

air cargo update



SAL Saudi Arabia's top logistics arm

Omar Hariri
SAL CEO

✈️ The Lounge



Matthieu Petot
CargoAI, CEO



Global News

*Ethiopian Cargo
launches Trans-Pacific
cargo flight services—
Incheon to Atlanta
via Anchorage*



Trucking

*Agility Abu Dhabi
Invests in Double-
Trailer Trucks*

Airlines

Airports

Logistics

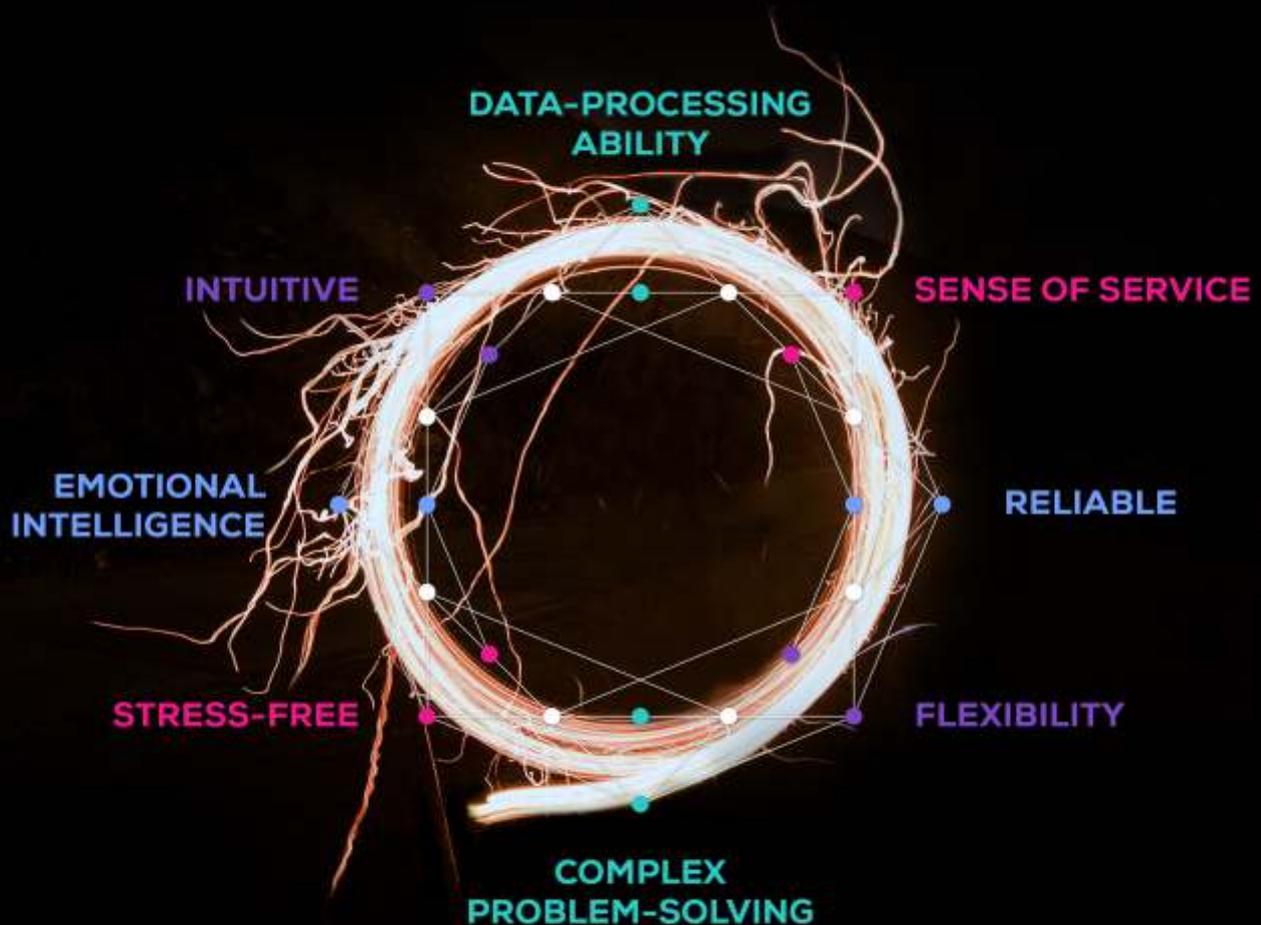


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CargoAi

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

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Innovate to survive

Never before has the impact of technology been visibly important than now. Digital health technology facilitated swift pandemic strategy and response in ways that are extremely difficult to execute if done manually.

BioNTech and Pfizer's COVID vaccine harnessed the "mRNA" technology which essentially relied on a synthetic strand of genetic code called messenger RNA to prime the immune system. This has never been done before and experts said it has the potential to dramatically reshape vaccine production in the future which under traditional methods take years to develop.

The air cargo industry has also turned to innovation to deliver vital medical and other essential supplies during the pandemic. Passenger planes were turned into freighters to meet growing capacity. New health and safety protocols were quickly modified and adopted.

And its innovations are likely to continue with the life-saving mission of distributing COVID vaccines on the horizon requiring expertise, special equipment and infrastructure tailored for different regions and weather conditions.

The pandemic has certainly hastened digitalization in the industry and it's going to be the norm in the new world where contactless business is the now the new normal.

In this edition, we'll share with you the story of Saudi Arabian Logistics Company (SAL), which Saudi Arabia envisions to be the catalyst for its quest to become a global logistics hub as part of its economic diversification program.

With logistics becoming an integral part of every business and even individuals with the rise of e-Commerce, SAL is a force to be reckoned with in Saudi's changing economic landscape away from oil economy.

In Dubai, technology's impact on every industry in the future is very much alive. The futuristic city recently hosted the world's first global tech event, GITEX, amid the pandemic, showcasing its superiority in safely hosting an event with strict health and safety protocols in place.

Technology is here to stay. Its impact will be wider and far reaching across continents. It has become our top tool for survival and now is the time to harness it further.

Gemma Q. Casas
Editor-in-Chief

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20

Cover Story

SAL: Saudi Arabia's top logistics arm for intricate COVID vaccine distribution and future global logistics hub plans

07

The Lounge

Family, sailing & sports for this out-of-the-box thinker, founder & CEO



24

News Feature

Dubai kickstarts world's first live tech event amid pandemic with GITEX Tech Week



28

Trucking News

Agility Abu Dhabi Invests in Double-Trailer Trucks

08 Global News

37 Airports

18 Logistics

40 Aviation

33 Airlines

42 Executive Moments

45

Upcoming Events



Family, sailing & sports for this out-of-the-box thinker, founder & CEO

C

reativity mixed with innovation can lead to something extraordinary. And that's exactly what Matthieu Petot, Founder and CEO of CargoAI, did when



he created his own company in 2009.

CargoAI, a SaaS application offering air cargo digital solutions to freight forwarders, airlines and GSAs, allows users to manage an entire air cargo booking process via a single tool. The platform also

provides customers with data and analytics including 3D viewing of the shipment and capacity forecasts.

Matthieu spent 15 years of his career in the air cargo industry, mostly in the revenue management and business side. Noticing that the buying and selling processes did not move forward despite the wide range of available technology tried and tested in other industries, he decided to offer an alternative innovative solution.

"Like most people working in aviation, I was particularly drawn to airfreight, so I decided to put together a team of talented people capable of understanding the issues and limitations that are unique to air cargo and to address these through a tool and services designed with air cargo in mind," Matthieu shared.

With his creativity nurtured even at a young age coupled with a daring attitude to try something different, Matthieu assembled a team of passionate young tech experts and innovative thinkers for his CargoAI project.

"I like to fix problems, and technology is a great tool that isn't too complex when you understand it," said Matthieu who described himself as an out-of-the-box thinker, pragmatic and proactive. "At CargoAi, we've assembled a team of passionate people who are experts in the latest trends in their respective fields, including in Airfreight, Technology, Product, Customer Success and Sales. We carefully select talents, focusing on their proven expertise in the latest technologies and processes. Thanks to this, we implement the most efficient solutions to better serve our customers."

"Our CTO, for example, is an ex-Microsoft and AWS solutions architect, meaning we are able to implement our full serverless and autoscaling infrastructure as state-of-the-art solutions. For Products, Marketing and Sales, we apply the same level of commitment in bringing together the best practices, the highest standards and the greatest talent," he added.

With CargoAI fast-growing with more companies in the industry seeking digitalization and innovative solutions, Matthieu manages his time carefully.

His day typically begins at 6 am to do some exercise before taking his kids to school and the rest is spent at work.

"After taking the kids to school, I go into work and time simply flies, as I'm really excited by all the great work our team is doing," he said.

His free time is pretty much spent with his family and sports, sailing in particular, which he finds really motivating and stimulating.

"I like to spend time with my family and to play sports. One of my favorite hobbies is taking part in sailing competitions, which are great as you have to take care of everything on the boat and it is both physical and intellectual. The person who wins is the person who makes fewest mistakes," said Matthieu.

As a sports enthusiast, he would like to meet the Swiss tennis superstar Roger Federer who has won 20 Grand Slam men's singles titles.

"I would like to meet Roger Federer to understand how he drives himself at the top and stay there for so long – and also to play some tennis and have some fun together," Matthieu shared when asked about a global icon he would like to meet in person.

"Don't worry, be happy" – is one of his favorite quotes. Life is too short, after all, to be spent simply worrying about everything, finding solutions does matter.



Turkish Cargo begins transporting COVID-19 vaccines from China via its cross-continental air bridge



ISTANBUL: Turkish Cargo has begun transporting COVID-19 vaccines through its wide route network to the air cargo bridge across the globe, vowing to step up its contributions to the global supply chain's mission to fight the Coronavirus pandemic.

Offering service to 127 countries around the world, Turkish Cargo carried the COVID-19 vaccines, manufactured in China, to Brazil, which is at a flight distance of approximately 17,000 kilometers.

The COVID-19 vaccines, loaded inside 7 containers equipped with dedicated cooling systems, were transported safely from Beijing to Sao Paulo, the biggest city in South America, with a connection flight at Istanbul.

By carrying pharmaceuticals to the key and certificated destinations such as Mumbai, Brussels, Istanbul, Singapore, Dubai, Basel, London and Amsterdam, Turkish Cargo has essentially created a global pharmaceutical corridor between more than 400 destinations, and maintains its commitment for transporting the COVID-19 vaccines that are ready or being developed.

"We made significant contributions for the sustainability of the supply chain and enlarged our cold chain footprint all around the world thanks to the business processes we have been maintaining uninterruptedly during the course of the pandemic," said Turkish Airlines Chief Cargo Officer, Turhan Özen.

"For purposes of maintaining the cross-continental cold chain, Turkish Cargo offers industrial solutions such as the dedicated temperature-controlled storehouses between the range of -20/25 degrees, pharmaceutical maintenance teams, active containers and thermal carriers. Thanks to our special cargo shipments, for which we hold all global qualifications and certifications, we are ready to transport the vaccines that are ready or being developed to all across the globe," he added.

Global Standards

Turkish Cargo holds the IATA CEIV (Center of Excellence for Independent Validators) pharma certificate and with its "TK Pharma" product, it is well experienced in carrying pharmaceutical products at global standards.

During this pandemic, the company has successfully hauled more than 40,000 tons of pharmaceuticals, medical products and medical equipment between January and September, a 50 percent growth for its pharmaceutical shipments compared to the same period last year.

In order to satisfy the increased demand for transportation of the vaccines, pharmaceuticals and temperature-controlled cargo, Turkish Cargo said it has commissioned a temperature-controlled smart warehouse with an additional area of 1200 square meters.



Turhan Özen
Chief Cargo Officer
Turkish Airlines

“ We made significant contributions for the sustainability of the supply chain and enlarged our cold chain footprint all around the world thanks to the business processes we have been maintaining uninterruptedly during the course of the pandemic.

Additionally, having increased its capacity for the cold chain shipments by 30 percent by working with the largest suppliers of active containers in the industry, Turkish Cargo enhanced its cold chain shipment scale to 25 thousand tons per month thanks to the capacity to service additional 150 aircraft pallets on instantaneous basis.

SmartIST, the key transit air logistics center between Asia and Europe

Turkish Cargo said it is getting ready to offer even higher standards for the pharmaceutical shipments with the certificated dedicated operation areas that will be available with SmartIST, its new mega facility located at the Istanbul Airport (IST) that covers an area of 340,000 square meters.

With an annual handling capacity of more than 4 million tons, SmartIST will be equipped with the receipt, delivery and operation area dedicated for the special cargo, the temperature-controlled unit devices (ULDs), an operation area of 2100 square meters isolated from the other cargo and a web-based temperature and humidity monitoring systems.

Turkish Cargo has the widest direct cargo network that spans to over 300 destinations, 95 of which are direct cargo destinations. With a fleet of modern 365 aircraft, the company also offers 24/7 services to its growing list of customers.

Ethiopian Cargo launches Trans-Pacific cargo flight services—Incheon to Atlanta via Anchorage



ADDIS ABABA: Africa's largest cargo network operator, Ethiopian Cargo & Logistics Services, has launched its new Trans-Pacific routes on November 9, which extends from South Korea's Incheon to Atlanta in the United States via Anchorage, Alaska.

