at the beginning is something that Dominik is more than willing to admit. He says that he was sceptical when he first climbed into his future vehicle for a special MAN eTruck driver's training at the MAN plant in Steyr a few months ago. "It really packs a mighty punch. This truck takes off like a rocket. I would have never imagined that it works so well but I was quickly taught differently."

The eTruck field test at Stiegl perfectly merges tradition and modernity. Now, the test driver is eager to find out how the eTruck will perform in the cold season. "The 12 lithium-iron battery packs are automatically cooled or heated during the charging process, meaning they always have the optimum temperature. That means you basically always enter a "warm" vehicle. I can't see there being any problems."

The eTruck recharges overnight at a 44kW charging station installed close to the drinks warehouse of the brewery. **Source: [www.truck.man.eu](http://www.truck.man.eu)**

## **eTruck impresses in everyday application.**

**Dominik's tours cover a route from the warehouse of the brewery into the city and an area of about 50 kilometres around Salzburg. Each tour takes him approximately eight hours and he uses the electric lifting platform around 30 times a day.**

**"Managing deliveries to major customers is no problem at all. I have never reached the limit of the battery. I'm wondering if I'm not working hard enough?!" he says in jest.**

**In the historical area of Salzburg, Dominik's quiet path sometimes also crosses that of Herbert, Lenz and Lord. The eTruck is not meant to replace the carriages but to create a perfect synergy with them. A modern tradition—Stiegl at its best.**



## AIRLINES

## Etihad Airways launches Special Olympics mileage donation drive



**ABU DHABI:** Etihad Airways, the national airline of the United Arab Emirates and official airline partner of Special Olympics World Games Abu Dhabi 2019, encourages members of its Etihad Guest loyalty program to donate their frequent flyer miles to help support athletes with intellectual disabilities attending the Games.

The airline says approximately AED25,000 (about USD6,800++) is needed to fund a single athlete's participation in the World Games. Generous donations from Etihad

Guest members will go directly to helping athletes from all over the world to fulfill their ambitions of competing on a global stage.

Yasser Al Yousuf, Etihad Airways Vice President Commercial Partnerships, said the project is a major element in the company's global program of social activities.

"We have a responsibility to support those of determination in realizing their dreams and their true potential and we are continuously exploring new ways in which to play a more impactful role," said Al Yousuf.

For every new Etihad Guest enrollment on [www.etihadguest.com/sowg](http://www.etihadguest.com/sowg) between now and 21 March 2019, Etihad Airways says it will

automatically donate 500 miles to Special Olympics on their behalf. An additional 500 miles will be awarded to new members once their first flight with the airline has been taken.

Existing members wishing to contribute can visit [www.etihadguest.com](http://www.etihadguest.com) to donate miles, to help athletes on and off the field, supporting accommodation, food, transport, special events and dedicated facilities at the World Games.

Bringing together more than 7,500 athletes from over 190 nations, the Special Olympics World Games Abu Dhabi 2019 (March 14-19) is the largest sports and humanitarian event on the planet this year with some 500,000 spectators expected.

## Air Arabia posts AED26M net profit in Q4 2018

**SHARJAH:** Air Arabia's turnover for the 4th quarter of 2018 went up by 20 percent to AED1 billion compared to AED858 million in the same period in 2017, delivering a net profit of AED26 million, the company announced.

Air Arabia (PJSC) reported it flew over 2.1 million passengers in the final quarter of 2018, up 5% compared to Q4 2017 with an impressive average seat load factor of 81 percent.

Turnover for the full year 2018 was AED4.12 billion, 10% higher than the turnover recorded in 2017. More than 8.7 million passengers flew with Air Arabia in 2018, up 2% than 2017.

But the carrier will report an accumulated loss of AED 307 million, subject to ratification by Air Arabia shareholders at the company's upcoming Annual General Meeting, following the Board of Directors proposed impairment in relation to the Group's financial exposure in private equity firm Abraaj.



The Dubai-based Abraaj Group, the largest private equity firm in the Middle East founded by a Pakistani businessman, collapsed in 2018 following accusations of misuse of investors' funds.

"While regional geopolitical challenges continued to impact the performance of the aviation sector in the region, we are glad that Air Arabia continues to report solid and sustained growth margins across our network which reflects the strength of

our business model," said Sheikh Abdullah Bin Mohammad Al Thani, Chairman of Air Arabia.

Air Arabia added 26 new routes to its global network in 2018 from its operating hubs in the UAE, Morocco and Egypt.

The carrier took delivery of three new aircraft and ended the year with a fleet of 53 Airbus A320 aircraft operating to over 155 routes across the Middle East, Africa, Asia and Europe.



## Korean Air marks 50 years on air



**SEOUL:** Korean Air celebrated its 50th anniversary on March 4 at its headquarters unveiling its Vision 2030 plan which focuses on sustainability.

Launched as a small Asian carrier with only eight aircraft on March 1, 1969, Korean Air has evolved into a leading global airline flying, flying to 124 cities in 44 countries.

President of Korean Air Walter Cho said at the event that the company will strive to improve employees' happiness, build a constructive rapport with business partners, enhance customer satisfaction, and maximize shareholder value.

"We will do our best to satisfy our customers, raise the happiness of our employees and enhance the value of

our shareholders, which will ultimately increase the value of Korean Air," Mr. Cho said. "We will leverage the values that we create with our partners to help the community achieve their dreams." Korean Air, founded in 1969 when Cho Jung Hun acquired the Korea Air Corporation, has played a key role in the economic development of Korea, flying over five oceans and six continents with the nation's 'Taeguk' symbol on the tail fin of the plane.

In the 1970s, Korean Air continued to lead the way in the Pacific, Europe and the Middle East, supporting the development of national industries. In the 1980s, it helped to raise the status of Korea as an official airline of the Seoul Olympic Games, promoting the country to the world.

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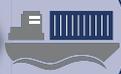
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## AIRLINES

## Aeroflot taps cross-breed Shailaka dogs to sniff explosives

**MOSCOW:** With proven uncanny ability to detect explosives, Russia's flagship carrier Aeroflot says it is tapping the Shailaka breed of sniffer dogs to do the delicate task of identifying explosives and bombs on airports, airplanes and aviation facilities.

The airline presented last month the Shailakas at the Eurasia 2019 International Dog Exhibition organized by the Russian Cynological Federation. The Shalaikas are small and agile allowing them to move freely in confined spaces such as the aircraft cabin and compartments.

Finding explosives is the key duty of the Shalaikas. Everyday dog handlers and dogs patrol the airport and inspect planes to ensure safety. Due to their sharp sense of smell Shalaika, sniffer dogs have proven to be much more reliable than any kind of equipment designed to detect

explosives, Aeroflot said.

The canine service of Aeroflot's security department was established in 2001 and today employs 29 dog handlers and 55 dogs.

The Shalaika breed was developed by Klim Sulimov, a renowned Russian biologist, who has long been working with Aeroflot's security department. It is a jackal-dog hybrid originating from an initial cross-breed of a Lapponian Herder and a Turkmen golden jackal.

Building on the successes of its dog service, Aeroflot introduced olfactory monitoring – a hardware and software system that includes special gear for dogs to help identify the nature of substances they detect and transmit information to an operator's



computer. Olfactory monitoring also allows for remote analysis of an air environment. It is used for inspecting areas that are not easily accessible even for dogs – cargo containers and aircraft technical compartments.

The Olfactory Monitoring trademark was registered in Russia and 7 other countries – USA, Czech Republic, Azerbaijan, Uzbekistan, United Kingdom, Germany and Japan.

## United Airlines starts building new TOC at LAX



**LOS ANGELES:** Construction for the \$352 million new state-of-the-art Technical Operations Center (TOC) of United Airlines at Los Angeles International Airport that will enable the airline to provide exceptional service for all of its aircraft fleets has begun.

The airline said the new facility will include two connected buildings – a ground service equipment and facilities maintenance building and a

nearly \$1 billion its total capitalization at its LA hub in recent years.

The new TOC will consolidate two facilities that United currently operates at LAX located a mile and a half apart, improving efficiency with not only moving aircraft around the airport but with transporting employees, parts, tools and other supplies – ultimately leading to a more efficient operation for

customers.

The TOC will be located near the airline's terminal and stand at 407,408 square feet. The facility's hangar will be able to accommodate up to six narrow-body or two widebody aircraft at a time, supporting United's 150 flights that depart from LAX every day.

Its TOC investment brings to

“Our continued investments emphasize our commitment to our customers in Los Angeles as California's global airline. This modern, world-class facility will create more than 800 jobs in L.A. during the construction process, and will be home to more than 500 United employees once it is completed,” said Greg Hart, chief operations officer at United.

The airline is also investing in additional maintenance facilities at key airports around the country.