Ethiopian operates B777-200F, one of the most technologically advanced aircraft on the route, offering a remarkable freight service to its cargo forwarding customers worldwide with reduced flight hour, seamless connectivity and better payload.

Ethiopian Group CEO Tewolde GebreMariam said the cargo carrier is delighted to introduce its newest route solution that reduces travel time and save money.

"We are delighted to have launched our newest freighter service to our Cargo Forwarder customers worldwide, extending from Incheon to Atlanta via Anchorage in the current global pandemic crisis where speed in the supply chain management is highly required to deliver urgently required goods. Our new cargo service will cut total air transport time significantly between Asia Pacific and North America facilitating fast and efficient global trade," he said.

Ethiopian Airlines has been a key enabler in the global effort to conquer COVID-19 by facilitating the shipment of life-saving medical supplies to different parts of the world.

Housed within the largest trans-shipment terminal in Africa, the state-of-the-art Pharma Wing of Ethiopian Cargo & Logistics Services, has been key to its effective handling and shipping of medical supplies across the world.

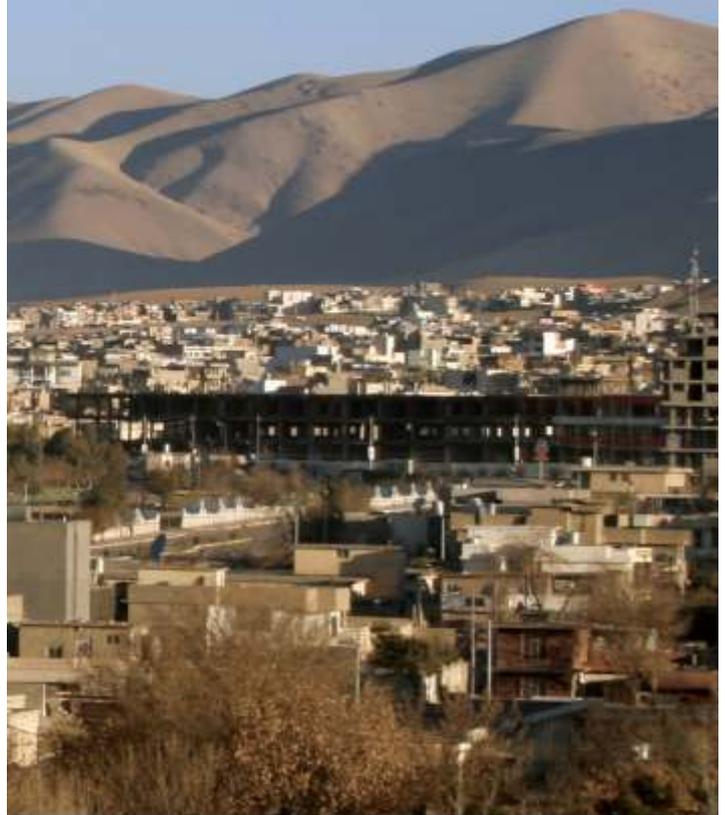
The company noted its full readiness with all its required capabilities for the distribution of potential COVID-19 vaccine during the forthcoming global distribution.

Operating next generation freighters and with Africa's largest trans-shipment terminal, Ethiopian Cargo and Logistics Services facilitates the export of perishables, garments, mining products, and the import of high value industrial products and inputs, pharmaceuticals, among others, across its global network.

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Italy's la COUVERTURE unveils unique hybrid shipment handling solution

Rome: The face of temperature-sensitive shipment handling in airports is about to change says la COUVERTURE which recently launched in the cargo market its unique shipment handling product, a hybrid solution, also named la COUVERTURE.

Offering a level of protection near to that of a thermal dolly at a much lower cost, its hybrid solution is also easy to use as a standard thermal cover. It protects temperature-sensitive shipments (+15°C to +25°C) from temperature variations (heat or cold) during the tarmac handling phase thanks to the use of innovative materials.

"la COUVERTURE is the first hybrid solution, halfway between a thermal dolly and a cover, to meet the specific need to protect temperature-sensitive products (+15°C to +25°C) from the airport's cargo warehouse



to the airport apron," said Marco Del Giudice, owner of la COUVERTURE.

The solutions currently on the market are either very expensive

(refrigerated trolleys and trucks) or are not suited to the specific requirements of airport handling (demanding both robustness and protection against extreme thermal variations). la COUVERTURE says it addresses both of these issues by combining the best of both solutions while also eliminates their limitations.

It took one year of development to create la COUVERTURE, with testing of prototypes in real airport handling conditions (including in mid-summer in Rome) and in refrigerated containers.

Following this R&D, la COUVERTURE says it can now offer five-hour protection for ULDs on the tarmac thanks to innovative cooling materials (PCMs – phase change materials) that absorb heat. And the innovation doesn't stop there: la COUVERTURE is fitted with a GPS tracker, allowing its location within the airport to be identified.

In addition to its technical innovation, another key feature of la COUVERTURE is its sustainability. Partly made of recycled bottles (192.5 PET bottles per cover), it is strong and reusable, and using la COUVERTURE is carbon-neutral.

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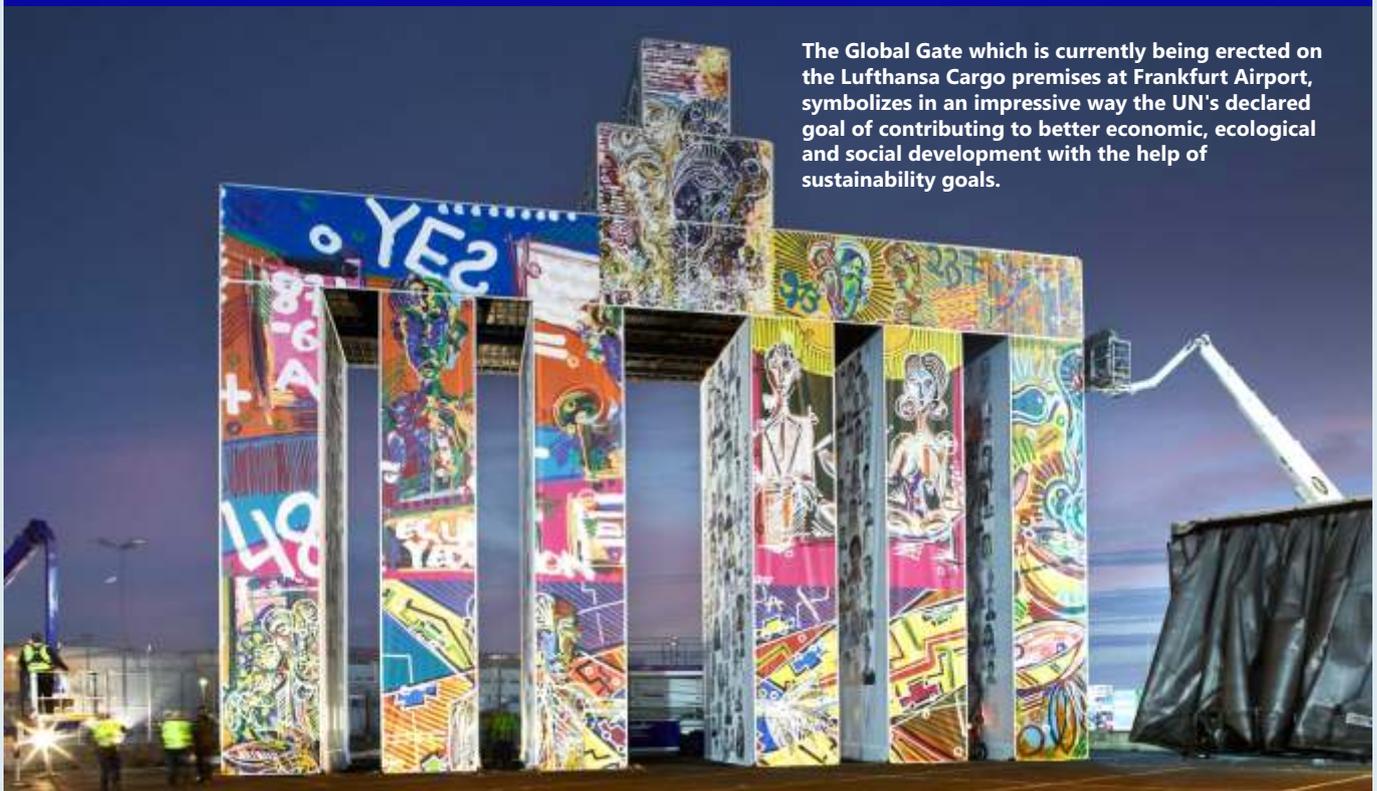
Cargo Consolidation

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- Pick-up & delivery Options
- Customs Clearance
- On-line booking



Lufthansa Cargo commits to UN sustainability goals



The Global Gate which is currently being erected on the Lufthansa Cargo premises at Frankfurt Airport, symbolizes in an impressive way the UN's declared goal of contributing to better economic, ecological and social development with the help of sustainability goals.

FRANKFURT: Lufthansa Cargo says it is aligning its corporate responsibility commitment to the sustainability goals of the United Nations (UN) which covers economic, ecological and social aspects.

UN's Agenda 2030 aims to end hunger and poverty on earth over the next 10 years, combat inequality, strengthen education, health care and the economy and counteract climate change.

Lufthansa Cargo has committed itself to anchoring five selected sustainability goals in its corporate activities and to making a substantial contribution to achieving these goals by 2030.

"Lufthansa Cargo actively supports the sustainability goals of the United Nations. We take our corporate responsibility very seriously and have set ourselves the goal of bundling our wide-ranging social activities in the future in five areas that are particularly closely related to the business activities of Lufthansa Cargo. This will make our past and future commitment even more comprehensible," explained Peter Gerber, Chairman of the Executive Board of Lufthansa Cargo AG. The five sustainability goals (SDG) are the focus of Lufthansa Cargo:

No Poverty: The fight against poverty is one of the highest goals of the global community. This is a challenge that can only be met by sustainably improving living conditions and future prospects. Lufthansa Cargo opens up access to the world market for all regions and thus makes a very concrete contribution to local economic development, especially in emerging and developing countries.

Good Health and Wellbeing: Health is a valuable commodity.

Lufthansa Cargo pursues the goal of promoting a healthy life and the well-being of people by ensuring the worldwide supply of sensitive medical goods - especially in times of crisis. Through extensive investments in pharmaceutical hubs and close partnerships with the pharmaceutical industry, the company is continuously expanding its expertise in the fight to preserve health and wellbeing.

Decent Work and Economic Growth: Lufthansa Cargo stands for sustained and broad-based economic growth, thus enabling productive and decent work. The company's history shows that Lufthansa Cargo has always planned and acted for the long term in a volatile market. Phases of high turnover have always been used to make wise investments that paid off in times of crisis. Instead of short-term profit-taking, solid growth is the declared and provable goal of the company.

Industries, Innovation and Infrastructure: Lufthansa Cargo is committed to sustainable industrialization, supports innovation and is involved in building a crisis-resistant infrastructure.

Climate Action: Lufthansa Cargo is committed to protecting the environment with measures to mitigate climate change and its effects. Massive investments in new aircraft and lighter equipment as well as participation in CORSIA result in a win-win situation - for the environment and for Lufthansa Cargo: efficiency is increased on the one hand and fuel consumption and CO2 emissions are reduced on the other.

Lufthansa Cargo considers the focus on the five sustainability goals to be an integral part of its business activities. Together with all employees, but also customers and partners, Lufthansa Cargo wants to bundle all activities and successes in the field of sustainability in a targeted manner.



ECS Group to launch GSA Mail Solutions

PARIS: Global GSSA industry leader ECS Group is launching a unique entity—the GSA Mail Solutions designed for airlines and postal operators.

ECS explained the structure is entirely dedicated to outsourcing airlines Mail and E-commerce activities, as well as offering multiple transport solutions to postal operators by bridging the gap using the world largest GSA Network and proven technical expertise.

With GSA Mail Solutions, ECS Group reacts efficiently to the rise in postal flows, particularly linked to the growth of E-commerce boosted by BtoC & CtoC online platforms.

“Helping airlines to tap into this postal traffic on their destinations and accompanying them on new routes, offers them new sources of revenue. Our expertise in managing these flows along with the digital solutions we offer (customised EDI solutions in particular) also makes it possible to maximize capacities and guarantee parcel traceability,” said ECS Group CEO Adrien Thominet.

This high-potential market should experience very considerable growth in the coming months and years, with an increased need for air freight solutions for postal operators, the company noted.

“We speak the airlines' and postal operators' language, so we are the perfect intermediary. With GSA Mail Solutions, postal operators have access to our entire network of airlines without having to go through endless steps. We therefore offer them an unprecedented increase in efficiency, because via a single point



Adrien Thominet

of contact - GSA Mail Solutions - they have access to a multitude of air freight solutions to route their postal flows wherever they need them,” added Thominet.

Thominet said regulations, technicalities, and business intelligence are key success factors within this sector and managing postal and E-commerce flows requires cutting edge expertise.

GSA Mail Solutions will pair with ECS Group network (140 airlines represented, 155 offices in 50 countries, more than 1200 employees) to increase business opportunities for its customers.