## Dubai launches new DXB brand as it transitions to the future



Vice President and Prime Minister of the UAE and Ruler of Dubai His Highness Sheikh Mohammed bin Rashid Al Maktoum, left, with H.H. Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum, Crown Prince of Dubai and Chairman of The Executive Office of Dubai, center, and H.H. Sheikh Ahmed bin Saeed Al Maktoum, Chairman of Dubai Airports, at the new DXB brand launch.

**DUBAI:** The new brand for Dubai International (DXB) was recently launched signifying Dubai Airport's transition from airport operator to a consumer-led company committed to making the world's busiest international airport, the world's best.

Vice President and Prime Minister of the UAE and Ruler of Dubai His Highness Sheikh Mohammed bin Rashid Al Maktoum who attended the launch of the new brand for DXB said Dubai's development journey is acquiring a new momentum with creative ideas that are enriching the experiences it offers.

"Success is never a coincidence, it results from the hard work of people who strive to serve the people around them. Today, we have one of the best airports in the world that maintains the highest levels of efficiency and service. We are proud that we provide passengers with exceptional experiences. Regardless of our accomplishments, our development journey never ends. We rely on our youth to generate fresh new ideas and initiatives in every sphere," His Highness said.

The new brand embodies the unique values of its home city, Dubai, demonstrating unmatched hospitality, a culture of vibrant imagination, openness to new ideas, and a mesmerising mosaic of exciting

and inspiring experiences.

It will transform DXB into a destination in itself by creating exciting, immersive virtual experiences that bring iconic Dubai landmarks into the airport as well as an array of music, art, dance and even fashion exhibitions that showcase local culture and celebrate diversity. DXB will also feature zones throughout the airport's concourses that cluster together retail, F&B and themed attractions to cater to DXB's diverse customer base.

"We recently welcomed our billionth customer at DXB, which was a remarkable milestone. Today we are making a clear statement that will ensure DXB continues to be one of the world's most innovative and forward-thinking airports for years to come," said H.H. Sheikh Ahmed bin Saeed Al Maktoum, Chairman of Dubai Airports.

Paul Griffiths, Chief Executive Officer of Dubai Airports, said: "The new brand represents the ways in which we connect the world, not only by physically facilitating access to over 220 destinations around the world, but by transporting our customers through their experience of different cultures, food, music and art. This is what DXB, Dubai and the UAE are all about - and what our new brand will represent moving forward."

### Mobility of the Future: Fraport and Volocopter developing air taxi



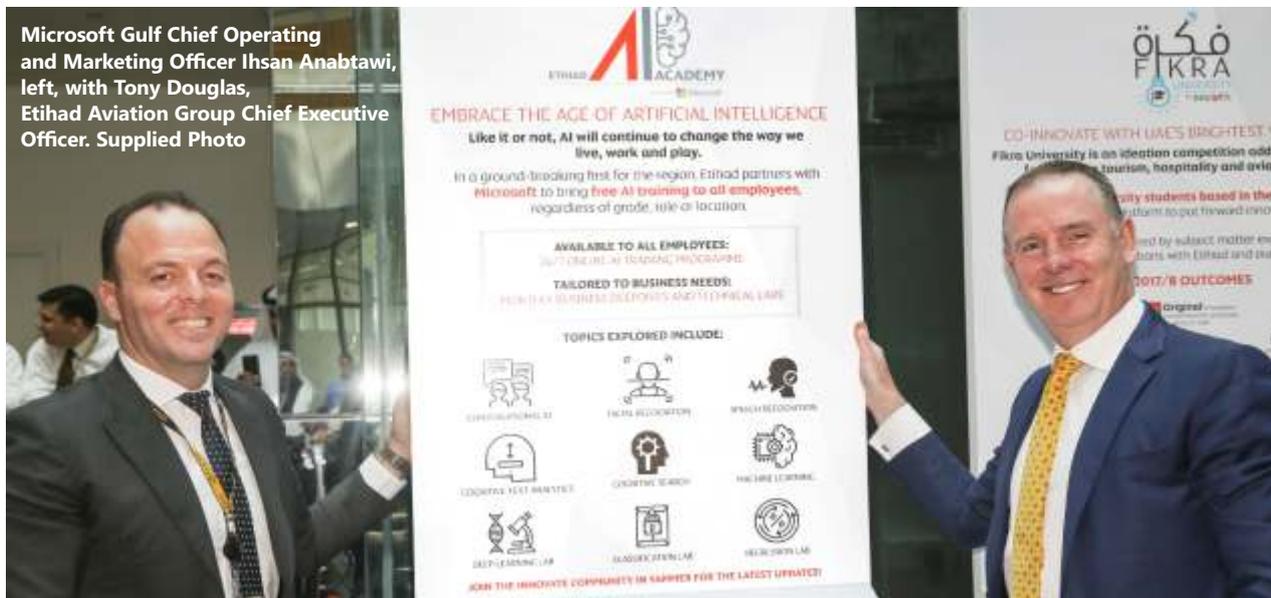
**FRAPORT/BRUCHSAL:** Fraport AG and Volocopter GmbH are pioneering mobility of the future by jointly developing concepts for ground infrastructure and operations required for air taxi services at airports.