Jettainer launches 'cool&fly' service amid foreseen shortage of ULDs

FRANKFURT: Temperature-controlled Unit Load Devices (ULDs) are vital to the successful transportation of COVID vaccines and Jettainer, one of the leading global ULD operators, says its “cool&fly” solution is up for the challenge amid a foreseen shortage of ULDs.

Jettainer said ULDs are expected to become a limited resource within the air transport sector once the vaccine distribution comes in full swing because of the large volume of vials up for shipment.

“The logistical challenges involved when transporting vaccines by air are huge. Maximizing the efficient use of the cool ULDs will be key - reliable management of all interfaces from a single point will minimize risks during the transport. cool&fly and our highly experienced cool competence center provide customers with the perfect solution,” said Thomas Sonntag, Managing Director of Jettainer GmbH.

The company said its “cool&fly” management product service in the Middle East offers customers a single point of contact to ensure the smooth operation of the entire cool ULD journey and has been further resourced to meet the expected demand.

“Securing supply and managing containers for temperature-sensitive goods is an extremely complex mission that requires absolutely accurate and attentive management. This includes on-time ordering and positioning, as well as constant traceability and monitoring throughout the entire process chain in order to be ready for an immediate response to all eventualities as there is no



margin for error due to the highly valuable and sensitive goods involved,” the company said in a statement.

“The product is one of a kind, comprising full cool ULD order management, steering and positioning along with monitoring as well as after-service management. It is available to airlines, no matter their other ULD management setup. The dedicated cool competence center is the single point of contact for customers, providing customers with simplified interfaces and a worry-free process,” it added.

Jettainer said its expert team selects the best rental trip based on the company's global positioning network and ensures timely delivery through effective positioning and return of cool ULDs. Further, continuous monitoring allows for immediate and proactive intervention in the event of irregularities and the provision of 24/7/365 support.



David Barker, CEO of dnata USA.

Steve Rowland, Executive Director, Terminal One Group Association (TOGA), noted: "TOGA is excited to partner with dnata USA and lead the green initiative at JFK Airport. We will work closely with dnata to reduce our carbon footprint by replacing our existing fleet with environmentally friendly solutions over the next years. This initiative clearly demonstrates our commitment to the environment, we are proud to be the first at New York JFK."

Juan Carlos Zuazua, CEO of Viva Aerobus, said the airline is "delighted to be part of an innovation that puts environmental protection at its core."

"Undoubtedly, dnata is a world pioneer committed to our planet, and our work with them is a further step as the "greenest" Mexican carrier, since we are the airline with the lowest CO2 emissions per passenger in Mexico and the first one to separate waste for recycling during flights. We are firmly convinced that sustainability should be at the centre of the air sector operations," he said.

dnata provides a range of ground, passenger, and cargo handling services to more than 60 airlines at 27 airports in the United States. dnata USA's customer-oriented team consists of over 3,700 aviation professionals, who assisted over 30 million passengers, ensured the smooth operations of 100,000 flights, and handled 800,000 tons of cargo in 2019.

dnata becomes first ground handler to complete green aircraft turnaround in the United States

NEW YORK: dnata, one of the world's largest air services providers, has achieved a significant milestone in its sustainability journey by successfully executing a green turnaround in the United States.

dnata ensured a smooth and safe turnaround of a VivaAerobus Airbus A320 aircraft using only zero-emission ramp ground support equipment (GSE) at New York-JFK Airport's (JFK) Terminal 1.

During the green turnaround, dnata's skilled team transported baggage with electric baggage tractors to the aircraft and applied electric conveyor belts to offload and load baggage and cargo.

dnata's professionally trained staff pushed the aircraft back from the gate with a Mototok electric, remote controlled towbarless pushback tractor, positioning it ready for taxi and departure.

"We constantly invest in infrastructure and equipment to improve operational efficiency and reduce our carbon footprint. We are committed to converting our USA fleet to electric GSE to preserve our environment for future generations. We continue to enhance our operations to deliver the highest possible value for our partners by being an employer of choice and socially responsible in our communities," said



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Israeli firm Atlas LTA developing high-volume cargo airships

ROSH HAAYIN, ISRAEL: Newly-established Israeli tech and engineering firm Atlas LTA says it is developing a family of modern cargo airships capable of carrying up to 165 tons of cargo per lift that can travel at speed of 120 km/hour.

The cargo airships named ATLANT are hoped to change the global transport industry, especially the logistics for rural areas and oversized cargoes.

Atlas LTA said many industrial companies and humanitarian aid organizations like the UN World Food Program are waiting for this new development to be taken into the sky.

The biggest model, ATLANT 300, would measure 200 meters in length, 100 meters in width, and 50 meters tall. It is designed to carry 165 tons of cargo to 2,000 KM at a speed of 120 km/hour at all weather conditions, including harsh ones.

The other two models are ATLANT 30 and ATLANT 100, carry 18 tons and 60 tons, respectively.

"Those airships are the actual game-changers in the world of air cargo delivery because they do not need any ground facilities to take off or to land. All means of transport existing today require expensive ground infrastructure such as air or water ports, railroad systems, etc. Those facilities are concentrated at large industrial and heavily populated areas, leaving many other places isolated and suffering from lack of critical supplies," the company said in a statement.



It added the airships reach developed and underdeveloped areas without any harm to the nature that always follow the large transport infrastructure construction projects.

Apart from carrying cargo, Atlas LTA said ATLANTs can carry passengers for short and long-haul flights to numerous hard to reach destinations, or even the more futuristic and luxury sky yachting that can bring exclusive travelers to the most hidden places on earth like arctic ice or small tropical islands.

"The airships being developed by Atlas have a number of advantages in comparison to any aircraft and sometimes even before ground transportation. First, that is a low cost per ton-kilometer. But most important, much lower greenhouse gas emissions: 30-40% less than the most effective airplanes and 5-7 times less than the best heavy helicopters," said Gennadiy Verba CEO and Founder of Atlas LTA.

"And that is only the beginning – our electric powertrain enables us to reach zero emission within the next 7-8 years, much faster than other flight vehicles of the comparable size. Capable to operate in the most difficult weather conditions ATLANT sometimes is a good alternative to land transportation by tracks, which requires ice roads open only at wintertime in countries like Russia or Canada," he added.

The ATLANTs airships are projected to be produced in the next four to five years. The company is also developing its first electric airship designed for tourists. This airship is envisioned to be fully developed within the next two years.

Yaron Bul, one of the owners and the man in charge of the business development in Atlas LTA, commented: "Our sightseeing airships will make the sky tours more affordable and comfortable ever. Besides the obvious business aspects this gorgeous aircraft will promote the important idea of the green flight."

Say hello to C&M Book Logistics – a ground-breaking book distribution project at City of Books

MILAN: CEVA Logistics Italia and Emmelibri (Messaggerie Group) have renewed their partnership to provide logistics services for another 12 years with the new contract providing for the launch of their joint venture, C&M Book Logistics Srl, an innovative book logistics and distribution centre in Italy.

CEVA Logistics and Emmelibri have been collaborating since the 1990s, and since 2013, CEVA Logistics has been in charge of the physical handling of the products distributed by Messaggerie Libri through the logistics hub, City of Books, at Stradella in Pavia.

Emmelibri, through its subsidiary Messaggerie Libri, is the most important, independent Italian distributor of publishing materials; its reputation has been based, for over 100 years, on punctuality, reliability and constant commitment to improving the quality of service.

The two companies, leaders in their respective fields of activity, have been working on this ambitious and far-sighted project, with the aim of creating one of the most modern and avant-garde logistics warehouses in Europe.

To implement the new project, C&M Book Logistics has been created, whose equal partners are CEVA Logistics Italia (a fully-owned subsidiary of the CMA CGM Group, a world leader in shipping and logistics.) and Emmelibri (a company 100% controlled by Messaggerie Italiane).

The Chairman and CEO of the new company will be Christophe Boustouller - CEO of CEVA Logistics Italia, while the Vice Chairman will be Renato Salvetti - CEO of Messaggerie Libri.

The new contract provides City of Books to be entirely dedicated to the Company's logistics needs. Following a EUR 40 million investment, the extended 80,000 sqm will house one of the most modern automation systems in Europe - which will be installed by the Austrian company TGW. Construction work will take almost two years, and the plant will be operational at the beginning of 2023.

Bayer launches new regional distribution center in the Middle East

DUBAI: Bayer Middle East recently unveiled its new distribution center in the region designed to facilitate the delivery of more than 3400 tons annually, while ensuring greater network flexibility, increased frequency and dedicated stock for customers in the Middle East.

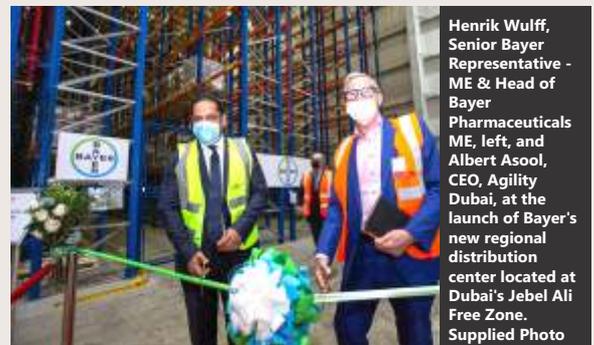
Reducing time-to-market by as much as 58%, the center is located in the Jebel Ali Free zone, close to the Jebel Ali Sea Port with easy connections to Al Maktoum International (DWC) and Dubai International (DXB) airports and major road arteries.

Equipped with the latest warehousing and cold chain technologies, the facility operated by Agility, one of the world's leading logistics companies, is spread over 60,000 m² with multiple storage temperature options.

Accommodating over 100,000 pallet positions, 56 loading docks and 83 material handling equipment, the center is fully compliant with Ministry of Health, EU Guidelines on Good Distribution Practice and World Health Organization standards.

The center is a key milestone for Bayer Middle East which as a legal entity was established in 2012 in the United Arab Emirates to cater the business of its leading divisions, Bayer Pharma, Bayer Consumer Health and Bayer Crop Science in the region including GCC countries and Egypt.

Prior to the launch of the center, Bayer products were previously being directly imported into the local markets and sold to pharmacies, end consumers and patients through a distributor network.



Henrik Wulff, Senior Bayer Representative - ME & Head of Bayer Pharmaceuticals ME, left, and Albert Asool, CEO, Agility Dubai, at the launch of Bayer's new regional distribution center located at Dubai's Jebel Ali Free Zone. Supplied Photo

Thomas Panzer, SVP - Head Supply Chain Management Pharmaceuticals at Bayer AG said, customer focus has always been their core value and investing in logistics in the region ensures greater flexibility for the company which has been in the Middle East for more than 85 years now.

"Within the last decade we have successfully launched various innovative products that advance the unmet health and nutritional needs of the region, which as the next step required us to invest in logistics infrastructure to ensure greater flexibility and reduce lead times," he said.

Integrating fully with Agility's warehouse management systems, Bayer will maintain visibility and traceability of inventory employing the latest technologies. The center will be supported by another facility that will be implemented in Germany in mid-2021 as part of Bayer's long-term commitment to Middle East customers.



TAPA warns pharmaceutical supply chains to remain vigilant against attack on COVID vaccine transportation

LONDON: The Transported Asset Protection Association (TAPA) warned pharmaceutical supply chains to remain vigilant against attack on COVID vaccines being transported saying companies must leave no stone unturned in assessing the associated cargo security risks and requirements on a country-by-country basis because the threat of cargo theft is never far away.

TAPA, the world's leading supply chain security and resilience association, includes over half of the world's top 25 pharmaceutical companies in its membership, reflecting the industry's total commitment to supply chain risk management and loss prevention.

An estimated 7-19 billion doses of the vaccine will be required to eradicate Covid-19 globally, enabling 60-70% of the global population to gain immunity and to stop the virus from spreading.

Thorsten Neumann, President & CEO of TAPA's Europe, Middle East & Africa (EMEA) region, said: "Ensuring the secure storage, transportation and delivery of every pharmaceutical shipment is of paramount importance to the healthcare industry to ensure patient safety. This explains why pharmaceutical supply chains are among the most resilient of any sector."

"In terms of cargo security, the true cost of loss of a pharma cargo has been estimated to be between 5-7x the value of the product because of the domino-effect it creates, including wide-scale product recalls, to say nothing of the reputational damage to companies. Product losses are clearly the biggest threat but contamination of pharma cargoes during a cargo crime – even if they are not actually stolen – can be just as damaging," he added.

With vaccine deliveries expected to begin as early as next month, the focus of all supply chain security stakeholders will be to avoid any disruption to the delivery process and to protect the integrity of vaccines on their way to patients.



"With a black market controlled by supply and demand, Organised Crime Groups (OCGs) will be very aware of the value of doses of the vaccine and are highly likely to be looking for ways to intercept supply chains to steal shipments, especially with such high volumes being distributed within a short timescale. If such losses do arise, the impact on the global community will be much more far-reaching than the theft of a single shipment of vaccines. As we have already seen this year with the high number of thefts of Personal Protective Equipment (PPE) from supply chains, cargo thieves are very active in targeting Covid-related products so, as industry, we must be ready," Neumann explained.