The companies said the focus would be on smooth passenger handling and efficient integration into existing transport infrastructure. This begins with the establishment of so-called Volocopter Port/s which in the future could link existing urban transportation junctions with one another and provide connections to and from Frankfurt Airport (FRA).

Fraport, a globally active airport manager with many years of expertise in airport operations – particularly in ground infrastructure, ground handling, and terminal and passenger services, is leveraging its extensive aviation experience in unmanned flying.

Via its FraDrones program, Fraport has already tested various scenarios for using drones for operational purposes. Volocopter has already proven that its electrically-powered vertical take-off multicopters meet the requirements of Urban Aerial Mobility in various test flights, most notably in Dubai.

## Etihad Airways and Microsoft to launch region's first AI Academy



Microsoft Gulf Chief Operating and Marketing Officer Ihsan Anabtawi, left, with Tony Douglas, Etihad Aviation Group Chief Executive Officer. Supplied Photo

**ABU DHABI:** The UAE's national carrier, Etihad Airways, and Microsoft have teamed up to launch the first ever in-house AI Academy in the region.

As part of the AI Academy, all Etihad employees will be given access to an online training program, and instructor led classes, to drive companywide AI literacy, empowering every employee to deliver more value to the company and its customers. Microsoft specialists will also conduct a series of AI business workshops and hands-on technical lab sessions to help identify business challenges that can be optimised with AI.

Etihad is currently embarking on a digital transformation journey to enhance the capacity and quality of its services.

"There is a simple reason that we are long-term partners with Microsoft – we think alike," said, Tony Douglas Chief Executive Officer, Etihad Aviation Group. "Our people make us who we are. By upskilling them to use technology powered by AI, we are future-proofing our

organisation. We believe that human interaction augmented by technology delivers an enhanced experience for our guests giving us a competitive edge"

The airline plans to provide structured, flexible education programmes for its employees that will allow them to use AI and other smart technologies to 'supercharge' their productivity and innovation.

"In a world where every company is becoming a digital company, it's great to see Etihad and its leadership set an example by investing in their people, and in embracing what we refer to as Microsoft as tech intensity," said Ihsan Anabtawi, Chief Operating and Marketing Officer, Microsoft Gulf. "

## UAE completes pilot phase of mapping agricultural areas using drones

**DUBAI:** Using drones, the UAE has completed the pilot phase of a research project to map agricultural areas across the country designed to enhance food production despite challenging geographic conditions.

The UAE Ministry of Climate Change and Environment (MOCCA) said the project is aimed at facilitating future agricultural support services with the scheme providing a wealth of raw data for analysis, such as the number and size of crop, livestock, and mixed farms as well as cooled and regular greenhouses, soil type and condition, crop diseases, and irrigation methods.

The Ministry said the initiative will also help

monitor agricultural productivity, including seasonal crops (vegetables and field crops) and year-round crops (fruits) in its ambit, to devise adequate marketing plans for farmers. In addition, areas cultivating feed crops will also be assessed as part of the mapping exercise to help MOCCA identify the types of feed that need to be imported.

"Through leveraging drones for spatial data collection on farms, we seek to establish an accurate database of actionable statistical information to inform decision making and planning. The scheme will assist us in optimizing the allocation of agricultural resources," said Dr. Thani bin Ahmed Al Zeyoudi, Minister of Climate Change and Environment.

Once completed, the project will place the UAE among the top five countries in the world in terms of area surveyed using unmanned aerial vehicles, and the first to employ this technology to map as many as 22 categories of statistical data.



EXECUTIVE MOMENTS

## Heinrich Lange is new senior director sales of Lufthansa Group for Gulf, Afghanistan and Pakistan



Heinrich Lange

**DUBAI:** Lufthansa Group has named Heinrich Lange as Senior Director Sales for Gulf, Afghanistan & Pakistan and will be based in Dubai.

With 14 years of experience in

airline management, Lange, 36, brings a deep and wide-ranging knowledge to his new position. With dual degrees in Business Administration, he began his aviation career in 2004 at Lufthansa Group. He was a member of the founding team tasked to accelerate the sales cooperation and integration of Lufthansa, SWISS, Austrian and Brussels Airlines.

In his most recent position as Senior Manager Sales Steering & Business Development for Central, Eastern and Southeastern Europe headquartered in Vienna, Lange was responsible for the commercial steering of seven sales teams in 16 markets and further developing the growth of the Lufthansa Group Airlines in the region.

## CHAMP names Linford as Head of Commercial & Operations-EMEA

**LONDON:** CHAMP Cargosystems Ltd. has named David Linford as the new Head of Commercial & Operations-EMEA, responsible for developing and managing the ongoing relationships with existing and potential new customers within the region, while ensuring that CHAMP meets the contracted terms and exceeds customer expectations.

Linford was previously the General Manager-UK for Network Airlines Services-GSA for over two years serving a number of premium airlines such as Etihad, Avianca and Air Malta. Prior, he worked at Delta Air Lines as Regional Director Cargo-EMEA for nine years and 11 years at Continental Airlines as European Service Manager.

With strong commercial, strategic and operational leadership skills,



David Linford

honed through an international career spanning 20+ years within the cargo industry, CHAMP sees Linford to benefit their customers by delivering the best possible service while keeping them well informed about new product lines.

## Virgin Atlantic Cargo appoints new regional sales manager-UK



Sumith Rathor

**LONDON:** Virgin Atlantic Cargo has appointed Sumith Rathor as Regional Sales Manager-UK.

Sumith joined the airline in 2013 as Customer Service Agent after 11 years with Uneek Freight Services in the UK, where he held export, import, accounts and IT management roles.

In 2014, he moved into Virgin Atlantic Cargo as Account Manager-UK to support major freight forwarding customers and help develop new business opportunities. In his new role, Sumith is based at the airline's Cargo Point office near London Heathrow, where he succeeds Ray Wood, who left the airline to take up the post of Head of Cargo at Doncaster Sheffield Airport.

# Air Cargo Africa 2019 | 19-21 February | Johannesburg, South Africa







**Global Investment in Aviation - What Are the Trends**

 H.E. Ahmad Saif Al-Jarrah Secretary General Gulf International Aviation Council	 Dr. Fathi Chahbi Member IATA Council	 Peter Pulvinn CEO Pulvinn Air Capital
 Thiago Lopes Lead Investor Aviation Investment Bank (AIB)	 Youssef Saif CEO Gulf Air	 Vangel Edwards Managing Director Middle East & Africa Rising Capital Corporation



Intersec 2019 | 20-22 January | Dubai, UAE





# UPCOMING EVENTS

air  
cargo  
update

## 13th World Cargo Symposium

The World Cargo Symposium (WCS) is 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. Join over 1,000 air cargo leaders and more than 40 exhibitors in Singapore, for this action-packed World Cargo Symposium.

WCS 2019 will feature plenary sessions, specialized tracks, workshops and executive summits, tackling aspects related to Technology & Innovation, Security & Customs, Cargo Operations, and Sustainability.

**Marina Bay Sands, Singapore**

**March 12-14, 2019**



## JFK Air Cargo Expo 2019

Being agile to quickly respond to changing market conditions, partnering to accomplish air cargo supply chain challenges, and using data and technology to meet and exceed customer demands are challenges being faced both globally and by John F. Kennedy International Airport and its air cargo community. Join the JFK Air Cargo Expo 2019 to learn more about disruptors like e-commerce and other issues changing and challenging the industry.

**Russo's on the Bay, Howard Beach, Queens, New York**

**March 28, 2019**



## Air Cargo Europe 2019

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

**Messe Munchen, Munich, Germany**

**June 04-07, 2019**



## Air & Sea Cargo Americas 2019

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

**Doubletree By Hilton Hotel Miami**

**Airport & Convention Center**

**October 30-November 01, 2019**



## Dubai Airshow 2019

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

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

**www.dubaiairshow.aero**

**DWC, Dubai Airshow Site**

**November 17-21, 2019**



To view Careers in Aviation Industry visit:

**<http://www.aircargoupdate.com/index.php/careers>**



مطار الشارقة  
Sharjah Airport

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- 1500 m<sup>3</sup> capacity of 2-8°C and 15-25°C temperature controlled and monitored storage