Neumann said TAPA members involved in vaccine distribution can use the Association's cargo crime intelligence tools and industry standards to effectively support their in-house supply chain security programs.

TAPA's Incident Information Service (IIS) allows members to see trends relating to recorded thefts of pharmaceutical cargoes by types of incident, location, product stolen and the modus operandi used by offenders.

This helps companies avoid routing deliveries through cargo crime 'hotspots.' Companies using supply chains protected by TAPA Facility Security Requirements (FSR), Trucking Security Requirements (TSR) and Parking Security Requirements (PSR) certifications will also have robust measures in place for product storage and transportation, as well as for secure truck parking of loaded vehicles.

"Through our members, TAPA already plays an important role in helping to safeguard the security and integrity of pharmaceutical cargoes – and this is now more important than at any time in our 23-year history. Our cargo crime data already shows that even with the best efforts of industry, facilities storing and trucks delivering pharmaceuticals are targets for violent attacks, hijackings and robberies," said Neumann.

"This is why we expect to see an unprecedented supply chain security program in place to protect deliveries of Covid vaccines which may include the use of armed escorts, additional truck security and driving in secure convoys, depending on the level of risk in each geography. Some countries may even be considering military support to ensure vaccine deliveries are not delayed in any way. TAPA is also ready to offer any help we can," he added.



First Priority Cargo Joins Pharma.Aero

First Priority Cargo, a leading cargo ground handler and logistics provider, unveiled its new pharma facilities with CEIV Pharma certifications in collaboration with Sharjah Aviation Services (SAS) at Sharjah Airport.

The non-profit cross-industry group Pharma.Aero welcomed the Sharjah-based First Priority Cargo to its growing list of members. Formed in 2016, Pharma.Aero is an influential cross-industry collaboration for Pharma Shippers, CEIV certified cargo communities, airport operators and other air cargo industry stakeholders.

Jeremy Mitchell, Director at Pharma.Aero welcomed First Priority Cargo, a fast-growing freight and logistics company based at Sharjah Airport in the United Arab Emirates, which is seeing uptrend in volumes of pharmaceuticals hauled. "The membership of Pharma.Aero continues to grow with like-minded logistics companies. First Priority Cargo has been a long-time partner of Sharjah Airport.

We are delighted that First Priority is becoming a member of Pharma.Aero, a testament towards the growing significance of pharma at Sharjah Airport," said Mitchell. We look forward to the new collaborations that could emerge between these new members and our existing members,"



he added.

Dilip Sitlani, Vice President, Business Intelligence & Operations at First Priority Cargo, said the company is delighted to join Pharma.Aero.

"First Priority Cares! We strive to be the best in customer service and pharma safety is an important part of the end to end journey. We are pleased to join a collaborative organisation which understands the care and responsibilities we should all have in this industry. We look forward to adding value and sharing of our thoughts and new ideas with the entire Pharma.Aero membership," said Sitlani.

Sharjah Aviation Services (SAS) with its enhanced quality of medical storage space, new temperature control equipment and devices — all of which meet CEIV standards — as well as installing "efficient safety systems to prevent risks".

First Priority Cargo, facility covers an area of 15,000 sq m for General Cargo.



Abu Dhabi Ports assures capacity to handle and distribute 70M COVID vaccines

ABU DHABI: Abu Dhabi Ports assured its commitment and enhanced logistics capabilities to store and distribute more than 70 million COVID vaccines once it's ready to be rolled out for mass distribution.

Abu Dhabi recently spearheaded the launch of the Hope Consortium, a UAE-based public-private partnership, of which Abu Dhabi Ports is a member, that will facilitate the distribution of COVID-19 vaccines across the world.

As part of its commitment to this immunization drive, Abu Dhabi Ports has dedicated a 19,000 sqm temperature-controlled warehouse facility in Khalifa Industrial Zone Abu Dhabi (KIZAD), which already houses more than 1 million vials of the vaccine.

The technologically advanced facility has the capability to store vaccines and other pharmaceutical products at a range of 2 to 8 degrees as well as the more extreme range of -80 degrees. The facility is equipped with temperature and humidity systems monitored digitally via a control dashboard.

The Hope Consortium represents all of



Abu Dhabi Ports' specialized cold storage logistics facility in KIZAD where the 70 million COVID-19 vaccines will be stored.

Abu Dhabi's supply chain solution actors, led by the Department of Health – Abu Dhabi. As well as Abu Dhabi Ports, it includes Etihad Cargo, Rafed, and Switzerland's award-winning SkyCell.

"As our nation's key strategic logistics enabler, we have invested in one of the region's largest and most expansive logistics capabilities. This makes us uniquely positioned to support our government's vision and facilitate the immunization efforts to positively impact millions of lives. Abu Dhabi Ports is ready to play a leading role in the end-to-end supply chain including storing, processing, and distributing this extremely sensitive product," said Captain Mohamed Juma Al Shamisi, Group CEO, Abu Dhabi Ports.

Dr. Jamal Mohammed Alkaabi, Undersecretary of Department of Health – Abu Dhabi, noted, "At the Department of Health, we have aligned our vaccine storage processes with the best international practices governing the long-term storage of pharmaceutical products, which will ensure the efficiency of vaccines. Such a robust solution was necessary because the vaccines are composed of genetic and protein ingredients and must be stored in optimal temperatures for the longest possible period to ensure their effectiveness when finally used."

Robert Sutton, Head of Logistics Cluster, Abu Dhabi Ports, added, "Our Department of Health-licensed facility fully integrates the movement of cargo with state-of-the-art temperature, humidity, and refrigeration-controlled technology. Abu Dhabi Ports, through our highly-advanced infrastructure and multimodal connectivity, is ready and able to meet the challenges of distributing sensitive pharmaceuticals quickly across the supply chain."

Agility initiates solar projects in Dubai & Jordan to cut regional carbon footprint by 5%

DUBAI: Leading global logistics provider Agility announced solar projects in Dubai and Jordan that will eventually cut the company's carbon footprint in the region by 5%.

At Agility's regional headquarters in Dubai, the solar photovoltaic (PV) plant involves installation of 17,500 panels at three sites with the capacity to generate nearly 8 megawatts of power at peak. Installation will include a 5.45 MW system at two sites in the Jebel Ali Free Zone (JAFZA), and a 2.6 MW system at the Dubai Investment Park.

"Globally, Agility's goal is to reduce its carbon footprint by 25% by 2050. Our investment in solar is a huge step in the right direction and will cut the company's global emissions by 3%. We are hopeful that it encourages other companies in the region to do the same. We know that greening operations is good for business and good for the planet," said Elias Monem,

CEO Middle East & Africa, Agility GIL.

Once complete, Agility's solar PV system will generate enough electricity to cover 60% of the energy requirements at the sites and save an estimated 8,838 tons of CO₂ each year, roughly equivalent to the emissions generated by trucking 18,000 fully-loaded containers from Dubai to Abu Dhabi.

In Jordan, the solar photovoltaic plant will encompass 1,945 panels at Agility's warehouse in Aqaba, with a capacity of 788 kilo-watt peak. The solar plant will generate enough electricity to cover 100% of the energy requirements and save an estimated 900 tons of CO₂ each year.

In both locations, the high-efficiency solar PV panels are designed to optimize energy generation in hot desert climates. The panel systems incorporate robotic cleaning and are waterproofed.

The project is consistent with the goals of the UAE's Shams Solar Policy, a local initiative for distributed solar plants in the United Arab Emirates.



مطار الشارقة
Sharjah Airport

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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 / 14m³ capacity. Cooling range 0°C/ +18°C





SAL

Saudi Arabia's

top logistics arm for intricate COVID vaccine distribution and future global logistics hub plans

By Gemma Q. Casas

The Coronavirus pandemic brought the global economy to the brink of collapse, rendered more than half a billion people jobless, tragically killed more than 1.6 million people and infected over 71 million across the world.

The road to recovery remains difficult despite the relatively quick discovery of vaccines to stop the spread of the COVID-19 virus.

And certain industries like air cargo, logistics and their supply-chains are crucial to stop the pandemic by safely transporting the vaccines and keeping the global economy rolling with the seamless flow of medical supplies and other essential goods for personal consumption, exports, re-exports or imports.

In Saudi Arabia, home to approximately over 35 million people, including the estimated 10 million expats it hosts from different countries, Saudi Arabian Logistics Company (SAL), the long-enduring cargo ground-handling and logistics provider of the national carrier since the country's aviation industry was formally established 75 years ago, was quickly put to the test during the pandemic.

About 19 billion doses of COVID vaccines are needed to immunize up to 70 percent of the world's 7.8 billion people against the invisible virus.

Overcoming the pandemic challenges

Saudi Arabian Logistics Company (SAL) quickly showed its agility, flexibility and resilience to adopt to the new normal despite coming to terms to its new independent status only in January of 2020.

The pandemic has kept the air cargo and logistics industry busier than usual. The major challenge was how to keep their operations running while the whole world was in lockdown, gripped by an invisible virus that knocked down all business activities.

SAL CEO Omar Hariri, concurrently the CEO of Saudia Cargo, explained their cargo operations wasn't suspended despite the threat of the pandemic.

In fact, the company even resorted to operating passenger planes as freighters to meet the demand in hauling vital medical cargo and supplies. Between March to June alone more than 75,000 tons of cargo were hauled to the Kingdom, carried through 1,500 flights operated during the period.

On the ground, it was SAL that carefully handled all the shipments,



safely carrying them to warehouses or cold storage facilities en route to their final destinations, including facilitating their quick Customs clearances.

Shipments from different KSA businesses bound to different countries were also handled by SAL on the ground until they are boarded to the aircraft.

“Our operational team with back-office support rose to the task and made it possible to handle the heavy incoming movement of pharmaceuticals, perishables, foodstuff, PPE and other medical supplies along with e-Commerce shipments,” the SAL CEO proudly shared and noted new safety and health protocols were quickly put in place to protect their team on the ground as well as the shipments they were handling.

He said the heavy influx in the movement of cargo shipments was managed by splitting the load into different stations in the country and supporting customers by way of a strong feeder road connection, as necessary.

“It is important to mention that the support we received from other stakeholders, especially from the Saudi Customs, the General Authority of Civil Aviation (GACA), the Saudi Food and Drug Authority (SFDA) and the Communications and Information Technology Commission (CITC) was tremendous to ensure that we maintain the supply chain of urgent supplies for our people,” said Hariri.

The result: SAL remarkably delivered its tasks through adoption of innovative industry solutions which include having cool dollies for the airside movement; thermal blankets, dry ice capabilities and feeder road services for general and refrigerated shipments along with the launching of new facilities for handling e-Commerce and pharmacy in the main airports of the country that helped maintain the supply chain cycle.

Ready for COVID vaccine distribution

Approximately 19 billion doses of COVID vaccines are needed to



Omar Hariri
SAL CEO

immunize up to 70 percent of the world's 7.8 billion people against the invisible virus.

This delicate historic life-saving mission again requires cooperation from various governments, regulatory agencies and industries like the healthcare, pharmaceuticals, logistics, air cargo and their supply-chains, among others.

The International Air Transport Association (IATA), which represents 290 airlines worldwide, said the industry expects the COVID vaccines to be the largest airlift of a single commodity in its history. To deliver just a single dose of the vaccines to the entire planet would require at least 8,000 B-747 aircraft or jumbo jets.

IATA noted land transport will help, especially in developed economies with local manufacturing capacity. But vaccines cannot be delivered globally without the significant use of air cargo and its supply-chains on the ground like SAL.

“Even if we assume that half the needed vaccines can be transported by land, the air cargo industry will still face its largest single transport challenge ever. In planning their vaccine programs, particularly in the developing world, governments must take very careful consideration of the limited air cargo capacity that is available at the moment. If borders remain closed, travel curtailed, fleets grounded and employees furloughed, the capacity to deliver life-saving vaccines will be very much compromised,” said Alexandre de Juniac, IATA's Director General and CEO.



Forging alliances with key government agencies in Saudi Arabia along with making careful logistics planning, SAL says it is prepared to take on its new challenge during this pandemic—handle COVID vaccines for distribution in the Kingdom.

SAL had since tied up with the Saudi Food and Drug Authority (SFDA) and Saudi Customs for these delicate cargo's successful transport from the plane to their final destinations.

"This is the biggest task yet for SAL in its barely a year of operation as an independent entity. SAL has all the necessary mechanisms in place for the safe transport of the vaccines upon delivery at the airport, to the storage facilities, until they reach their final destinations within Saudi Arabia," said Hariri, emphasizing that the company is looking "at the possibility of transporting shipments from the aircraft directly to dedicated transport vehicles with capability of replenishing dry ice to avoid breaking the cold chain."

"The whole transportation will be monitored and escorted by trained personnel to ensure that the integrity of the shipment remain intact," added Hariri who was also recently voted to serve as the Chairman of the Executive Board of SkyTeam Cargo, the biggest global alliance of air cargo carriers.

Hariri said SAL, noting "the considerable growth of cold chain products into the kingdom," has "decided to invest in state-of-the-art facility that will be three times bigger than its current facility."

This facility, he said, has a dedicated team responsible for managing the cold chain shipments from arrival until delivery in the declared temperature range.

"The facility is equipped with high-tech temperature and humidity monitoring system that record the temperature every

five minutes and alerts in case of deviations," Hariri explained.

It will also have a sophisticated laboratory for SFDA and the Ministry of Environment, Water and Agriculture (MEWA) to expedite and enhance the clearance process. Likewise, the facility will have two dedicated screening machines for Customs, ensuring a flawless procedure while the tasks are being done in the required temperature range.

"We have invested in doubling our facilities' capacity for the storage, increasing it to over 7,000 sqm to handle and accommodate cold chain shipments with temperature range varying from 15°C to 25°C, 2°C to 8°C and frozen at -10°C to -20°C with high-tech temperature and humidity monitoring system at the main airports in Jeddah, Riyadh and Dammam," Hariri said.

New Facilities unveiled

Last month, SAL unveiled its new facilities for pharmaceuticals and perishables located at Riyadh's Cargo Village inside the King Khalid International Airport.

The launch of the Riyadh cold storage facilities comes at a historic moment that coincides with the much-anticipated global distribution of COVID vaccines.

His Excellency the Saudi Minister of Transport Eng. Saleh bin Nasser Al-Jasser led the inauguration of the facilities with the Ministry assuring the country's readiness in terms of infrastructure, transportation and people, to handle the historic life-saving mission of distributing the COVID vaccines.

"The new facilities will handle refrigerated and pharmaceutical cargoes and have an area of 5,000 square meters and four main sections: Delivery, Inspection, Temperature-Controlled Storage and Cargo Sorting. They can handle 100 tons a day and have 13 refrigerated storages for perishables and pharmaceutical cargoes with different temperatures. These facilities meet modern global standards and also the needs of suppliers," Hariri explained.

The new facilities have four docks for loading refrigerated containers. Its warehouses have different temperatures ranging from -20°C to 25°C to suit the nature and type of cargo to be stored.

The opening of the facilities ushers in a new and advanced phase for handling sensitive cargoes including foodstuffs that require special care. Within the facilities are divisions run by SFDA and the Saudi Customs to inspect and expedite the cargo handling process to avoid an unbreakable cool chain.

Combined, the new pharmaceuticals and perishable facilities can adequately handle up to 365,000 tons of cargo a year.

They also have a 650 sqm temperature control breakdown area as well as space for shipping refrigerated containers enough for 20 active containers. It is also equipped with a thermal isolation area.

Beyond Saudi's capital Riyadh, SAL also has facilities in Dammam, the city where Saudi Aramco is based and Jeddah, the country's



business capital. All three facilities are fit for high volumes of general cargo and temperature-sensitive shipments.

Building a robust workforce

Continuing to build on the strength of its skilled workforce, SAL regularly conducts and facilitates training for its people on the ground like the ramp service agents and ground handlers as well as those involved in other operations—sales, accounting, warehouse & inventory, compliance and safety, administration, customer service, among others.

“We provide the required training in the hands of specialized, qualified and certified trainers for ground operations that is appropriate for every job and task performed by ground handling personnel,” said Hariri.

Training solutions were done according to appropriate methods, whether through virtual classes or training rooms and on-the-job training.

This, alongside a specialized department for writing, developing and updating training curricula under the supervision of specialists to keep the pace with developments in the field of ground-handling, according to the requirements of GACA and IATA.

The courses are segregated into two main courses – mandatory, which covers safety management systems, aviation security, health and safety as well as fire prevention and emergency response procedures among others; and functional, which, among others, include air cargo principles, handling of and regulating dangerous goods, transporting live animals, and handling special cargoes and sensitive pharmaceuticals.

Investing on new technologies & the future

Recognizing the importance of digitalization in today's digital world, SAL continues to upgrade and invest on tech-driven systems, equipment and facilities that will enhance and make its services more efficient.

It is also actively digitalizing and automating its services, including availing different means of data capturing to improve productivity and on-time performance-based on real time data visibility and transparency.

Likewise, it is following an E-business approach to integrate with all stakeholders and go paperless with all its internal and external transactions. It has also invested on cybersecurity technologies to assure a safe and secure workplace for all stakeholders.

“Businesswise—SAL is focusing on customer centricity by investing in latest technologies to enhance and improve customers relation. In addition, SAL invested in its infrastructure to automate and digitize its services and avail different means of data capturing in order to improve productivity and on time performance based real time data visibility and transparency,” the SAL CEO explained.

“Environmentally—SAL is following an E-business approach to integrate with all stakeholders and go paperless with all its internal and external transactions. E-freight, E-AWB, E-CSD and E-DG are some of the prime electronic documents SAL is steadily progressing to fully enable,” he added.

Under Saudi Vision 2030, Saudi is reinventing its oil-based economy into diversified markets, mainly consisting of tourism, healthcare, transportation, education, among other industries.

Part of this long-term goal is to develop Saudi as a global logistics hub which gave rise to the Saudi Logistics Hub government initiative seeking to position the country as a strategic gateway at the crossroads of three continents—Asia, Africa and Europe.

As the biggest economy in the Middle East, Saudi commands more than 50% of the logistics market share in the GCC region. In 2019, the country saw 47% increase in the number of new foreign transport and logistics companies, according to the Saudi Arabian General Investment Authority.

This year, Saudi was ranked as having one of the world's fastest-growing logistics sector by the World Bank Group's Doing Business 2020 report, jumping 30 positions to 62nd place.

“The logistics sector is undoubtedly a vital component in the country's quest to diversify its economy in a changing world. We have put in place all the necessary measures to make sure SAL contributes to the seamless flow of goods that come in and out of Saudi's main entry points to facilitate a healthy global trade for many years to come,” concluded Hariri.



Dubai kickstarts world's first live tech event amid pandemic with



GITEX Tech Week

GITEX Technology Week serves as an umbrella for the region's leading technology shows, including GITEX Future Stars, the region's largest tech startup event; the Gulf Information Security Expo and Conference (GISEC), the region's most renowned cybersecurity conference & exhibition; Future Blockchain Summit, the leading platform for transformative technology; and the inaugural edition of Marketing Mania, the new platform for brand marketers.





Crown Prince of Dubai H.H. Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum, center, at the launch of Gitex Technology Week's 40th edition.

D

ubai, the futuristic business capital and global transport hub of the United Arab Emirates, welcomed more than 1,200 innovative tech enterprises, startups and government entities from more than 60 countries, including Israel, in the world's first live tech event amid the pandemic, the 40th GITEX Technology Week.

Placing strict safety and health protocols, all visitors and participants wore masks while observing social distancing throughout the five-day event (6-10 December 2020) that drew more than 200 of the most active investors and VCs and

over 350 speakers from 30 countries.

GITEX Technology Week serves as an umbrella for the region's leading technology shows, including GITEX Future Stars, the region's largest tech startup event; the Gulf Information Security Expo and Conference (GISEC), the region's most renowned cybersecurity conference and exhibition; Future Blockchain Summit, the leading platform for transformative technology; and the inaugural edition of Marketing Mania, the new platform for brand marketers.

His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice-President and Prime Minister of the UAE and Ruler of Dubai, said tech industry is crucial to the world's successful transition to the future.

"Technology is an important tool to enhance people's lives and enable them to overcome challenges and turn them into opportunities. As the region's technology hub, we seek to create a highly conducive environment to promote greater investments in the sector and attract the world's best talent to develop innovative solutions that can help us strengthen our progress towards sustainable development," Sheikh Mohammed said in a Tweet.

Crown Prince of Dubai H.H. Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum, who opened the event, said GITEX Tech Week is one of a series of initiatives Dubai is taking to inject confidence back into vital sectors, regionally and internationally, while reinforcing Dubai's role as a global hub for innovation, entrepreneurship and collaboration in the tech industry.

"By hosting the world's only live global technology event in 2020, Dubai and the UAE have demonstrated global leadership in accelerating economic recovery in line with the vision of His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE and Ruler of Dubai," Sheikh Hamdan said.

"With its strong management of the pandemic and comprehensive precautionary measures, the international technology community considers Dubai as one of the safest destinations to host global events of this magnitude. The positive response

to the event also shows that the world's tech industry looks to the emirate as a key player in revitalizing networking, partnership building and knowledge sharing in the sector," he added.

Global Collaboration

GITEX brought under one roof tech driven nations like Japan, France, Israel, Russia, Saudi Arabia, Bahrain, USA, UK, Belgium, Brazil, Italy, Hong Kong, Poland, Romania, India and Nigeria, which had pavilions of their own showcasing different companies.

In all, some 90 local and international government entities participated in the event.

Business France, the national agency supporting the international development of the French economy, launched at the event its first ever virtual showroom, the French Design Corner Middle East, exclusively dedicated to interior design professionals and architects in the Middle East to showcase their unique creations and designs such as furniture, decorative items, home accessories and more.

"While waiting for the much-awaited better days more conducive to in-person meetings, entrepreneurs, architects, decorators and interior design professionals can connect virtually through the French Design Corner Middle East, which aims to offers a space to explore exceptional French designers and know more about the French luxury industry, in a short moment of sharing knowledge and enriching experiences for all," said Frederic Szabo, Managing Director, Business France Middle East, noting that "Made in France" has become synonymous with quality, style, and know-how.

Dubai Customs, a vital component of the



emirate's economy, showcased its latest smart blockchain and AI based innovations and services, setting the tone of future tech in the region and beyond

“We always aspire to introduce new things that dazzle the world and disrupt the trade and transport sectors in fulfilment of the national ambitious UAE Centennial 2071 Project, the National Artificial Intelligence Strategy 2031, and Dubai Paperless Strategy 2021,” said Ahmed Mahboob Musabih, Director General of Dubai Customs.

Global telecom giants Huawei, du, Etisalat, Nokia, others, also participated in the event, drawing curious crowds in various products and gadgets they have showcased.

Uber and Hyundai Motor Company's Uber Air Taxi prototype, which was first unveiled in Las Vegas, was a hit at the event.

This electric-powered air taxi can accommodate several passengers in one lift. With speed of up to 180 miles/hour, it is designed to take off vertically, transition to wing-borne lift in cruise, and then transition back to vertical flight to land.

AI, Cloud, 5G, Digital Economy & Cybersecurity

With memorable moments of face-to-face business networking and discussions, forums, fascinating tech experiences and content, tons of live hacks and demos, GITEX Technology Week concluded with an interesting future where innovations will rule, setting the stage for five Smart Cities mega-trends of 2021—AI, cloud, 5G, digital economy, and cybersecurity.

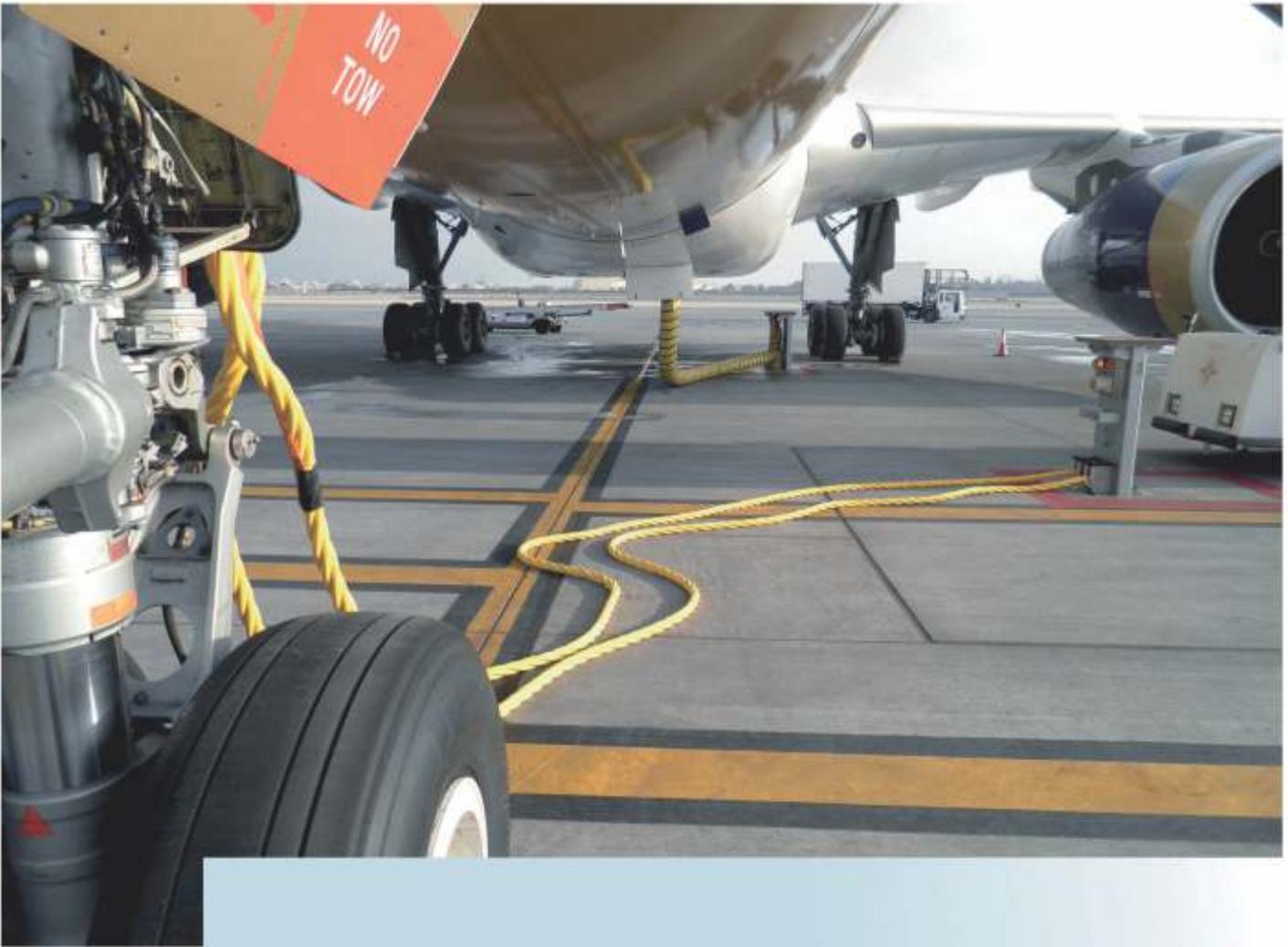
Leading UAE-based IT infrastructure and information management consultancy and solutions provider, Condo Protego, said the UAE is leading innovation in the world's SMART Cities market which is expected to reach US\$546 billion by 2027.