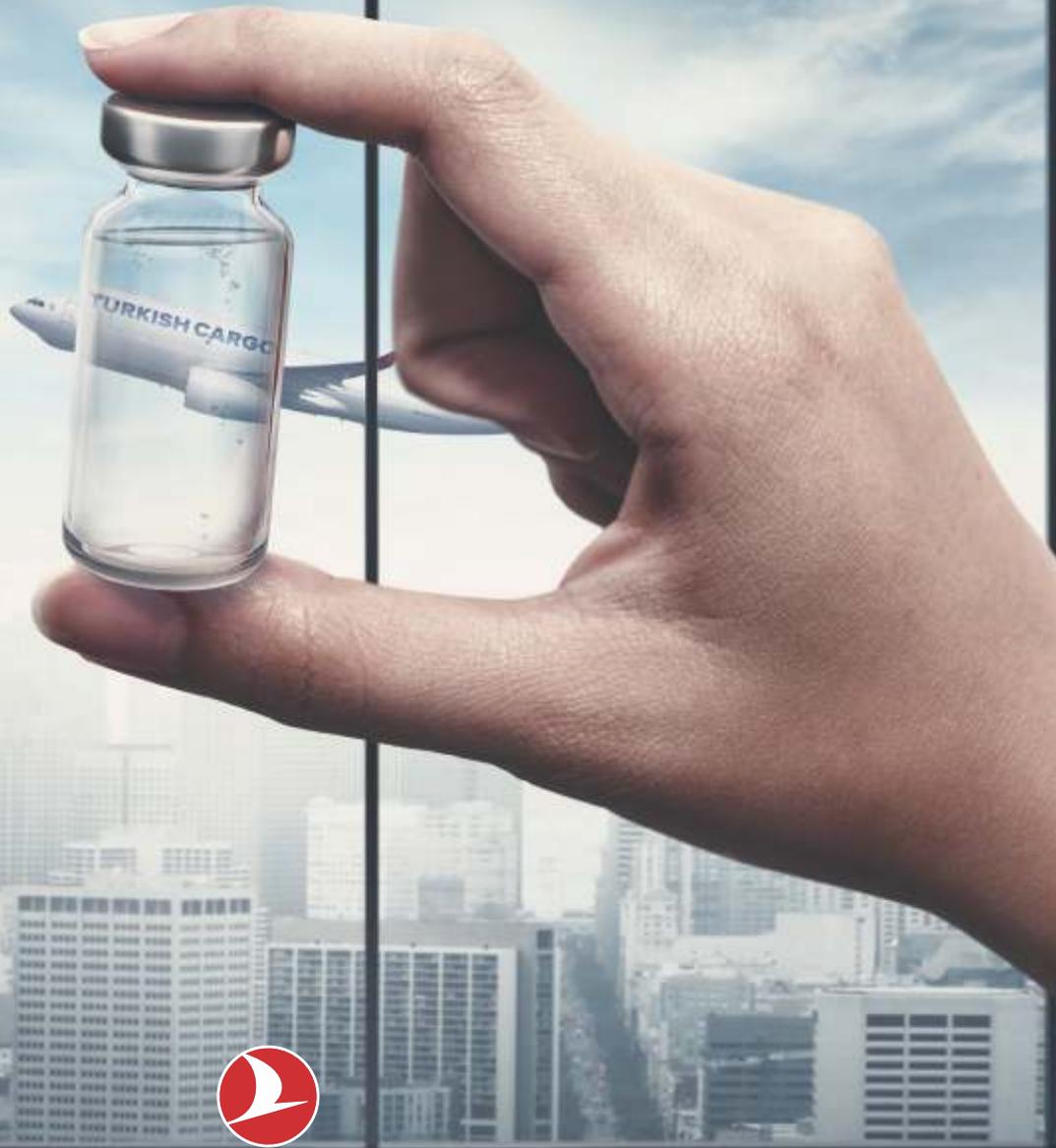
## Active Cooling Equipment

- Owned and managed rollerbed reefer trucks 4x Q7 Positions (or equivalent) with Real Time Temperature Monitoring & GPS tracking. Cooling range -18°C to +25°C
- 10Ft (or 2 LD3) ULD dollies. Cooling range -18°C/ +25°C
- Bulk trailers 2500Kg / 14m<sup>3</sup> capacity. Cooling range 0°C/ +18°C



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As the cargo airline that flies to more countries than any other, we carry all your health and wellness needs, from pharmaceuticals to medical supplies without ever interrupting the temperature-controlled cold chain.



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