Condo Protego said AI is already widely being used for facial recognition in airports, predicting utilities spikes, and preventing disease outbreaks. Organizations also now use AI with machine learning algorithms and real-time analytics to optimize their insights.

In digital transformation, data storage, data analytics, and hybrid cloud environments can combine to deliver the biggest business benefit.

As data storage drops in cost and increases in performance, organizations can adopt affordable, flexible, and scalable high-performance storage infrastructure. Data storage plus virtualization can enable remote and hybrid working and learning.

Ultra-fast 5G mobile broadband networks are the foundation for the Internet of Things, Internet 4.0, and the Fourth Industrial Revolution while 5G can enable autonomous vehicles that safely reduce traffic, smart factories, and mega-events, Condo noted.



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Agility Abu Dhabi Invests in Double-Trailer Trucks

In the first six months of operation, Agility's fleet management data demonstrates that double trailers reduce fuel use by 26% per container, eliminating about 2,500 metric tons of CO2 emissions per year.

Leading global logistics provider Agility becomes the first in its industry to operate double-trailer trucks in the UAE capital Abu Dhabi, which the company says is an investment to improve its operational efficiencies for customers and reduce emissions by cutting the number of trips made.

Agility operates an extensive fleet of trailers in Abu Dhabi. About 50 of those are now double-trailer trucks. Double trailers significantly reduce the number of trips required to haul cargo, decreasing overall wear and tear on tires and vehicles.

In the first six months of operation, Agility's fleet management data demonstrates that double trailers reduce fuel use by 26% per container, eliminating about 2,500 metric tons of CO2 emissions per year.

Houssam Mahmoud, Chief Executive Officer for Agility Abu Dhabi, said: "In addition to being

environmentally friendly, the double trailers will positively impact productivity – and that's good for both Agility and our customers. We are able to pass a lot of this benefits to our customer by providing greater flexibility and a significant reduction in the number of required trips."

Acquiring the permit to operate double-trailer trucks took six months of proposals, trials, accident simulations, and safety demonstrations. Agility worked together with a local automotive distributor to develop the safest possible solution for the market, including Active Brake Assist 4, proximity control, and lane assist.

Agility conducted a transport route survey to identify any routes that might be risky or challenging for drivers. Agility insisted on lane assist capability for the vehicles, and proposed it to the supplier after determining that drivers would need help to navigate sharp roundabouts.

In the United Arab Emirates, Agility has an industry-leading safety record, linking driver incentive pay to safety, rather than speed of operations, and has voluntarily provided extensive third-party training on double trailers to ensure it maintains its excellent record.

With annual revenues of about \$5.2 billion, Agility has more 26,000+ employees in more than 100 countries. It is one of the world's top freight forwarding and contract logistics providers, and a leader and investor in technology to enhance supply chain efficiency. It is a pioneer in emerging markets and one of the largest private owners and developers of warehousing and light industrial parks in the Middle East, Africa & Asia.



Meet MAN's EcoStyle: A new telematics solution suite for customers in MEA region

MAN Truck & Bus has introduced a powerful enterprise grade telematics solution for customers in the Middle East-Africa (MEA) region. This dynamic solution suite is designed to support improved levels of fleet efficiency & safety, and reduce environmental impact. EcoStyle has been fine-tuned through millions of hours in service, and combines powerful technology to help customers enhance their earnings.

The introduction of this solution is part of the digitalisation initiatives at MAN. EcoStyle provides customers with key operational information, allowing them to monitor fuel consumption, driver performance, and much more. Dashboards provide full visibility of the information that matters at a glance, or users can delve deeper through a rich suite of reports and views.

"Over the years, MAN vehicles have become reference for reliability and efficiency. However, our customers are constantly looking at ways to achieve greater operational efficiency with the aim to increase their earnings. With the MAN EcoStyle, we are confident that customers will get to gain more from their vehicles," said Joerg Mommertz, Senior Vice President, Head of Sales Area Middle East, Africa & Latin America (MEA&LA), MAN Truck & Bus.

MAN Truck & Bus has partnered with Microlise, a UK-based company that has developed and tested this solution suite. EcoStyle lets customers track their vehicles in real-time. This has been enabled by integrating with Google Maps. Customers can get detailed information about each vehicle in their fleet and get street level view.





Renault Trucks introduces T X-Port in Africa and the Middle East markets

Designed for companies operating in the road haulage sector: industrial transport, controlled temperature transport, tanker transport, and livestock transport, the TX-Port offers customers the perfect balance between fuel savings and life on-board.

Renault Trucks has introduced a new truck model, specially converted and certified for the African and Middle Eastern markets, where the highest level of pollution reduction is in force.

Called T X-Port, which is based on a Renault Trucks T Euro 6 model with an 11-liter engine, this unique truck is being produced by the brand's Used Trucks Factory in Bourg-en-Bresse, France.

Renault Trucks explained the Middle East and Africa use Euro 3 legislation with which a Euro 6 used truck driven without the addition of AdBlue would be permanently damaged and its emissions would equate to those of a Euro 0 vehicle.

A robust Euro 3 vehicle

The conversion starts with dismantling the Euro 6 components, namely the silencer and AdBlue components, which are then sent to the manufacturer's recycling network.

Operators at the Renault Trucks Used Trucks Factory then install the Euro 3 components and the reinforced filtration system. The software and manufacturer's documentation are updated, allowing the vehicle to be recognized throughout the network with its new features.

The air and diesel filters are reinforced, enabling the vehicle to adapt to its new environment (topography and the characteristics of fuel distributed locally). Finally, ground clearance is increased by 30 mm at the front and 20 mm at the rear.

After conversion, the Renault Trucks T X-Port's emission levels and engine performance (power and torque) are certified by UTAC, an



independent international organisation. The truck undergoes the same quality process as a new vehicle.

Designed for road haulage sector

The Renault Trucks T range meets the needs of all companies operating in the road haulage sector: industrial transport, controlled temperature transport, tanker transport, and livestock transport. It offers customers the perfect balance between fuel savings and life on-board.

All T models feature top-of-the-range finishes for the best on-board comfort for drivers. These include all-textile seats designed by RECARO , two driver's armrests, the option of rearranging the positions of the control buttons and an ergonomic dashboard with a 7" central display, which is the largest on the market. Also available are a storage compartment that can be accessed from both inside and outside the vehicle, plus a door-opening angle of 85°.

The truck as a whole, the cab and every element of the powertrain have been designed to promote fuel savings. The windscreen is inclined by 12° and the cab itself is trapezoid in shape, being 2.35 meters wide at the front and 2.50 meters wide at the back, which improves its drag coefficient (cx) by up to 12%. Enhanced productivity is provided by a GCW (gross combined weight) rating of up to 60 tons and a fuel tank capacity of up to 1,475 liters for long journeys.

Finally, all Renault Trucks T models are fitted with the Optidriver transmission as standard. This automated gearbox selects the right gear at the right time according to speed, load and driving style in order to guarantee better mobility and greater comfort while driving.

A 12-month warranty

The Euro 3-certified Renault Trucks T X-Port comes with a 12-month international manufacturer's warranty that covers all incidents relating to the engine, gearbox and axles and is valid throughout Renault Trucks sales and service outlets in Africa and the Middle East.

The T X-Port is only available from the Renault Trucks network. In addition, a 24 months international manufacturer's warranty and service contract are offered for a limited time.



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Etihad Airways and SITA test facial Biometric check-in for cabin crew



Abu Dhabi, UAE: United Arab Emirates' national carrier, Etihad Airways, has teamed up with information technology company SITA, to try out the use of facial biometrics in order to check in cabin crew at its Crew Briefing Centre at Abu Dhabi International Airport.

The trial will use facial recognition technology to identify and authenticate crew members, allowing them to complete check-in procedures and mandatory pre-flight safety and security questions digitally via their own mobile devices. The new initiative will replace the current kiosk-based check-in process which requires crew to use their staff identity cards as a form of authentication.

Captain Sulaiman Yaqoobi, Vice President Flight Operations, Etihad Aviation Group said: "Etihad is constantly on the lookout for innovative solutions and new technologies that will drive improvements in the airline's operations and enhance the experience for guests and employees. Etihad is excited to partner with SITA to explore the potential that facial biometric services has for the aviation industry. By integrating contactless technology, biometric services will increase efficiency while simultaneously cementing our commitment to reducing the spread of COVID-19 by limiting physical touch points and maximizing social distancing measures."

As part of the airline's digitalization strategy, facial biometric technology is expected to improve operational efficiency by speeding up the existing check-in process and automating crew time and attendance management and access controls. Cabin crew will also experience a seamless and contactless check-in experience.

Roger Nakouzi, Vice President Sales, SITA added: "We are proud to partner with Etihad to design and implement a secure biometric system that offers a smarter and more efficient working environment for crew while solving a key operational challenge of the pandemic by reducing contact points. SITA has extensive experience in both mobile and biometric technology solutions having developed and implemented SITA Smart Path at airports globally, enabling a seamless, low touch passenger experience while increasing airport efficiencies."

The trial will continue until February 2021 and will provide the airline with invaluable data to explore future exploration of biometric technology for use in guest operations, such as check-in and boarding.



Air Arabia ranks 1st on Airfinance Journal's list of top 100 global airlines

SHARJAH, UAE: Low-cost carrier Air Arabia, based out of Sharjah in the United Arab Emirates, was ranked number one on Airfinance Journal's list of top 100 global airlines.

Airfinance, a London-based market leading financial publication of the global aircraft and aviation business, evaluated the performance of 100 airlines worldwide, based on a set of operational and financial parameters, including total revenue, net income, Ebtidar margins, fixed charges, liquidity, leverage, fleet size, and average age of fleet, with Air Arabia coming top, for the first time.

The top 100 airlines list measured the financial and performance metrics of all 100 airlines' last 12-month figures from 31st March 2019 to 31st March 2020.

Air Arabia's top overall ranking ahead of 99 other global airline companies came after scoring highest average across all variable metrics that the report took into consideration, the Emirates news agency WAM reported.

Adel Al Ali, Group Chief Executive Officer, Air Arabia, said, "The Airfinance report is purely based on financial and performance data and the fact that Air Arabia managed this year to rank first in the world underlines the strong fundamentals of our organization, and our commitment to operational excellence.

"The various parameters evaluated demonstrate that, despite the challenging operating environment for the global aviation industry, we have comprehensive strengths that enable us to create long-term value for all our customers and stakeholders."

Airfinance Journal 'The Airline Analyst' is considered the most comprehensive and detailed picture of airlines' financial and operational data available in the market.



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Gulf Air and Amadeus extend partnership to deliver improved customer choice and satisfaction

MANAMA: Bahrain's national carrier, Gulf Air, has extended its partnership with Amadeus in a bid to meet the needs of travelers and travel professionals in the new normal.

The companies said the sheer number of travel options and fares available can be overwhelming to consumers, thus, they have extended their partnership beyond technology and distribution.

Under Amadeus Airline Fare Families, airlines like Gulf Air can showcase the full value of their travel offers, allowing travel professionals to easily view all possible options.

This includes the details of services included in a fare or offered at a charge, as well as the applicable fare conditions. For travel retailers using Amadeus technology, a unique, proactive upgrade facility will help drive revenues for both the travel agency and Gulf Air and enable customers to enjoy the flexibility and comfort that is important to them.

Being able to provide visibility to



travel professionals and travelers about all the fare conditions applicable to each travel option – such as refund or ticket exchange rules – are key to improving customer service and traveler satisfaction, especially in these challenging times.

Additionally, Amadeus Rich Merchandising helps Gulf Air differentiate and showcase its products and services in a rich, compelling manner by displaying images and media to travelers and travel professionals at the critical shopping and booking stages. This enables travel agents to propose the travel options that best match the needs and preferences of customers.

"Our partnership with Amadeus is going from strength to strength. We are pleased to extend our existing cooperation to include Amadeus Airline Fare Families and Amadeus Rich Merchandising. We are proud of the products and service we provide, and this technology will enable us to better showcase our differentiated offer to our customers. As travelers return to the skies, we are confident that these technologies will help drive even greater customer satisfaction," said Vincent Coste, Chief Commercial Officer, Gulf Air.

Maher Koubaa, Executive Vice President, Airlines, Middle East, Turkey & Africa, Amadeus, adds, "Gulf Air is a valued and longstanding customer, and we already work closely on a number of strategic areas including distribution and customer loyalty. With so much choice and innovation taking place in the aviation industry, forward-thinking airline partners such as Gulf Air are using our merchandising solutions to win travelers' hearts and wallets."

Thales introduces 'Ready to Fly touchless' portfolio of solutions

PARIS: After introducing its strategy for a low carbon future enabling a 10% reduction of aircraft CO2 emissions by 2023, Thales says it is supporting its global airline customers with advanced technologies to restore confidence in air travel by enhancing the health safety and wellness of passengers.

The French company said its "Ready to Fly" portfolio of solutions expedites the industry's digital transformation through passenger-centric solutions and integrated products as well as services that increase crew efficiency. It enables cabin innovations that reduce touch and mitigate passenger congestion.

The Ready to Fly "touchless" solutions allow passengers to safely control the inflight entertainment system with their personal phone or tablet for a full IFE experience, including digital versions of onboard paper menus, magazines and important safety and health information.

To reduce physical interactions with the crew, while maximizing services, the Thales Travel Assistant solution will enable passengers to request and receive automated information on the seatback monitor. The crew will also have the ability to gather information, receive notifications and control the cabin from their own secure personal phone or tablet.



The Ready to Fly "touchless" solutions allow passengers to safely control the inflight entertainment system with their personal phone or tablet

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Airports and airlines urged to agree on vital slot use relief for 2021

GENEVA/MONTREAL: The Worldwide Airport Slot Board (WASB), comprising of Airports Council International (ACI World), the International Air Transport Association (IATA), and the Worldwide Airport Coordinators Group (WWACG), have released a joint recommendation for airport slot use relief for the northern summer 2021 season.

The organizations called on regulators worldwide to temporarily adopt more flexible slot rules in line with the recommendation as quickly as possible in order to preserve essential air transport connectivity.

As a result of the collapse in demand from the COVID-19 crisis, some 65% of direct city pair connections vanished in the first quarter of 2020. Slot-regulated airports serve almost half of all passengers and are the backbone of the global scheduled airline network. But recovery is impossible while there is no certainty on the rules governing the use and retention of airport slots.

The existing slot rules were never designed to cope with a prolonged industry collapse. Regulators temporarily suspended the rules for Summer and Winter 2020 to give the industry vital breathing space. International air traffic, though, is only expected to return to about 25% of 2019 levels by summer 2021. In order to preserve connectivity while air traffic recovers, a more flexible system of slot regulation is essential.

The Worldwide Airport Slot Board (WASB) which is the forum for bringing together representatives from the airport, airline and slot coordinator community to agree positions on slot rules, has worked on a proposal to regulators that preserves the best of the existing rules, while providing the necessary flexibility to aid recovery.

The WASB position recommends the following be adopted before the end of 2020:

- **Airlines that return a full series of slots by early February to be permitted to retain the right to operate them in summer 2022.**
- **A lower operating threshold for retaining slots the following season. In normal industry conditions this is set at 80-20. The WASB recommends this be amended to 50-50 for Summer 2021.**
- **A clear definition for acceptable non-use of a slot. For example, force majeure as a result of short-term border closures or quarantine measures imposed by governments.**

"It is vital that regulators quickly adopt the WASB proposals on a globally harmonized basis. Airlines and airports need certainty as they are already planning the 2021 Summer season (which begins in April) and have to agree schedules. Delays in adopting new rules will further damage the industry at a time when industry finances, and 4.8 million jobs in air transport, hang by a thread," said Alexandre de Juniac, IATA's Director General and CEO.

"Creating a globally-compatible approach to the crucial issue of airport slots is an important part of underpinning a recovery of aviation. The united position of the air transport industry on what needs to be done to protect connectivity and choice in the best interests of passengers is a clear signal to regulators of the extreme urgency of the situation. Action is needed now as any delay makes recovery for air transport, and the global economy, more difficult. We need regulators to recognize the crisis we are in and act with speed and flexibility," said Luis Felipe de Oliveira, Director General of ACI World.

"WWACG welcome the possibility to work out a common ground together with IATA and ACI World for the preparation of the 2021 Summer season. It is important that relevant authorities take appropriate action to secure the aviation industry the necessary predictability in the planning process in these extraordinary times for the entire industry," said Fred Andreas Wister, Chairman, WWACG.

What is the 80-20 rule?

Slots are retained by using them
>80%

Calculated by each individual slot series

A slot is an arrival or departure time by day

Under normal circumstances typically see 95% use of airport capacity

#IATAMediaDays 23 and 25 November 2020

An airport slot is a permission given by a coordinator for a planned operation to use the full range of airport infrastructure necessary to arrive or depart at a Level 3 airport on a specific date and time

A daily service:

Arrival slot + Dep slot x 7 days of week

~ each slot is a separate series

~ each day is a separate series

~ summer season 31-32 weeks

Each series used > 80% to retain historic precedence



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New direct flights between DXB and Tel Aviv soon

DUBAI: Direct flight services between Dubai and Tel Aviv will soon be launched following the normalization of diplomatic ties between Israel and the United Arab Emirates last September.

Last month, Dubai Airports, operator of Dubai International, DXB, and Dubai World Central, DWC, received a delegation of representatives of Israeli airlines El Al, Israir and Arkia, at its corporate offices at DXB.

The delegation's visit follows the signing of a number of bilateral agreements between the two countries, & the recently announced launch of regular commercial flight operations connecting Israel and the UAE.

Commenting on the delegation's visit, Jamal Al Hai, Deputy CEO of Dubai Airports said, "There is a lot of anticipation following the signing of the historic accords and both sides recognize the importance of enabling air connectivity as one of the first important steps to realizing those



expectations.

"Both sides are keen to open-air travel as a first step towards facilitating people to people contact, tourism and trade, and accordingly, our focus at the meeting was to understand the requirements of the airlines so that we can offer them and our mutual customers – the travelers, the top class experience that Dubai is known for worldwide."

The two teams discussed preparations for the launch of new, direct air services between Dubai and Tel Aviv, including a twice-daily service by El Al operating Boeing 787 Dreamliner aircraft, six weekly flights by Israir operating the Airbus A320, and daily services by Arkia on the Embraer E-195 E-Jet aircraft, all scheduled for launch in December.

The new services will add an eminent destination to DXB's existing global network of over 140 destinations, bringing more choice to travelers on both sides, and opening major opportunities for cargo and trade between the two countries.

Budapest Airport preps heat energy system passing through 16-km-long pipeline network as winter sets in

BUDAPEST: An airport is a city in itself and in Hungary's capital Budapest, this is very much felt at Budapest Airport as winter sets in requiring it to prepare its vast heat energy system passing through a 16-kilometer-long pipeline network transmitted to 85 heating centers across its facilities.

Operating day and night on 1,500 hectares, Budapest Airport, just like other massive similar airports, has its full infrastructure, its own Police force, firefighter units, its own drinking water wells and even a boiler house.

From this power center, heat energy is transmitted to 85 heating centers throughout the airport, via an approximately 16-kilometer-long pipeline network. This system is responsible for supplying heating and hot water to the airport buildings, and even warm water for the de-icing of aircraft.

Budapest Airport said it recently commenced the refurbishment of heating centers in order to save a considerable amount of energy for environmental protection reasons as well as to save on costs.

By summer's end, a total of 2551 fixtures were insulated, using heat insulating covers lined with glass wool. They now operate with a heating output of 370 kW, which is equivalent to the output of 180 oil heaters.



The "coats" to prevent the heat loss result in a saving of approximately 170 000 m³ of natural gas, which, according to data from the Hungarian Central Statistical Office, equals the annual natural gas consumption of 165 households. Thanks to the development, annual carbon dioxide emissions will also be reduced by 340 tons – a large quantity that 15,500 trees would be needed to absorb it.

The airport's district heating system supplies more than a hundred buildings—hangars, logistics halls, office buildings, fire service and ambulance stations, Police buildings, and of course, the passenger terminals. Budapest has received numerous awards for its sustainability and environmental projects.



IATA sees deep aviation industry losses through 2021 with 2020 net loss reaching \$118.5 billion

GENEVA: Deep losses will prevail in the aviation industry through 2021 with net loss in 2020 reaching \$118.5 billion from earlier forecast of only \$84.3 billion, according to the International Air Transport Association (IATA).

Even with COVID vaccines expected to be rolled out in 2021, the industry will continue to struggle recovering from the market shock of the pandemic with IATA estimating the net loss for the year to reach \$38.7 billion.

IATA said aggressive cost-cutting is expected to combine with increased demand during 2021 (due to the re-opening of borders with testing and/or the widespread availability of a vaccine) to see the industry turn cash-positive in the fourth quarter of 2021 which is earlier than previously forecast.

"This crisis is devastating and unrelenting. Airlines have cut costs by 45.8%, but revenues are down 60.9%. The result is that airlines will lose \$66 for every passenger carried this year for a total net loss of \$118.5 billion. This loss will be reduced sharply by \$80 billion in 2021. But the prospect of losing \$38.7 billion next year is nothing to celebrate. We need to get borders safely re-opened without quarantine so that people will fly again. And with airlines expected to bleed cash at least until the fourth quarter of 2021 there is no time to lose," said Alexandre de Juniac, IATA's Director General and CEO.

2020: The COVID-19 crisis challenged the industry for its very survival in 2020. In the face of a half trillion-dollar revenue drop (from \$838 billion in 2019 to \$328 billion) airlines cut costs by \$365 billion (from \$795 billion in 2019 to \$430 billion in 2020).

"The history books will record 2020 as the industry's worst financial year, bar none. Airlines cut expenses by an average of a billion dollars a day over 2020 and will still rack-up unprecedented losses. Were it not for the \$173 billion in financial support by governments we would have seen bankruptcies on a massive scale," said de Juniac.

All major operational parameters in the passenger business were negative:

- **Passenger numbers are expected to plummet to 1.8 billion (60.5% down on the 4.5 billion passengers in 2019). This is roughly the same number that the industry carried in 2003.**
- **Passenger revenues are expected to fall to \$191 billion, less than a third of the \$612 billion earned in 2019. This largely driven by a 66% fall in passenger demand (measured in Revenue Passenger Kilometers/RPK). International markets were hit disproportionately hard with a 75% fall in demand. Domestic markets, largely propelled by a recovery in China and Russia, are expected to**



Stepping up its safety and health protocols during this pandemic, Emirates has its cabin crew wear personal protective equipment (PPE) while on board. Photo Credit: www.emirates.com

perform better and end 2020 49% below 2019 levels.

- **Further weakness is demonstrated by passenger yields which are expected to be down 8% compared to 2019 and a weak passenger load factor which is expected to be 65.5%, down from the 82.5% recorded in 2019, a level last seen in 1993.**
- **Operational parameters for cargo are performing significantly better than for passenger but are still depressed compared to 2019:**
- **Uplift is expected to be 54.2 million tons in 2019, down from 61.3 million tons in 2019**
- **Cargo revenues are bucking the trend, increasing to \$117.7 B in 2020 from \$102.4 billion in 2019. A 45% fall in overall capacity, driven largely by the precipitous fall in passenger demand which took out critical belly capacity for cargo (-24%), pushed yields up by 30% in 2020.**

"Cargo is performing better than the passenger business. It could not, however, make up for the fall in passenger revenue. But it has become a significantly larger part of airline revenues and cargo revenues are making it possible for airlines to sustain their skeleton international networks," said de Juniac.

In 2019, cargo accounted for 12% of revenues and that is expected to grow to 36% in 2020.

2021: On the assumption that there is some opening of borders by mid-2021 (either through testing or growing availability of a vaccine), overall revenues are expected to grow to \$459 billion (\$131 billion improvement on 2020, but still 45% below the \$838 billion achieved in 2019).

In comparison, costs are only expected to rise by \$61 billion, delivering overall improved financial performance. Airlines will still lose, however, \$13.78 for each passenger carried. By the end of 2021 stronger revenues will improve the situation, but the first half of next year still looks extremely challenging.

Passenger numbers are expected to grow to 2.8 billion in 2021. That would be a billion more travelers than in 2020, but still 1.7 billion travelers short of 2019 performance. Passenger yields are expected to be flat and the load factor is expected to improve to 72.7% (an improvement on the 65.5% expected for 2020, but still well below the 82.5% achieved in 2019).

The cargo side of the business is expected to continue with strong performance. Improved business confidence and the important role that air cargo should play in vaccine distribution is expected to see cargo volumes grow to 61.2 million tonnes (up from 54.2 million tonnes in 2020 and essentially matching the 61.3 million tonnes carried in 2019).

A continued capacity crunch due to the slow reintroduction of belly capacity from passenger services combined with a higher proportion of time and temperature sensitive cargo (vaccines) will see a further 5% increase in yields. This will contribute to strong performance in cargo revenues which are expected to grow to an historic high of \$139.8 billion.

Reliance and Air bp refueling joint venture extends to 30 airports across India

LONDON: The aviation business of the new joint venture of Reliance Industries Limited (RIL) and Air bp has now taken over refueling operations at 30 airports across India, now the third largest market in the world for aviation fuel.

RIL and bp announced the start of their new Indian fuels and mobility joint venture, Reliance BP Mobility Limited (RBML), which operates under the Jio-bp brand, in July 2020. bp and RIL expect the venture to grow rapidly to help meet India's fast-growing demands for energy and mobility, including for aviation fuel.

The international aviation fuel products and services supplier, Air bp has added 11 new locations in India to its international network as part of the joint venture between parent company bp and Reliance Industries Limited (RIL), and is working to add the remaining 19. Effective immediately, these 11 locations will serve Air bp's commercial aviation, general aviation and military customers flying internationally.

"India is a really exciting aviation



market for Air bp, and the addition of these locations to our network offers our customers even greater choice when selecting a quality aviation fuel provider. We see the potential for tremendous growth in India over the coming years, and we look forward to working closely with this joint venture and welcoming our customers to their growing network," commented Martin Thomsen, CEO, Air bp.

Harish C Mehta, CEO, Reliance BP Mobility Limited, added: "With the advent of this joint venture, customers can now experience world-class service combined with the technology-enabled, secure and seamless aviation fuel supplies that bp and Reliance are known for. We are excited about the potential of this partnership for the Indian market and are looking forward to expanding our network footprint together and becoming an integral part of the Indian aviation growth story."

The fast-growing Indian aviation fuel market is already the world's third largest in terms of passenger traffic. The joint venture aims to increase its presence from 30 to 45 airports in India in the coming years.

Customers at these locations will benefit from the combination of both companies' skills and experience, including Air bp's international technical expertise providing assurance on product quality, training and operational and engineering standards. The joint venture will benefit from RIL's strong supply position including product from Jamnagar, the largest refinery and petrochemical complex in the world.



MEBAA reschedules air show to December 2022



Ali Ahmed Alnaqbi

DUBAI: The Middle East & North Africa Business Aviation Association (MEBAA) announced the region's leading business aviation platform, the MEBAA Show, is rescheduled to December 2022 at DWC, Airshow Site.

MEBAA said the event, originally scheduled for February 2021, has been cancelled due to concerns related to the ongoing COVID-19 pandemic and international travel restrictions imposed across numerous countries around the world.

"As a result of the ongoing challenges with global border restrictions and lockdowns, we have decided to realign the MEBAA Show with its original dates and postpone it again to 2022. All recent indications suggest that the business aviation sector will make a strong recovery in the coming years and the MEBAA Show will play an important role in restoring confidence, driving collaboration and creating new opportunities for the sector," said Ali Ahmed Alnaqbi, Founding and Executive Chairman of MEBAA.

"All recent indications suggest that the business aviation sector will make a very strong recovery in the coming years and the MEBAA Show will play an important role in restoring confidence, driving collaboration and creating new opportunities for the sector," he added.



Glyn Hughes is new TIACA Director General

MIAMI: The International Air Cargo Association (TIACA) has named Glyn Hughes to take on the newly created role of Director General effective February 2021.

Hughes will manage the team, work with the Board of Directors, the members and industry partners to establish and implement TIACA's vision and strategic objectives and advance the overall cargo agenda.

Hughes brings over 36 years of industry experience including leadership roles in air cargo, passenger, financial, training and industry affairs. Before joining TIACA, he led a team of cargo experts at IATA as its Global Head of Cargo.

"Our industry is and will be facing challenging times ahead and I am determined and excited to contribute to making it stronger and to work with all

to lead this industry towards a more efficient and sustainable future," said Hughes who noted he's "convinced TIACA is in an ideal position to bring all the industry stakeholders together, including air cargo businesses, governments, shippers and global organizations to enable this change."

"Although the COVID-19 crisis has brought a spotlight on air cargo working hard to deliver essential medicine and supplies fast and safely, despite the global lockdown, the global pandemic has also highlighted the urgent need for air cargo to accelerate its digital and sustainable transformation, to develop collaborative business models and speak with a united voice to come out of this unprecedented crisis more resilient...I am committed to building bridges between industry players to tackle the challenges and helping the industry get ready for the transportation of COVID-19 vaccines which will be one of my first priorities at TIACA next year," added Hughes who is a strong proponent of innovation and sustainability in the air cargo industry.



Steven Polmans, Chair of TIACA's Board of Directors, described Hughes as "a charismatic and a highly respected leader who has an unparalleled track record over the past three decades, of driving change in the air cargo industry and promoting its value to governments, partners and across the aviation industry"

"We were looking for an exceptional individual, passionate about the air cargo industry and committed to making a long-lasting impact: Glyn is exactly the leader we needed! I am thrilled to have Glyn on-board and look forward to working with him in the years to come to realize the potential of the newly transformed TIACA in supporting, leading and uniting the entire air cargo industry," said Polmans.

Ingo Ludwig will sit as CFO of Mitteldeutsche Flughafen AG in 2021



LEIPZIG: Aviation financial expert Ingo Ludwig will serve as the new Chief Financial Officer of Mitteldeutsche Flughafen AG effective January 1, 2021.

Mitteldeutsche Flughafen AG includes the Leipzig/Halle Airport, Dresden Airport and PortGround subsidiaries. The company's Supervisory Board said Ludwig will primarily be responsible for the implementation of the complex investment projects that go hand in hand with the growth and modernization of the airports in Leipzig/Halle and Dresden as well as the development of its technology and IT.

Ludwig has many years of extensive operational experience in the airport business. As CFO and Deputy CEO, he was responsible for the commercial management of the infrastructure programs at Budapest Airport from 2011 to 2016. He is currently Director M&A at AviAlliance GmbH, which invests in airports and operates and develops them.

Ludwig will support CEO Götz Ahmelnann who is at the helm of Central German airports. This means that both managers are jointly managing directors of Flughafen Dresden GmbH and Flughafen Leipzig/ Halle GmbH. In his central role, Dieter Köhler will remain General Manager of Mitteldeutsche Flughafen AG and will be responsible for finance and accounting, personnel policy, law and consortia, among other things.

Ludwig was born in 1970 and grew up in Westphalia. He graduated from the European Business School ebs in Rheingau in 1997 with a degree in Business Administration with focus on finance and auditing. He began his career as an investment banker in London and Frankfurt.

Gerber takes over as CEO of Brussels Airlines as von Boxberg becomes CEO of Lufthansa Cargo



Peter Gerber

Dorothea von Boxberg

BRUSSELS: Effective March 1, 2021, Peter Gerber will take over as CEO of Brussels Airlines and assumes the newly created position of Executive Vice President of the Lufthansa Group in Brussels to represent its European interests while Dorothea von Boxberg succeeds him as CEO of Lufthansa Cargo AG, the company announced.

Gerber, 56, will continue to implement the company's "Reboot Plus" turnaround plan and build a strong, lean and competitive Brussels Airlines

with the help of Nina Öwerdieck, CFO of Brussels Airlines, and Edi Wolfensberger, COO of the Belgian airline.

Currently the Chief Commercial Officer of Lufthansa Cargo, von Boxberg, 46, is praised for her creativity and commitment and

is viewed to continue on the work that Gerber has implemented.

Harry Hohmeister, Chairman of the Supervisory Board of Lufthansa Cargo AG, thanked Gerber for his achievements as the CEO of Lufthansa Cargo.

"I would like to thank Peter Gerber for his outstanding achievements as CEO for Lufthansa Cargo AG. As a passionate airline manager, he has very successfully managed the highly demanding and volatile logistics business and, together with a motivated and committed team, has played a major role in shaping the

Group's cargo division in recent years," said Hohmeister.

"Dorothea von Boxberg, an experienced manager from within the company, is taking over the helm of Lufthansa Cargo AG. She is not only a sales professional, she also has a great deal of expertise, for example in product development. With her creativity and commitment, she will continue to develop Lufthansa Cargo AG successfully in these extraordinary times," he added.

Gerber began his career with the Lufthansa Group in 1992, during which time he held various management positions in the Lufthansa Group. He has been the Chairman of the Executive Board of Lufthansa Cargo AG since May 2014.

von Boxberg who studied Industrial Engineering and Management at TU Berlin and ESCP/EAP Paris, previously worked for the Boston Consulting Group in Stuttgart before moving to Star Alliance.

She joined Deutsche Lufthansa AG in 2007 and in 2015 moved to Lufthansa Cargo where initially she headed Global Sales Management before being appointed CCO in 2018, advancing to the Executive Board.

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4-7 May 2021 | Messe Munchen | Munich, Germany

transport logistic Munich

This four-day event gives visitors a complete look at the entire process chain of the transport and logistics sector. Expect more and more exhibitors from Germany and all around the world to present their innovative products and services and an extensive program of related events and conferences.

An ideal platform for knowledge transfer and networking in the global logistics industry, the 2019 event drew 2,374 exhibitors from 63 countries and about 64,000 visitors from 125 countries.

4-7 May 2021 | Messe Munchen | Munich, Germany

33rd IATA Ground Handling Conference

The IATA Ground Handling Conference (IGHC) is the premier annual ground handling industry conference in the world bringing together over 750 delegates representing the whole industry: 30% airlines, 60% ground service providers and airports, 10% manufacturers and solution providers; 60% commercial and 34% operational/safety positions represented, and; 50% executive management, 49% middle management.

This major trade event gives exclusive access to industry intelligence and developments among attendees.

16-19 May 2021 | Prague, Czech Republic

Airport Show Dubai Airport Security | ATC Forum

The 20th edition of Airport Show will take place on 24-26 May 2021. It features two co-located events and introduces a new theme, "Passenger Experience"— highlighting technologies setting new standards in making airport processes more passenger driven and efficient.

It remains the regional event of reference and market leader for airport development, offering a global platform for industry stakeholders to inspire innovation, facilitate connections, accelerate partnerships and ultimately enable regional authorities to create the most advanced aviation facilities in the world.

24-26 May 2021 | DWTC, Dubai, UAE

bauma CTT RUSSIA

This international specialized exhibition held annually since 2000 is the biggest trade fair for the construction industry in Russia and the most important business-to-business platform in Russia, CIS and Eastern Europe. Germany's topnotch exhibition company, Messe München, one of the largest in the world, has been running the bauma CTT Russia since December 2015.

May 25-28, 2021 | Moscow, Crocus Expo

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, for this action-packed event which features plenary sessions, specialized tracks, workshops and executive summits, tackling aspects related to technology & innovation, security & customs, cargo operations and sustainability.

12-14 October 2021 | Turkey, Istanbul



MEBAA Show 2020

The MEBAA Show, the Middle East's leading business aviation platform, is set to return to Dubai. The event will showcase the latest technologies, insights and business opportunities shaping the future of business aviation in the Middle East and across the globe.

Along with cutting-edge solutions and world-class aircraft on static display, the event will demonstrate, through a conference element, the key trends affecting the industry especially following the impact of the COVID-19 pandemic. Hear from industry experts on emerging trends, challenges and innovations within the business aviation sector through workshops, dedicated pre-arranged meetings and roundtable sessions.

December 2022 | DWC, Dubai Airshow Site



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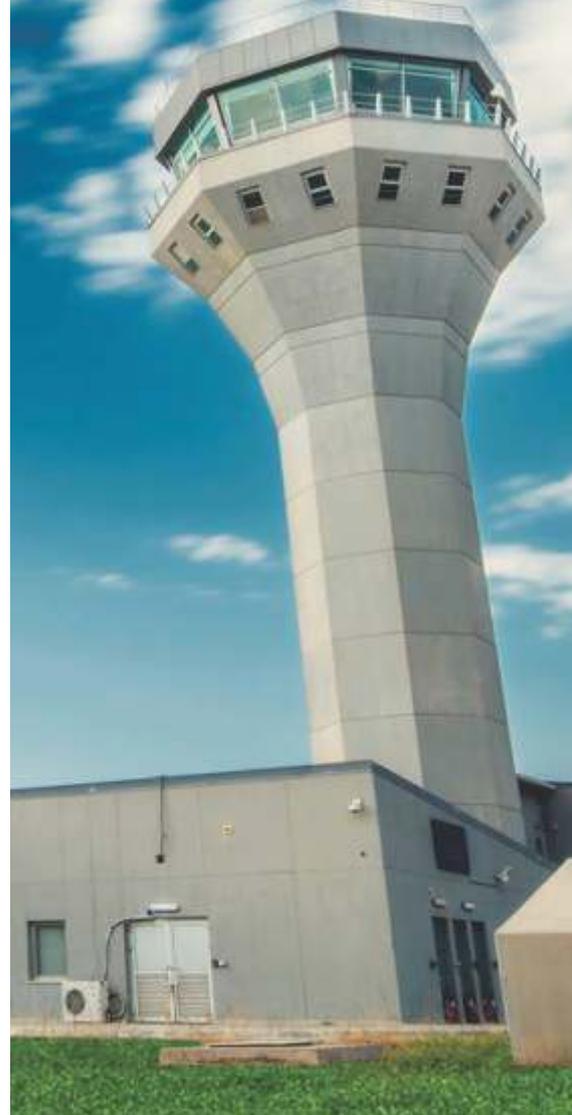
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